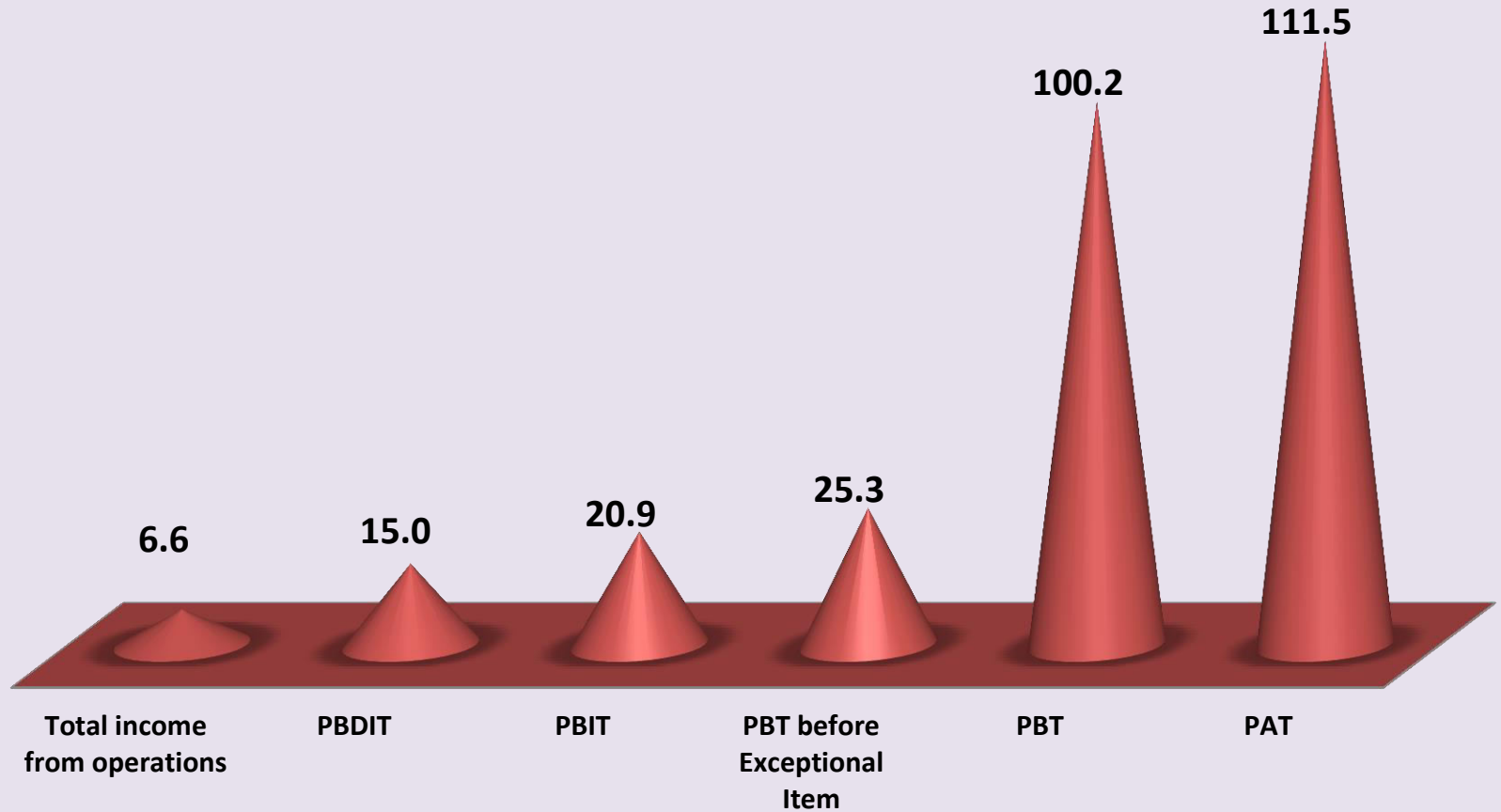




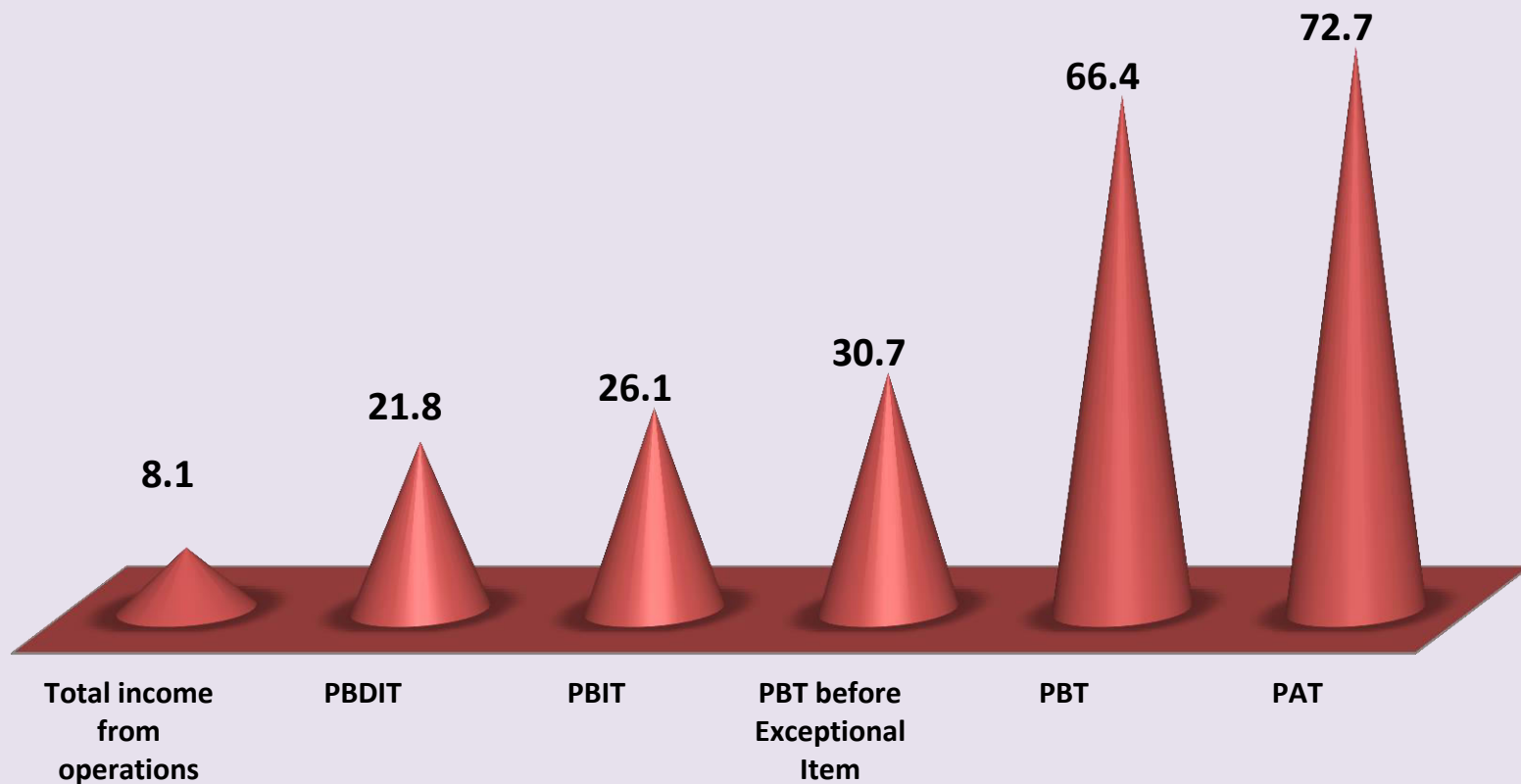
Berger Paints India Limited Earnings Update Call Q2 FY17 November 4th , 2016

Q2 FY17 Performance

GROWTH (%) -Standalone Q2 FY17



GROWTH (%) -Standalone H1 FY17



Financial Results – Standalone Q2 FY17

- Decorative business showed a modest improvement over Q2 FY16 – this was impacted by the price decrease given in February 2016
- General Industrial / Automotive business line showed reasonable growth
- Protective & infrastructure business line continued to show sluggish growth for the quarter - demand for core protective coating products continued to be affected by low infrastructure spends
- Material cost % was significantly lower than the corresponding quarter previous year on account of decreases in raw material prices. However an increasing trend in certain raw material prices was seen towards the end of the quarter
- Weighted average interest rates continued to decrease on the back of rate cuts.
- PBT and PAT were impacted positively by the profit on sale of 3 & 4 wheeler and ancillaries paint division to Berger Paints Nippon Automotive Coatings Private Limited

Financial Results – Standalone Q2 FY17

Rs Crores

	Q2 FY 17	% to Total Income	Q2 FY 16	% to Total Income	Growth %
Total income from operations	1143		1073		6.6
Material Cost	585	51.2	585	54.5	
Excise Duty	122	10.7	110	10.3	
Employee Cost	56	4.9	50	4.7	
Other expenses	225	19.6	192	17.9	
PBDIT	156	13.6	135	12.6	15.0
Depreciation	24	2.1	22	2.1	
Profit from operation before interest	132	11.5	113	10.5	
Other Income	16	1.4	9	0.8	
PBIT	148	12.9	122	11.4	20.9
Finance Cost	3	0.2	6	0.6	
PBT before Exceptional Item	145	12.7	116	10.8	25.3
Exceptional Item	87	-	-	-	
PBT	232	20.3	116	10.8	100.2
Taxes	70	6.1	39	3.7	
PAT	161	14.1	76	7.1	111.5
Other comprehensive income, net of income tax	(2)	(0.2)	(0.2)	(0.0)	
Total comprehensive income for the period	159		76		

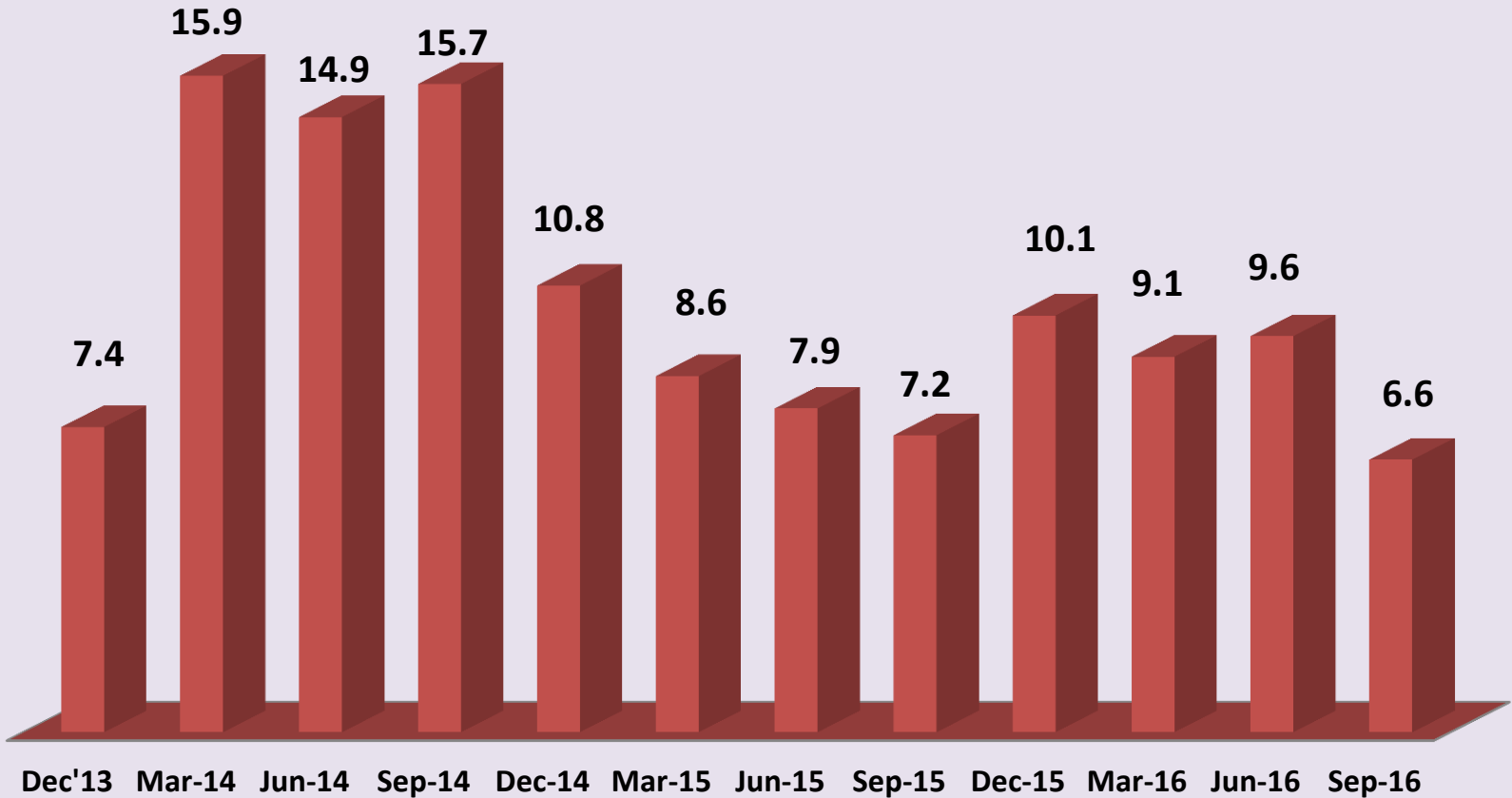
Financial Results – Standalone H1 FY17

Rs Crores

	YTD SEP'16	% to Total Income	YTD SEP'15	% to Total Income	Growth %
Total income from operations	2304		2131		8.1
Material Cost	1166	50.6	1166	54.7	
Excise Duty	247	10.7	221	10.4	
Employee Cost	113	4.9	100	4.7	
Other expenses	436	18.9	362	17.0	
PBDIT	343	14.9	281	13.2	21.8
Depreciation	47	2.1	44	2.0	
Profit from operation before interest	295	12.8	238	11.1	
Other Income	25	1.1	16	0.8	
PBIT	320	13.9	254	11.9	26.1
Finance Cost	3	0.1	11	0.5	
PBT before Exceptional Item	317	13.8	242	11.4	30.7
Exceptional Item	87	-	-	-	
PBT	403	17.5	242	11.4	66.4
Taxes	128	5.6	83	3.9	
PAT	276	12.0	160	7.5	72.7
Other comprehensive income, net of income tax	(3)	(0.1)	(0.5)	(0.0)	
Total comprehensive income for the period	273		159		

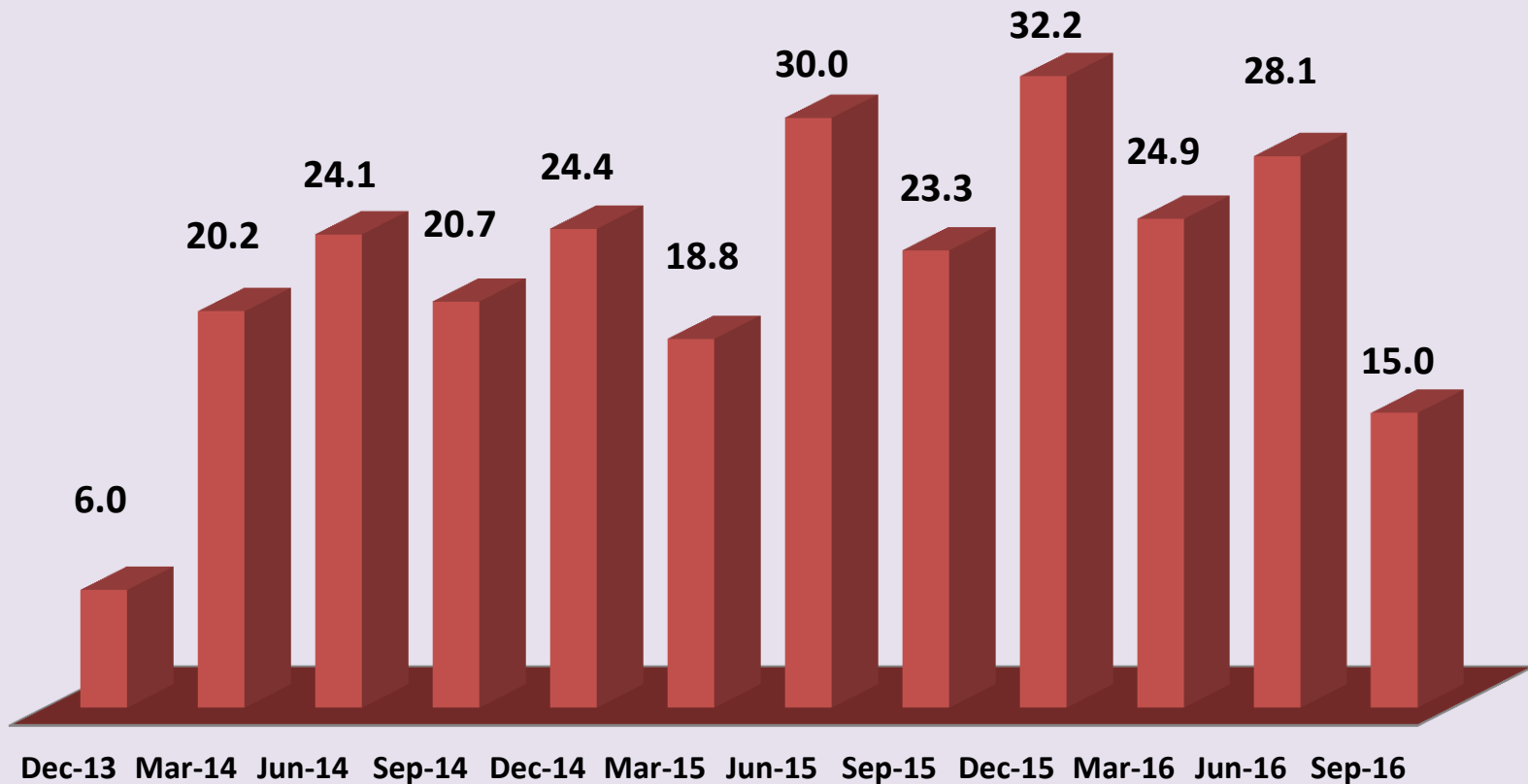
Total income from operations Growth % -Standalone Q2 FY17

Total income from operations Growth %

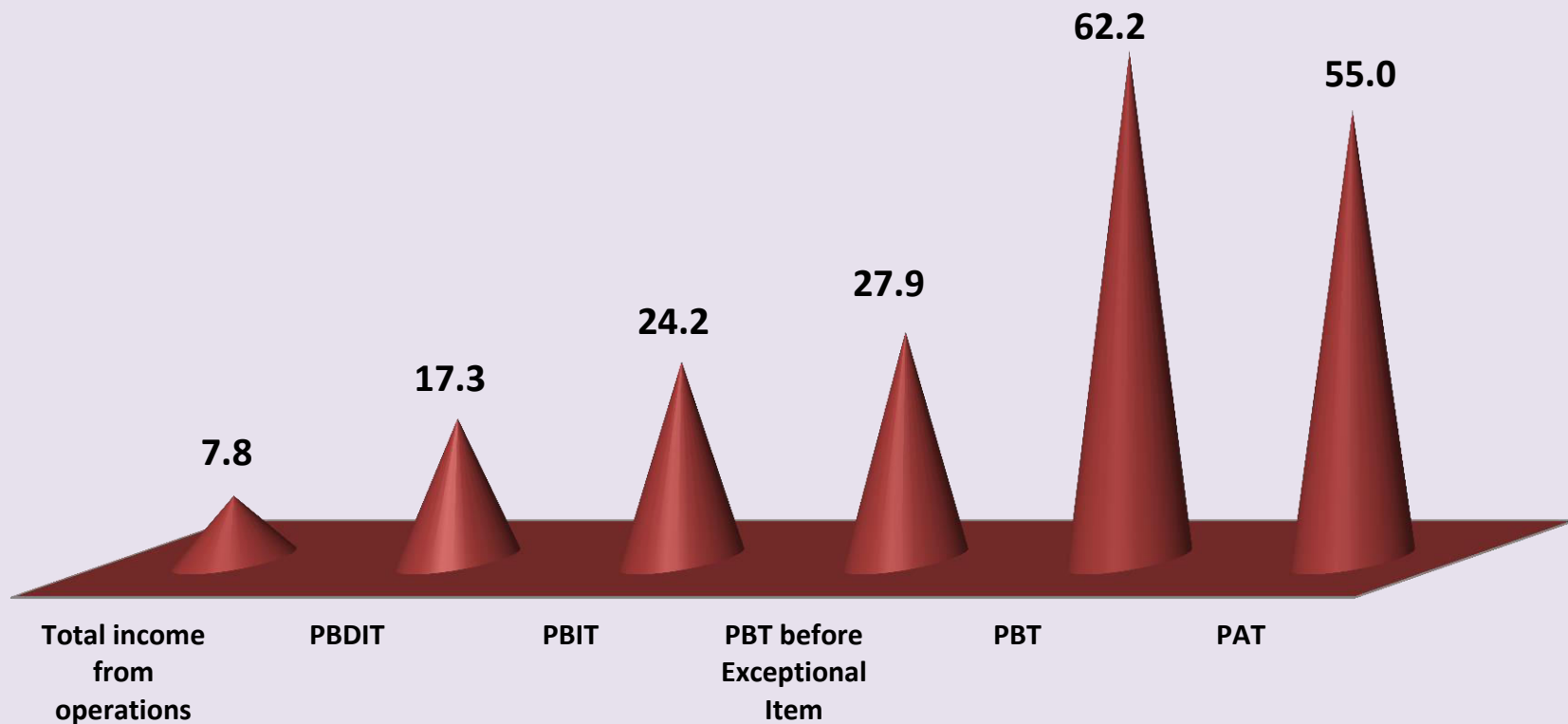


Quarterwise EBITDA Growth (%) -Standalone Q2 FY17

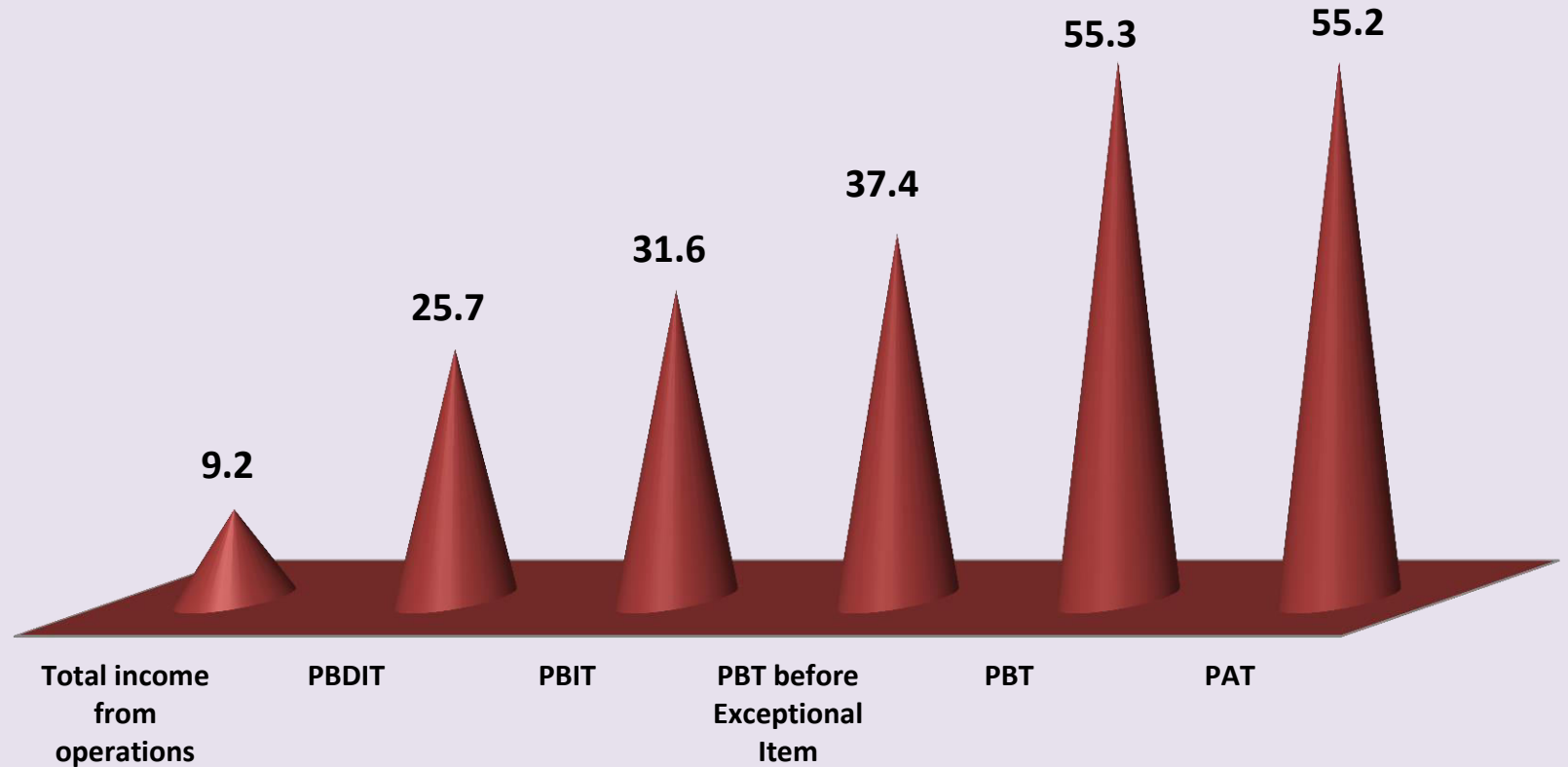
Quarterwise EBITDA growth %



Consolidated Q2 FY17- Growth (%)



Consolidated H1 FY17 - Growth (%)



Financial Results- Consolidated: Q2 FY17

Rs Crores

	Q2 FY 17	% to Total Income	Q2 FY 16	% to Total Income	Growth %
Total income from operations	1271		1180		7.8
Material Cost	644	50.6	635	53.8	
Excise Duty	125	9.8	113	9.6	
Employee Cost	76	6.0	68	5.7	
Other expenses	248	19.5	212	18.0	
PBDIT	179	14.1	152	12.9	17.3
Depreciation	27	2.1	25	2.1	
Profit from operation before interest	152	11.9	128	10.8	
Other Income	18	1.4	9	0.8	
PBIT	170	13.4	137	11.6	24.2
Finance Cost	5	0.4	8	0.7	
PBT before Exceptional Item	165	13.0	129	10.9	27.9
Exceptional Item	44	-	-	-	
PBT	209	16.4	129	10.9	62.2
Taxes	73	5.7	41	3.5	
PAT	136	10.7	88	7.4	55.0
Share of Profit / (loss) of associates and joint ventures	3		2		
Net Profit	139	10.9	89	7.6	55.3
Other comprehensive income, net of income tax	(2)		(0.4)		
Total comprehensive income for the period	137		89		

Financial Results- Consolidated: H1 FY17

Rs Crores

	YTD SEP'16	% to Total Income	YTD SEP'15	% to Total Income	Growth %
Total income from operations	2517		2306		9.2
Material Cost	1265	50.2	1251	54.3	
Excise Duty	253	10.0	227	9.9	
Employee Cost	151	6.0	134	5.8	
Other expenses	475	18.9	396	17.2	
PBDIT	374	14.9	298	12.9	25.7
Depreciation	53	2.1	49	2.1	
Profit from operation before interest	321	12.7	249	10.8	
Other Income	28	1.1	16	0.7	
PBIT	349	13.9	265	11.5	31.6
Finance Cost	8	0.3	17	0.7	
PBT before Exceptional Item	341	13.5	248	10.8	37.4
Exceptional Item	44	-	-	-	
PBT	385	15.3	248	10.8	55.3
Taxes	132	5.3	85	3.7	
PAT	253	10.0	163	7.1	55.2
Share of Profit / (loss) of associates and joint ventures	6		4		
Net Profit	259	10.3	167	7.2	55.0
Other comprehensive income, net of income tax	(2)		(0.6)		
Total comprehensive income for the period	257		167		

Financial Results- Consolidated: Q2 FY17

- Company's wholly owned subsidiary BJN Nepal showed robust performance both in top line & profitability
- Company's Polish subsidiary BOLIX S.A showed improved performance on both top line and profitability, even after currency impact
- Company's JVs, which are consolidated under equity method, showed steady performance
- The Company continues to be net cash positive on a consolidated balance sheet basis

Industry Outlook

- Decorative paint demand is expected to improve as a result of significantly better monsoon this year and a consequent revival of rural and semi urban markets
- General Industrial and Automotive segment expected to sustain recovery
- Upward trend of key RM & crude prices and exchange volatility in USD/INR remain a concern

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.