



13<sup>th</sup> February, 2017

The Corporate Relationship  
Department  
Bombay Stock Exchange  
Limited,  
1<sup>st</sup> Floor,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400001

The Listing Department  
National Stock Exchange of  
India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No.-C/1, 'G' Block,  
Bandra- Kurla Complex,  
Bandra (E)  
Mumbai - 400051

Listing Department  
The Calcutta Stock Exchange  
Ltd.  
7 Lyons Range,  
Kolkata-700001

Dear Sirs,

Sub : Investor Presentation on Financial Results

With reference to our letter no. STOCK.EXG/AS/2016-17 dated 10<sup>th</sup> February, 2017 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed a copy of the investor presentation on financial results of the Company for the quarter ended on 31<sup>st</sup> December, 2016.

The aforesaid presentation will also be uploaded on the website of the Company i.e <https://www.bergerpaints.com>

Yours faithfully,  
**For BERGER PAINTS INDIA LIMITED**

  
**ANIRUDDHA SEN**  
SR. VICE PRESIDENT &  
COMPANY SECRETARY

Encl.: a/a

**BERGER PAINTS INDIA LIMITED**

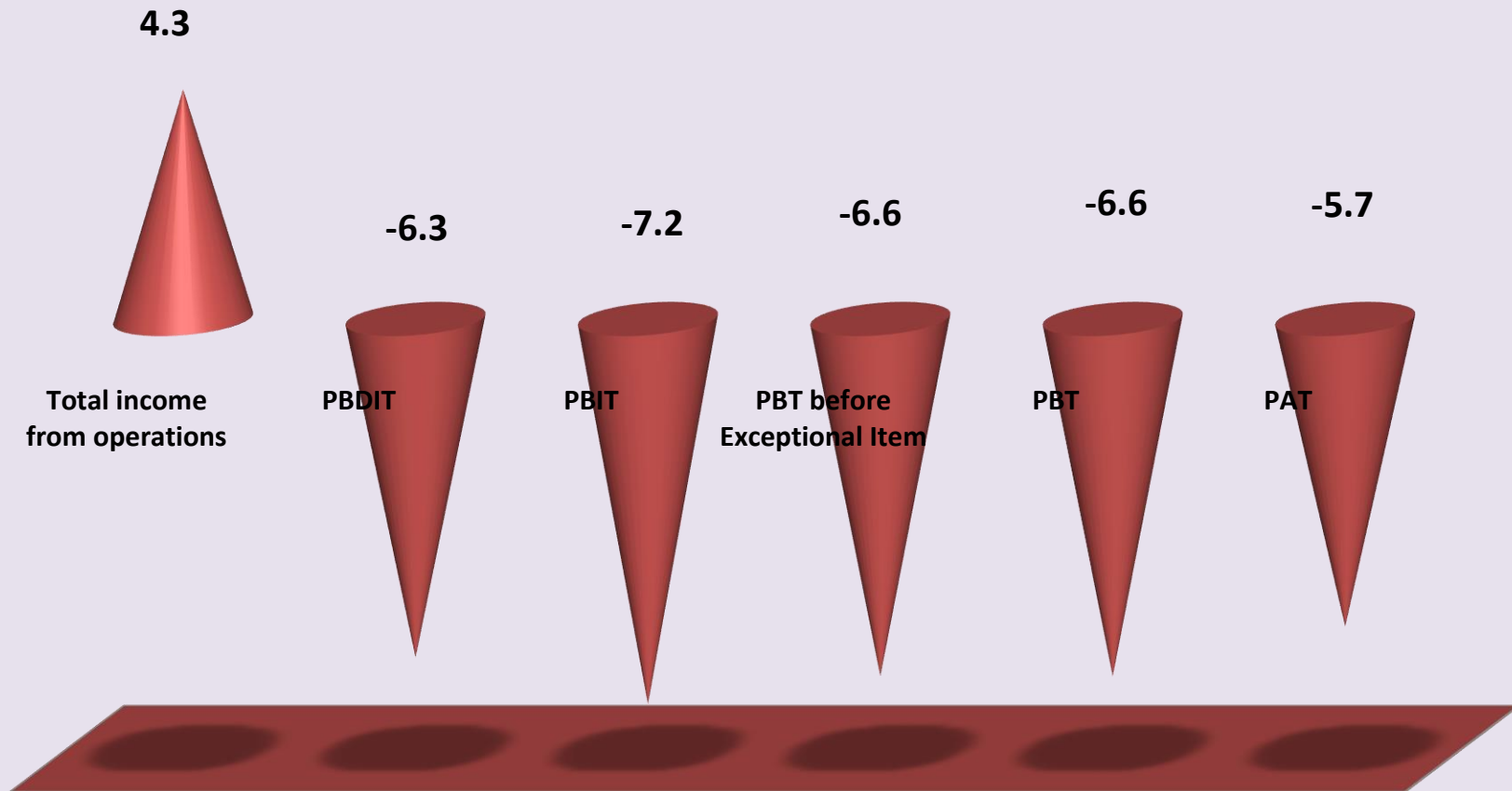
Berger House, 129, Park Street, Kolkata - 700 017, Phone : 2229 9724-28, 2229 6005-06, Fax : 91-33-2249 9009/9729, [www.bergerpaints.com](http://www.bergerpaints.com)  
CIN - L51434WB1923PLC004793, E-mail : [consumerfeedback@bergerindia.com](mailto:consumerfeedback@bergerindia.com)



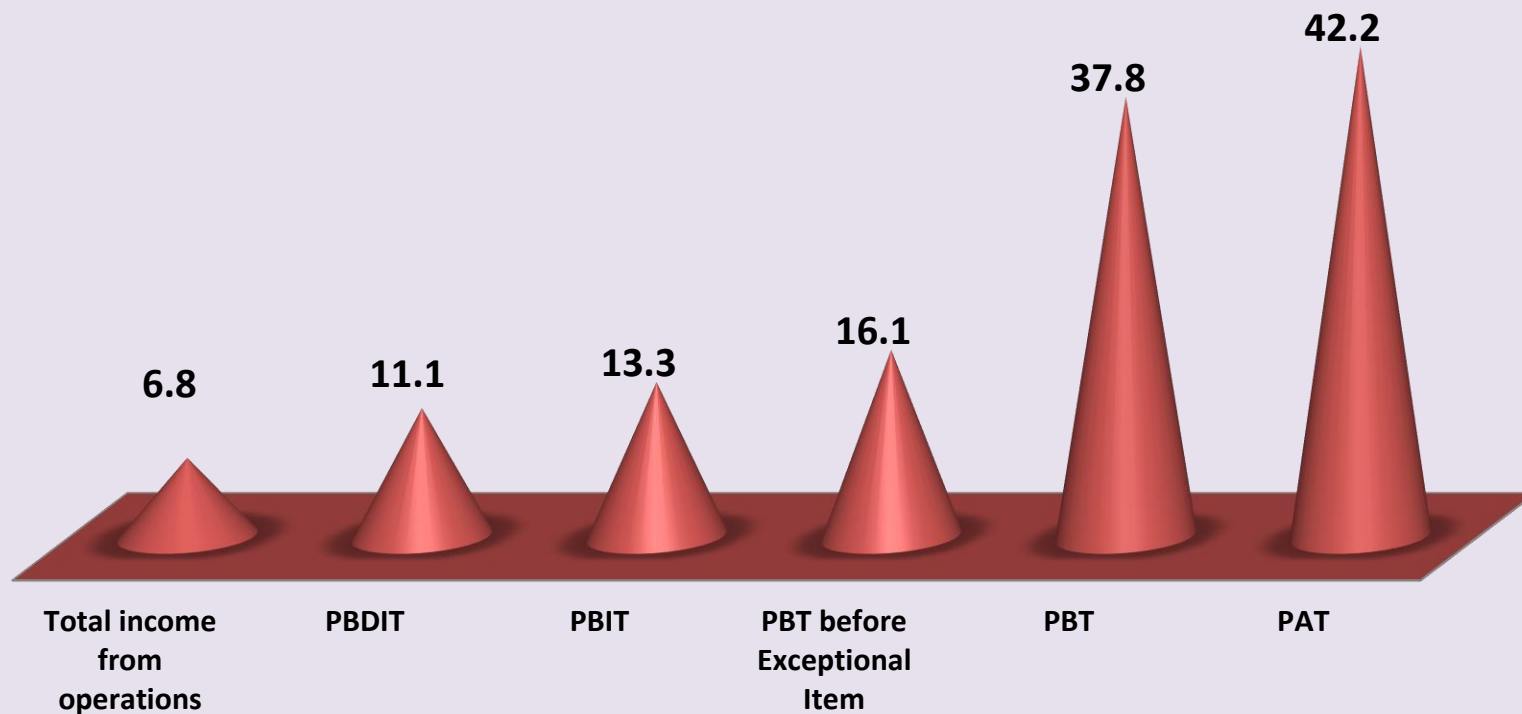
# Berger Paints India Limited Earnings Update Call Q3 FY17 February 13th , 2017

## Q3 FY17 Performance

## GROWTH (%) -Standalone Q3 FY17



## GROWTH (%) -Standalone YTD DEC FY17



## Financial Results – Standalone Q3 FY17

- Decorative business showed a reasonable improvement over Q3 FY 16 in spite of the impact of demonetization in November 2016 and the effect of price decrease in February FY 16
- General Industrial / Automotive business lines registered modest growth for the quarter
- Protective Coatings business line also registered subdued growth for the quarter
- Material cost % was marginally higher over Q3 FY 16 because of the denominator effect of decorative price decrease in February FY 16 as well as the increasing price effect of certain raw materials
- Lower PBDIT margin was mainly on account of increasing RM price trend, impact of price decrease in February 2016 and one off increase in overheads
- Reduction in finance cost for the quarter was due to lower debt levels and softening of interest rates

## Financial Results – Standalone Q3 FY17

Rs Crores

|                                                  | Q3 FY 17   | % to Total<br>Income | Q3 FY 16   | % to Total<br>Income | Growth %    |
|--------------------------------------------------|------------|----------------------|------------|----------------------|-------------|
| <b>Total income from operations</b>              | 1168       |                      | 1120       |                      | <b>4.3</b>  |
| Material Cost                                    | 622        | 53.3                 | 588        | 52.5                 |             |
| Excise Duty                                      | 119        | 10.2                 | 115        | 10.3                 |             |
| Employee Cost                                    | 60         | 5.2                  | 54         | 4.8                  |             |
| Other expenses                                   | 203        | 17.4                 | 189        | 16.9                 |             |
| <b>PBDIT</b>                                     | <b>163</b> | <b>14.0</b>          | <b>174</b> | <b>15.6</b>          | <b>-6.3</b> |
| Depreciation                                     | 24         | 2.1                  | 23         | 2.0                  |             |
| <b>Profit from operation before interest</b>     | 139        | 11.9                 | 152        | 13.5                 |             |
| Other Income                                     | 9          | 0.8                  | 8          | 0.7                  |             |
| <b>PBIT</b>                                      | <b>148</b> | <b>12.7</b>          | <b>159</b> | <b>14.2</b>          | <b>-7.2</b> |
| Finance Cost                                     | 3          | 0.2                  | 4          | 0.3                  |             |
| <b>PBT before Exceptional Item</b>               | <b>145</b> | <b>12.5</b>          | <b>156</b> | <b>13.9</b>          | <b>-6.6</b> |
| Exceptional Item                                 | 0          | -                    | 0          | -                    |             |
| <b>PBT</b>                                       | <b>145</b> | <b>12.5</b>          | <b>156</b> | <b>13.9</b>          | <b>-6.6</b> |
| Taxes                                            | 49         | 4.2                  | 54         | 4.8                  |             |
| <b>PAT</b>                                       | <b>96</b>  | <b>8.2</b>           | <b>102</b> | <b>9.1</b>           | <b>-5.7</b> |
| Other comprehensive income, net of income tax    | 0.7        | 0.1                  | 0.1        | 0.0                  |             |
| <b>Total comprehensive income for the period</b> | <b>97</b>  |                      | <b>102</b> |                      |             |

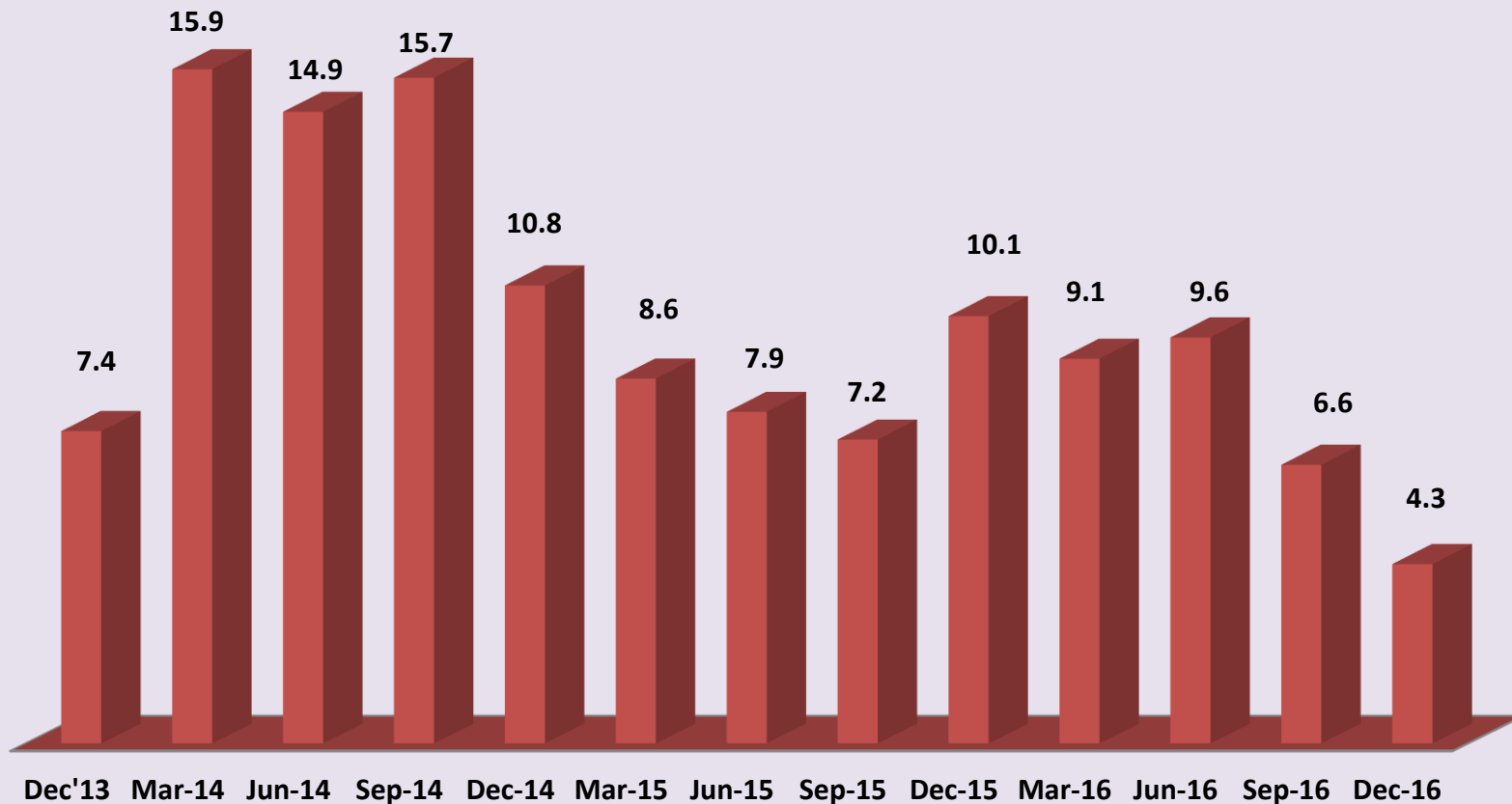
## Financial Results – Standalone YTD Dec FY17

Rs Crores

|                                                  | YTD DEC<br>17 | % to Total<br>Income | YTD<br>DEC'16 | % to Total<br>Income | Growth %    |
|--------------------------------------------------|---------------|----------------------|---------------|----------------------|-------------|
| <b>Total income from operations</b>              | 3471          |                      | 3251          |                      | <b>6.8</b>  |
| Material Cost                                    | 1788          | 51.5                 | 1754          | 54.0                 |             |
| Excise Duty                                      | 366           | 10.5                 | 337           | 10.4                 |             |
| Employee Cost                                    | 173           | 5.0                  | 154           | 4.7                  |             |
| Other expenses                                   | 638           | 18.4                 | 551           | 17.0                 |             |
| <b>PBDIT</b>                                     | <b>506</b>    | <b>14.6</b>          | <b>455</b>    | <b>14.0</b>          | <b>11.1</b> |
| Depreciation                                     | 72            | 2.1                  | 66            | 2.0                  |             |
| <b>Profit from operation before interest</b>     | <b>434</b>    | <b>12.5</b>          | <b>389</b>    | <b>12.0</b>          |             |
| Other Income                                     | 34            | 1.0                  | 24            | 0.7                  |             |
| <b>PBIT</b>                                      | <b>468</b>    | <b>13.5</b>          | <b>413</b>    | <b>12.7</b>          | <b>13.3</b> |
| Finance Cost                                     | 6             | 0.2                  | 15            | 0.5                  |             |
| <b>PBT before Exceptional Item</b>               | <b>462</b>    | <b>13.3</b>          | <b>398</b>    | <b>12.2</b>          | <b>16.1</b> |
| Exceptional Item                                 | 87            | -                    | 0             | -                    |             |
| <b>PBT</b>                                       | <b>549</b>    | <b>15.8</b>          | <b>398</b>    | <b>12.2</b>          | <b>37.8</b> |
| Taxes                                            | 177           | 5.1                  | 137           | 4.2                  |             |
| <b>PAT</b>                                       | <b>371</b>    | <b>10.7</b>          | <b>261</b>    | <b>8.0</b>           | <b>42.2</b> |
| Other comprehensive income, net of income tax    | (2)           | (0.0)                | (0)           | (0.0)                |             |
| <b>Total comprehensive income for the period</b> | <b>370</b>    |                      | <b>261</b>    |                      |             |

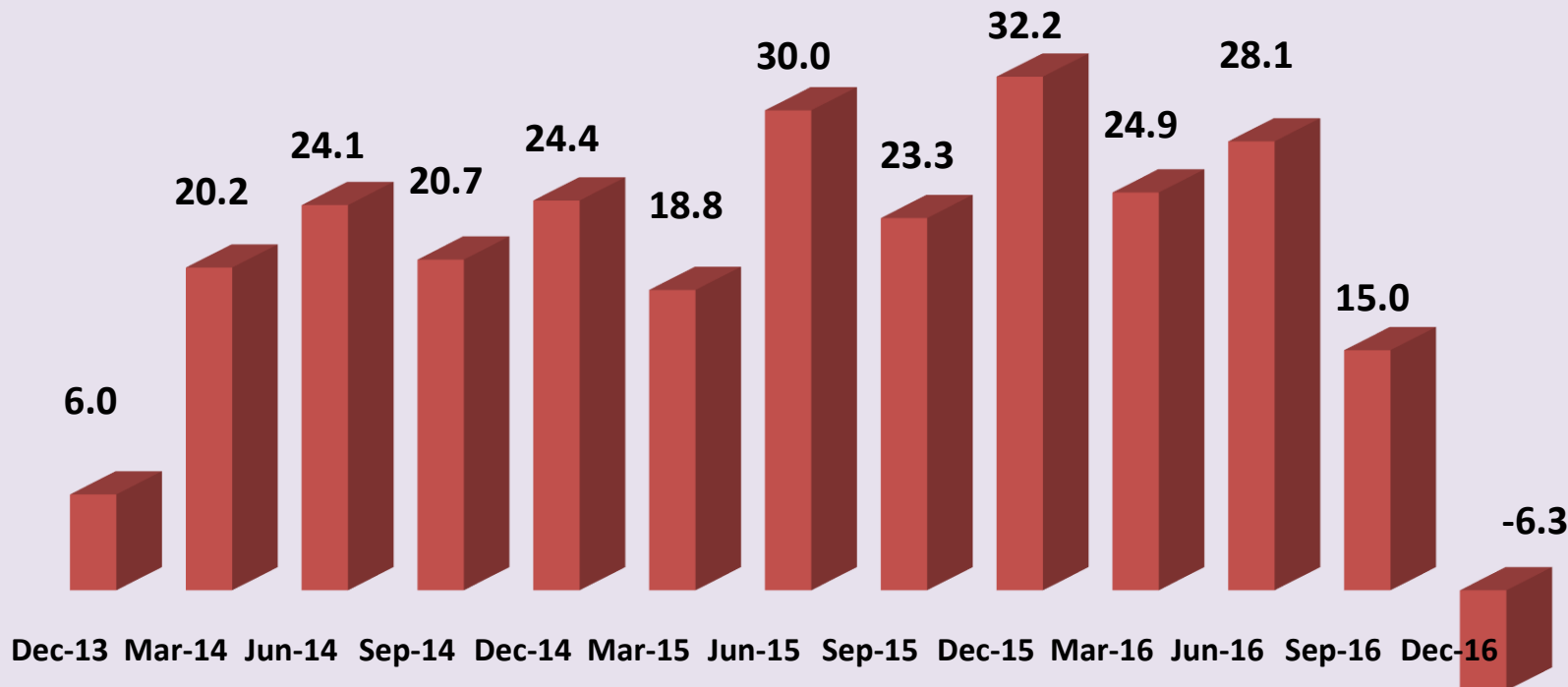
## Total income from operations Growth % -Standalone Q3 FY17

### Total income from operations Growth %

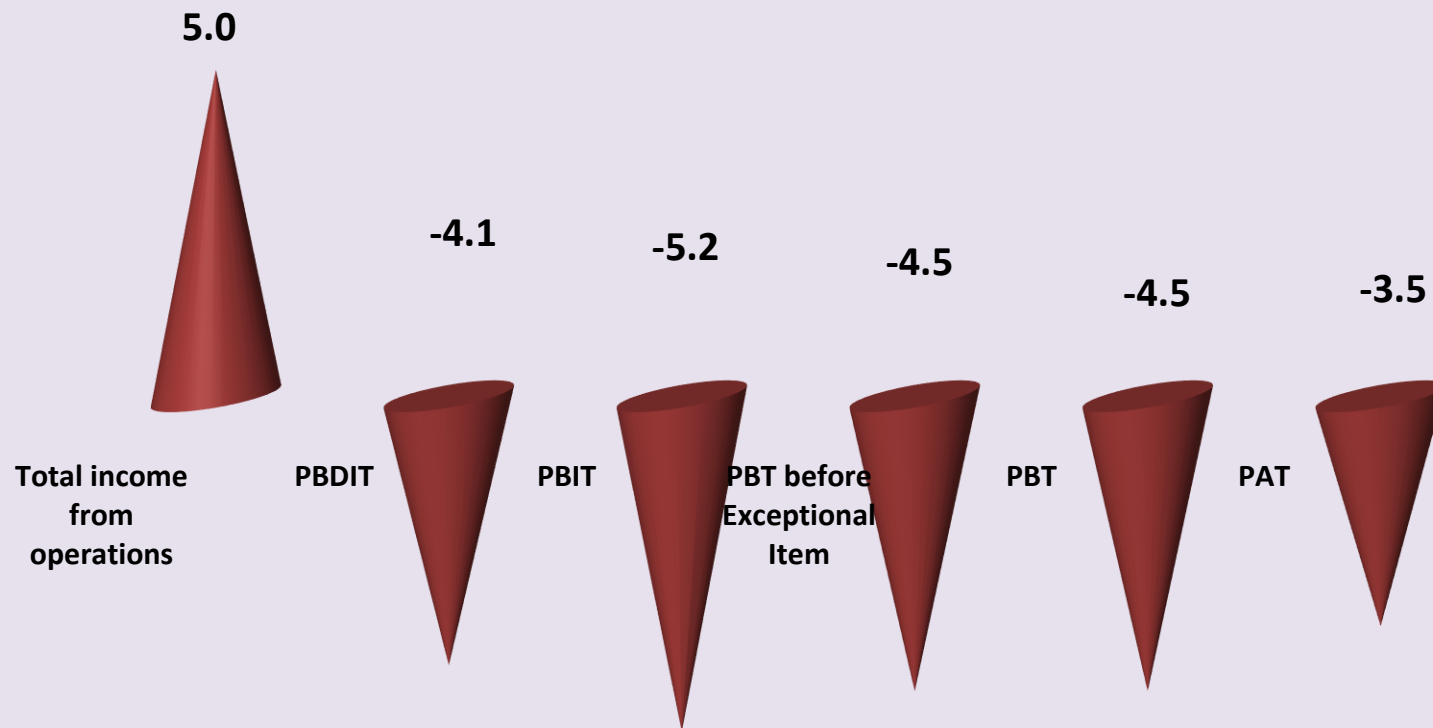


## Quarterwise EBITDA Growth (%) -Standalone Q3 FY17

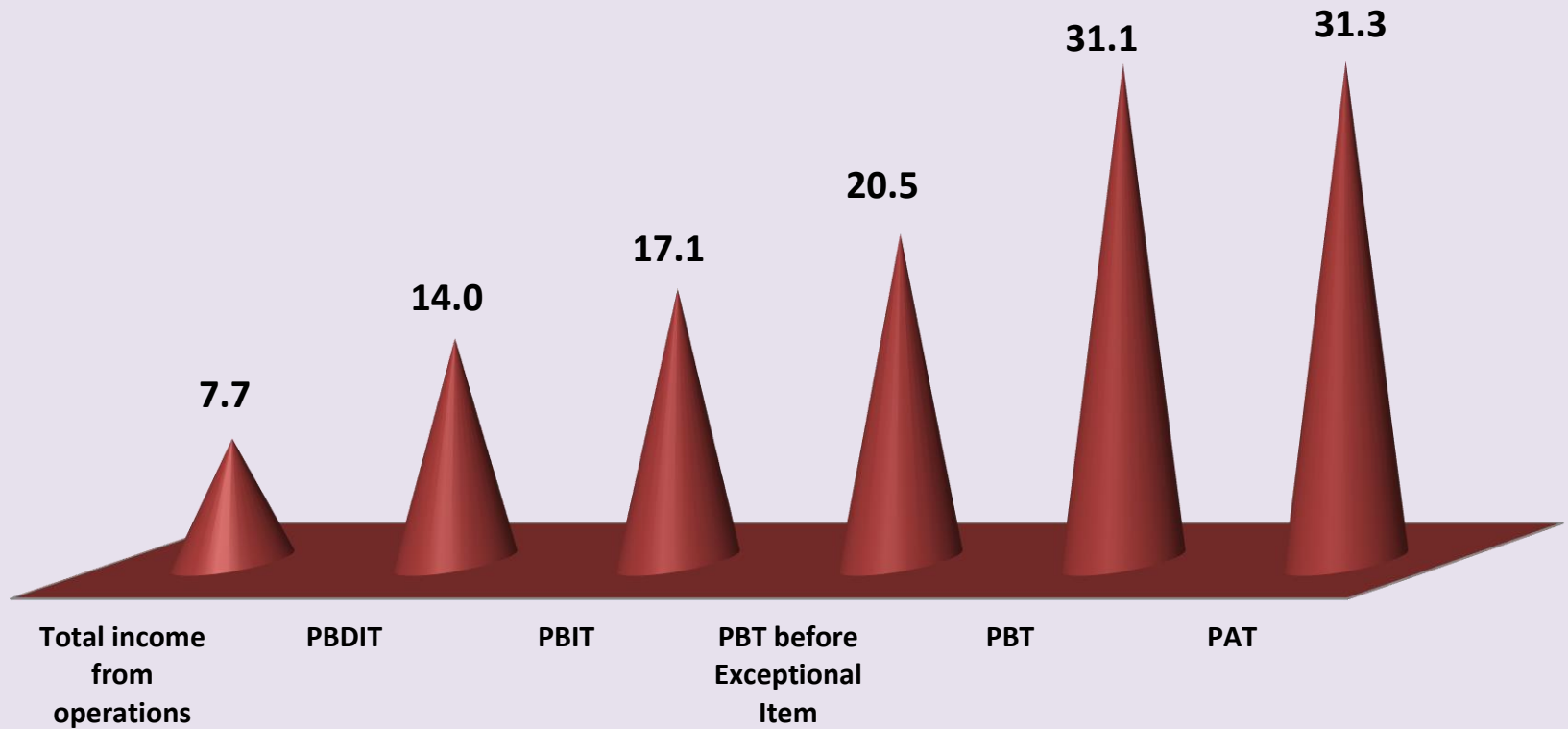
Quarterwise EBITDA growth %



## Consolidated Q3 FY17- Growth (%)



## Consolidated YTD Dec FY17 - Growth (%)



# Financial Results- Consolidated: Q3 FY17

Rs Crores

|                                                           | Q3 FY 17   | % to Total<br>Income | Q3 FY 16   | % to Total<br>Income | Growth %    |
|-----------------------------------------------------------|------------|----------------------|------------|----------------------|-------------|
| <b>Total income from operations</b>                       | 1297       |                      | 1235       |                      | <b>5.0</b>  |
| Material Cost                                             | 684        | 52.7                 | 643        | 52.1                 |             |
| Excise Duty                                               | 122        | 9.4                  | 119        | 9.6                  |             |
| Employee Cost                                             | 80         | 6.2                  | 71         | 5.7                  |             |
| Other expenses                                            | 227        | 17.5                 | 210        | 17.0                 |             |
| <b>PBDIT</b>                                              | <b>184</b> | <b>14.2</b>          | <b>191</b> | <b>15.5</b>          | <b>-4.1</b> |
| Depreciation                                              | 27         | 2.1                  | 25         | 2.1                  |             |
| <b>Profit from operation before interest</b>              | 156        | 12.1                 | 166        | 13.4                 |             |
| Other Income                                              | 8          | 0.6                  | 7          | 0.6                  |             |
| <b>PBIT</b>                                               | <b>165</b> | <b>12.7</b>          | <b>173</b> | <b>14.1</b>          | <b>-5.2</b> |
| Finance Cost                                              | 4          | 0.3                  | 6          | 0.5                  |             |
| <b>PBT before Exceptional Item</b>                        | <b>160</b> | <b>12.4</b>          | <b>168</b> | <b>13.6</b>          | <b>-4.5</b> |
| Exceptional Item                                          | 0          | -                    | 0          | -                    |             |
| <b>PBT</b>                                                | <b>160</b> | <b>12.4</b>          | <b>168</b> | <b>13.6</b>          | <b>-4.5</b> |
| Taxes                                                     | 52         | 4.0                  | 56         | 4.5                  |             |
| <b>PAT</b>                                                | <b>108</b> | <b>8.3</b>           | <b>112</b> | <b>9.0</b>           | <b>-3.5</b> |
| Share of Profit / (loss) of associates and joint ventures | 1          |                      | 0          |                      |             |
| <b>Net Profit</b>                                         | <b>109</b> | <b>8.4</b>           | <b>111</b> | <b>9.0</b>           | <b>-2.0</b> |
| Other comprehensive income, net of income tax             | 0.7        |                      | 0.1        |                      |             |
| <b>Total comprehensive income for the period</b>          | <b>110</b> |                      | <b>111</b> |                      |             |

# Financial Results- Consolidated: YTD Dec FY17

Rs Crores

|                                                           | YTD<br>DEC'17 | % to Total<br>Income | YTD<br>DEC'16 | % to Total<br>Income | Growth %    |
|-----------------------------------------------------------|---------------|----------------------|---------------|----------------------|-------------|
| <b>Total income from operations</b>                       | 3814          |                      | 3541          |                      | <b>7.7</b>  |
| Material Cost                                             | 1949          | 51.1                 | 1894          | 53.5                 |             |
| Excise Duty                                               | 375           | 9.8                  | 346           | 9.8                  |             |
| Employee Cost                                             | 230           | 6.0                  | 205           | 5.8                  |             |
| Other expenses                                            | 703           | 18.4                 | 607           | 17.1                 |             |
| <b>PBDIT</b>                                              | <b>557</b>    | <b>14.6</b>          | <b>489</b>    | <b>13.8</b>          | <b>14.0</b> |
| Depreciation                                              | 81            | 2.1                  | 74            | 2.1                  |             |
| <b>Profit from operation before interest</b>              | <b>477</b>    | <b>12.5</b>          | <b>415</b>    | <b>11.7</b>          |             |
| Other Income                                              | 37            | 1.0                  | 24            | 0.7                  |             |
| <b>PBIT</b>                                               | <b>513</b>    | <b>13.5</b>          | <b>439</b>    | <b>12.4</b>          | <b>17.1</b> |
| Finance Cost                                              | 12            | 0.3                  | 23            | 0.6                  |             |
| <b>PBT before Exceptional Item</b>                        | <b>501</b>    | <b>13.1</b>          | <b>416</b>    | <b>11.7</b>          | <b>20.5</b> |
| Exceptional Item                                          | 44            | -                    | 0             | -                    |             |
| <b>PBT</b>                                                | <b>545</b>    | <b>14.3</b>          | <b>416</b>    | <b>11.7</b>          | <b>31.1</b> |
| Taxes                                                     | 185           | 4.8                  | 141           | 4.0                  |             |
| <b>PAT</b>                                                | <b>361</b>    | <b>9.5</b>           | <b>275</b>    | <b>7.8</b>           | <b>31.3</b> |
| Share of Profit / (loss) of associates and joint ventures | 8             |                      | 4             |                      |             |
| <b>Net Profit</b>                                         | <b>368</b>    | <b>9.7</b>           | <b>279</b>    | <b>7.9</b>           | <b>32.2</b> |
| Other comprehensive income, net of income tax             | (2)           |                      | (1)           |                      |             |
| <b>Total comprehensive income for the period</b>          | <b>366</b>    |                      | <b>278</b>    |                      |             |

## Financial Results- Consolidated: Q3 FY17

- Company's wholly owned subsidiary BJN Nepal showed robust performance both in top line & profitability
- Company's Polish subsidiary BOLIX S.A continued to show improved performance on both top line and profitability
- Company's JV with Becker Coatings which is consolidated under equity method, showed impressive performance

## Industry Outlook

- Decorative paint segment is expected to look up post recovery from the effect of demonetization
- Infrastructure segment is expected to improve on the back of higher government spending as mentioned in the Budget proposal
- Margins expected to recover riding on decorative price increases with effect from 1st March 2017
- Upward trend of some key raw materials and potential exchange volatility in USD/INR remain a concern

## Disclaimer

*The information presented herein includes the IND AS compliant financial results (unaudited) based on the principles/interpretations and regulations known to date*

*This presentation has been prepared by Berger Paints India Limited for information purposes only.*

*The forward looking statements, if any, involve risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the statements.*