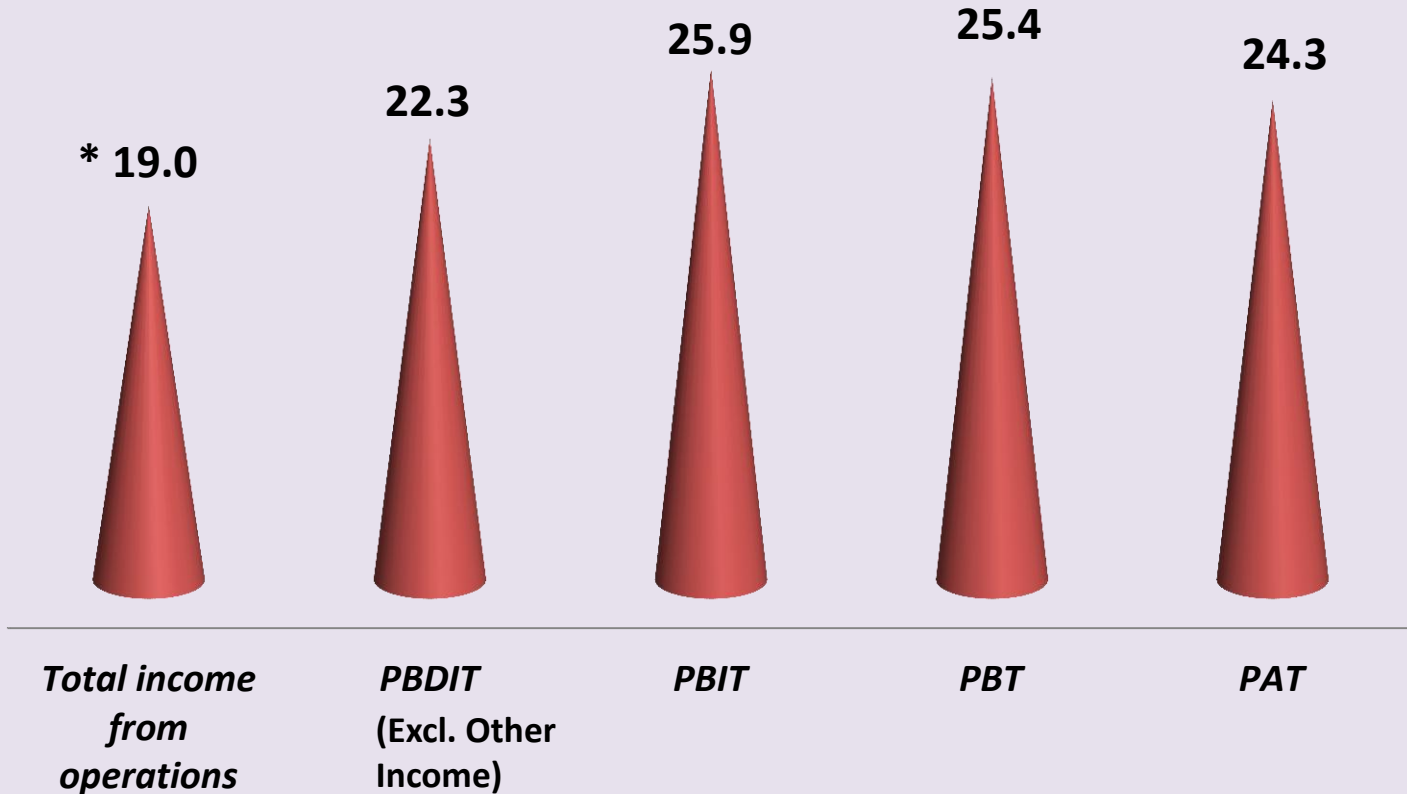




**Berger Paints India Limited**  
**Earnings Update Call Q1 FY19**  
**August 13<sup>th</sup>, 2018**

# Q1 FY19 Performance

## GROWTH (%) - Standalone Q1 FY19



\* Consistent with note 3 of published results on excise duty adjustment

## Financial Results – Standalone Q1 FY19

- Decorative business continued to show improved performance over corresponding quarter
- General Industrial / Automotive business delivered another quarter of robust growth
- Both Protective Coatings and Powder coatings segment also showed significantly improved performance over corresponding quarter
- Material costs as % to sales was higher mainly on account of higher raw material prices
- Finance cost went up marginally on account of firming up of interest rates

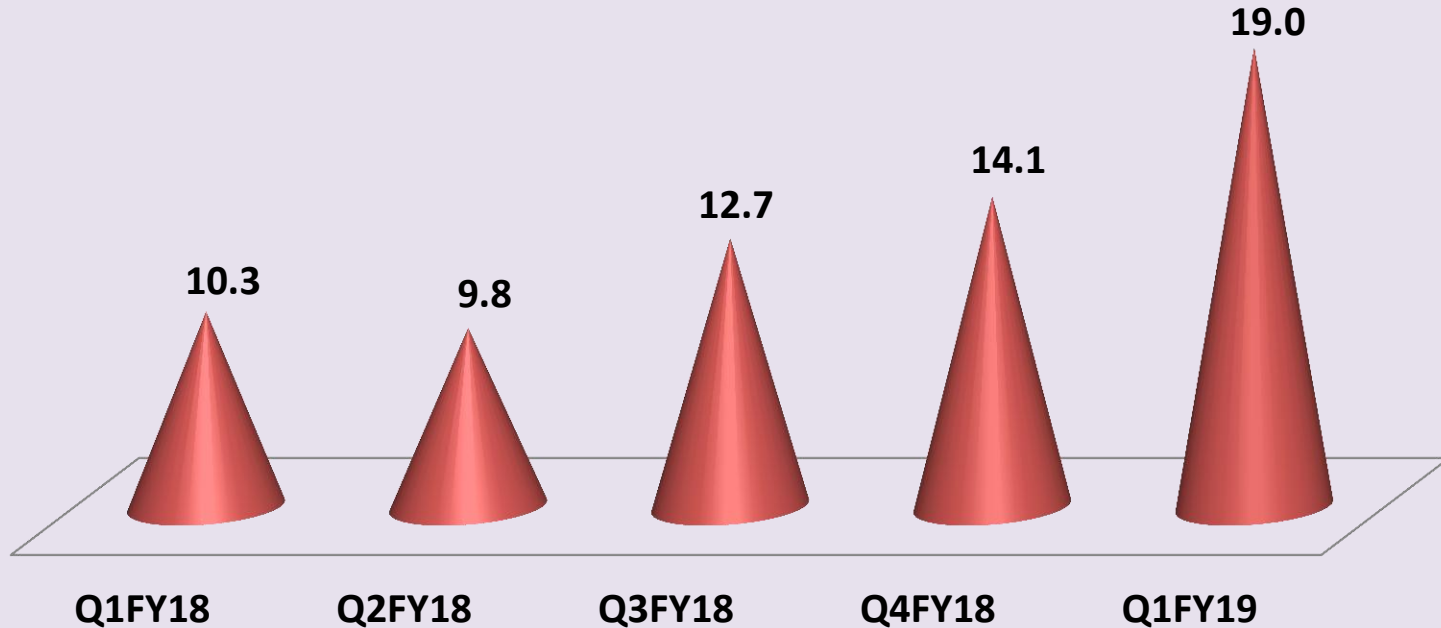
# Financial Results – Standalone Q1 FY19

Rs Crores

	Q1 FY 19	% to Total Income	Q1 FY 18	% to Total Income	Growth %
<b>Total income from operations</b>	1,372.23		1,172.17		<b>17.1 *</b>
Material Cost	838.44	61.1	704.30	60.1	
Employee Cost	74.42	5.4	67.56	5.8	
Other expenses	243.33	17.7	223.71	19.1	
<b>PBDIT</b>	<b>216.04</b>	<b>15.7</b>	<b>176.61</b>	<b>15.1</b>	<b>22.3</b>
Depreciation	30.35	2.2	27.66	2.4	
<b>Profit from operation before interest</b>	<b>185.69</b>	<b>13.5</b>	<b>148.95</b>	<b>12.71</b>	
Other Income	14.53	1.1	10.11	0.86	
<b>PBIT</b>	<b>200.22</b>	<b>14.6</b>	<b>159.06</b>	<b>13.57</b>	<b>25.9</b>
Finance Cost	1.73	0.1	0.83	0.07	
<b>PBT</b>	<b>198.49</b>	<b>14.5</b>	<b>158.23</b>	<b>13.5</b>	<b>25.4</b>
Taxes	68.46	5.0	53.63	4.6	
<b>PAT</b>	<b>130.03</b>	<b>9.5</b>	<b>104.60</b>	<b>8.9</b>	<b>24.3</b>
Other comprehensive income, net of income tax	(0.41)	(0.0)	(0.44)	(0.0)	
<b>Total comprehensive income for the period</b>	<b>129.62</b>		<b>104.16</b>		

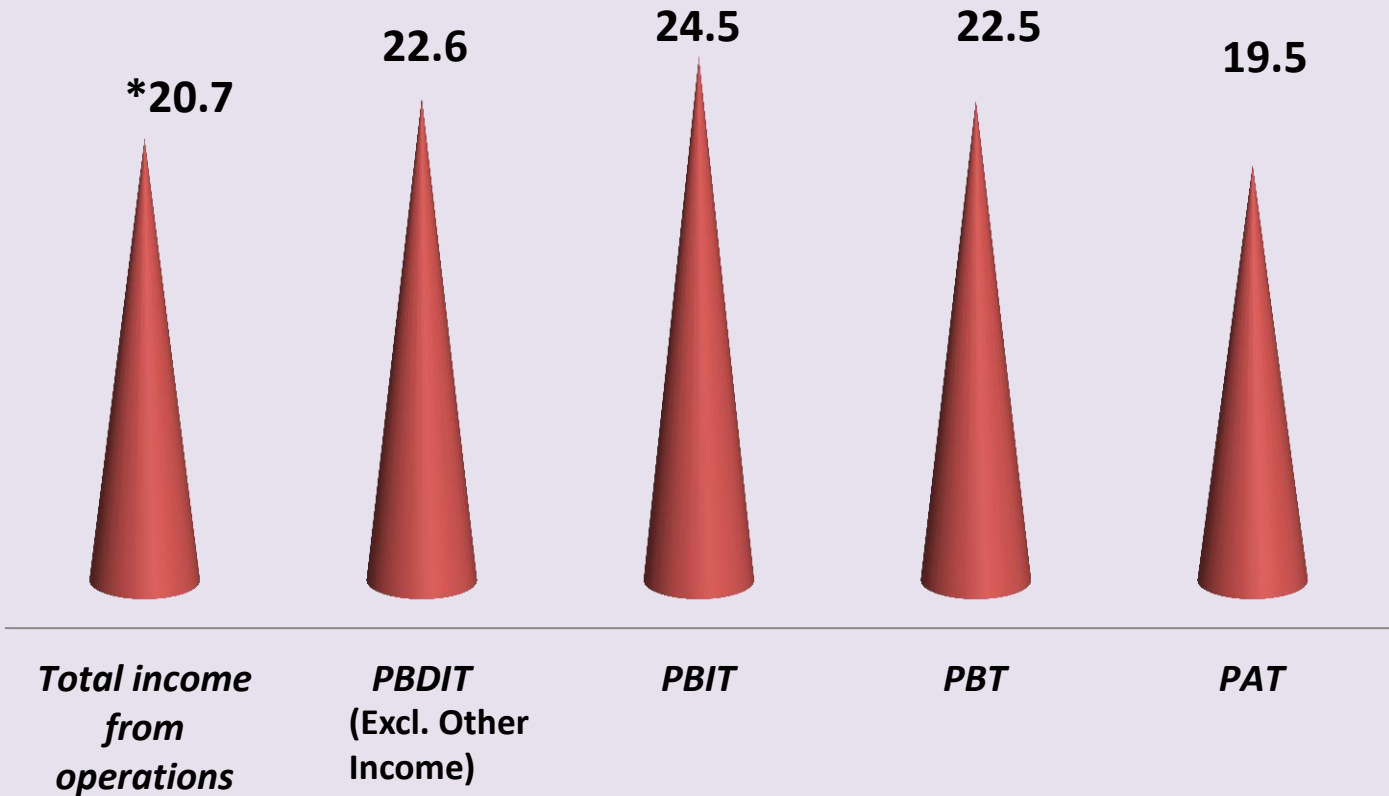
*\* Growth of total income from operations adjusted for excise duty on sales as per note 3 of published results would have been 19.0 % as against 17.1 %*

## Total income from operations Growth % -Standalone Q1 FY19



*Growth % has been considered after adjusting for excise duty on sales as per note 3 of published result, as well as the effect of the merger of erstwhile BJV Paints India Limited ("BJV"), a wholly owned step down subsidiary of the Company.*

## Consolidated Q1 FY19- Growth (%)



*\* Consistent with note 3 of published results on excise duty adjustment & takes into account full quarter result of Saboo Coatings Private Limited.*

# Financial Results- Consolidated: Q1 FY19

Rs Crores

	Q1 FY 19	% to Total Income	Q1 FY 18	% to Total Income	Growth %
<b>Total income from operations</b>	1,483.01		1,247.12		<b>18.9 *</b>
Material Cost	897.39	60.5	740.90	59.4	
Employee Cost	97.77	6.6	83.84	6.7	
Other expenses	260.84	17.6	237.28	19.0	
<b>PBDIT</b>	<b>227.01</b>	<b>15.3</b>	<b>185.10</b>	<b>14.8</b>	<b>22.6</b>
Depreciation	34.02	2.3	30.45	2.4	
<b>Profit from operation before interest</b>	<b>192.99</b>	<b>13.0</b>	<b>154.65</b>	<b>12.4</b>	
Other Income	16.43	1.1	13.50	1.1	
<b>PBIT</b>	<b>209.42</b>	<b>14.1</b>	<b>168.15</b>	<b>13.5</b>	<b>24.5</b>
Finance Cost	3.83	0.3	2.79	0.2	
<b>PBT before share of joint ventures</b>	<b>205.59</b>	<b>13.9</b>	<b>165.36</b>	<b>13.3</b>	<b>24.3</b>
Share of Profit / (loss) of associates and joint ventures	0.80		3.10		
<b>PBT</b>	<b>206.39</b>	<b>13.9</b>	<b>168.46</b>	<b>13.5</b>	<b>22.5</b>
Taxes	71.51	4.8	55.58	4.5	
<b>PAT</b>	<b>134.88</b>	<b>9.1</b>	<b>112.88</b>	<b>9.1</b>	<b>19.5</b>
Other comprehensive income, net of income tax	2.89		(9.69)		
<b>Total comprehensive income for the period</b>	<b>137.77</b>		<b>103.19</b>		

\* Growth of total income from operations adjusted for excise duty on sales as per note 3 of published results would have been 20.7 % as against 18.9 %



## Financial Results- Consolidated: Q1 FY19

- Company's wholly owned subsidiary BJN Nepal continued to show robust performance both in top line & profitability
- Company's wholly owned subsidiary Bolix S.A, Poland also showed improved top line performance over corresponding quarter
- Company's newly acquired subsidiary Saboo Coatings Private Limited showed improved performance for the quarter. Corresponding figures are not comparable as they were consolidated w.e.f. June 5, 2017 for Q1FY18 reporting
- *The company's JV's are consolidated under equity method*

## Industry Outlook

- Decorative paint segment expected to show improved growth going forward on the back of normal monsoon and reduction in GST rate
- Automotive segment also expected to sustain its growth performance
- Volatility in crude oil prices, further rise in other RM prices and any adverse movement in currency exchange rate continue to remain potential concerns

## Disclaimer

*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.*