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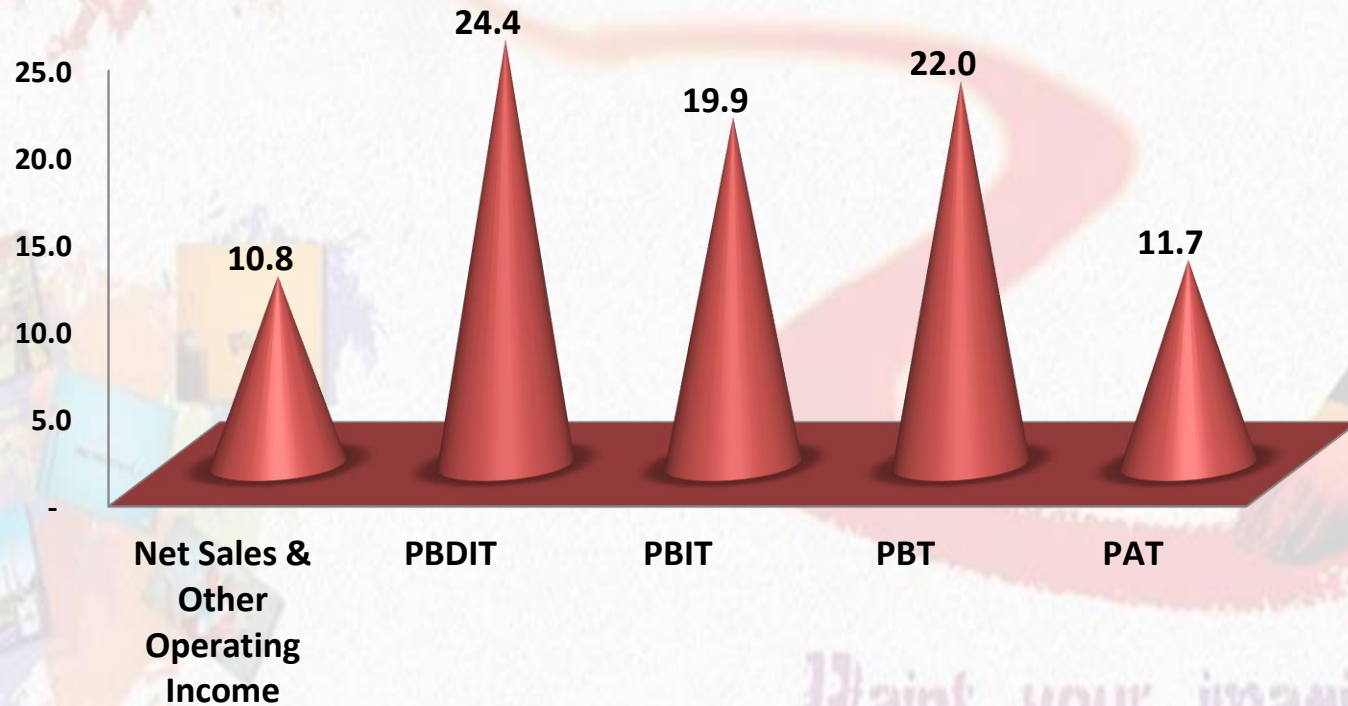
**Earnings Update Call Q3 FY15**

**February 4 , 2015**



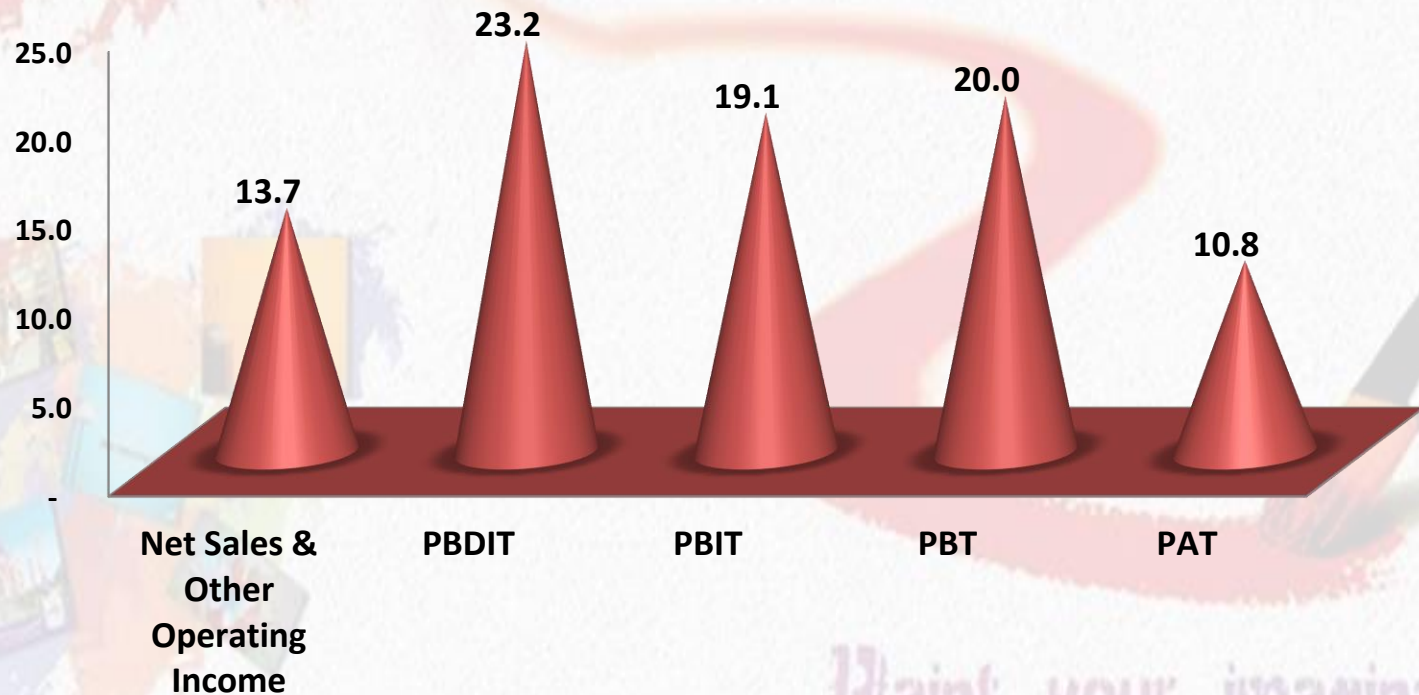
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# GROWTH (%) -Standalone Q3 FY15



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# GROWTH (%) -Standalone Nine Months FY15



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# Financial Results – Standalone Q3 FY15

- Decorative business impacted by depressed demand in some regions and early festive season as compared to FY 14
- General Industrial/Automotive business lines showed sustained growth
- Protective Coatings showed signs of recovery in the quarter
- Improvement in material cost % to net sales was mainly on account of price increases taken in decorative business between February and June 2014, impact of crude dependent raw materials and some mix improvement in deco business
- Other expenses recorded increase mainly on account of higher advertisement & sales promotion
- Higher depreciation was on account of revision of useful life of certain assets consistent with requirements of Schedule II of Companies Act 2013 & impact of capitalisation of assets for Hindupur & Jejuri plants
- PAT was lower on expiry of sec 80IB benefit for two major units in Jammu





## FINANCIAL RESULTS- STANDALONE: Q3 FY15

*Rs crores*

	Q3 FY 15	% to sales	Q3 FY 14	% to sales	Growth %
Net sales and other operating income	978		883		<b>10.8</b>
Material Cost	570	58.2	538	61.0	
Employee Cost	46	4.7	41	4.7	
Other expenses	230	23.5	197	22.3	
<b>PBDIT</b>	<b>132</b>	<b>13.5</b>	<b>106</b>	<b>12.0</b>	<b>24.4</b>
Depreciation	23	2.3	15	1.7	
<b>Profit from operation before interest</b>	<b>110</b>	<b>11.2</b>	<b>91</b>	<b>10.4</b>	
Other Income	9	0.9	7	0.8	
<b>PBIT</b>	<b>118</b>	<b>12.1</b>	<b>99</b>	<b>11.2</b>	<b>19.9</b>
Finance Cost	9	0.9	9	1.0	
<b>PBT</b>	<b>110</b>	<b>11.2</b>	<b>90</b>	<b>10.2</b>	<b>22.0</b>
Taxes	36	3.7	24	2.7	
<b>PAT</b>	<b>73</b>	<b>7.5</b>	<b>66</b>	<b>7.4</b>	<b>11.7</b>



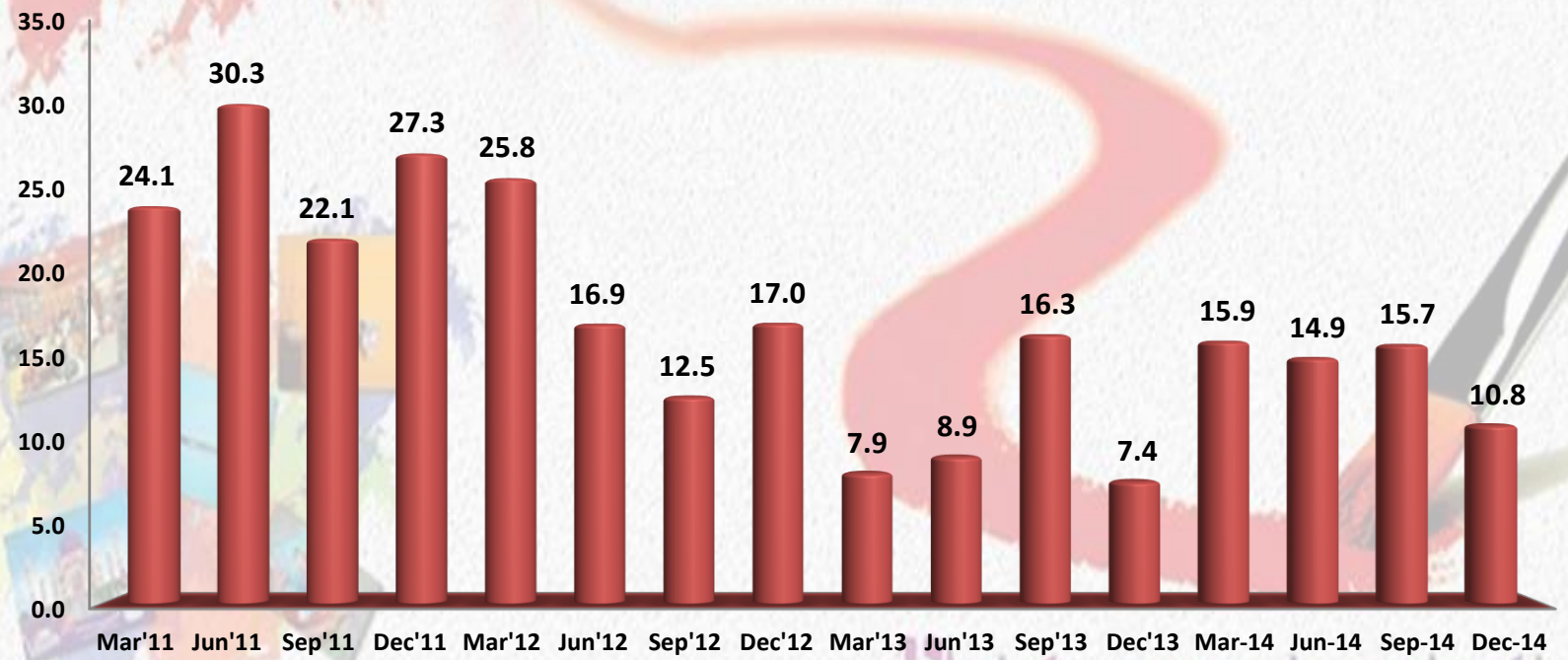
## FINANCIAL RESULTS- STANDALONE: Nine Months FY15

*Rs crores*

	Nine months		Nine months		Growth %
	FY 15	% to sales	FY 14	% to sales	
Net sales and other operating income	2880		2532		13.7
Material Cost	1696	58.9	1536	60.7	
Employee Cost	139	4.8	125	4.9	
Other expenses	691	24.0	583	23.0	
<b>PBDIT</b>	<b>354</b>	<b>12.3</b>	<b>287</b>	<b>11.3</b>	<b>23.2</b>
Depreciation	59	2.0	41	1.6	
<b>Profit from operation before interest</b>	<b>295</b>	<b>10.2</b>	<b>246</b>	<b>9.7</b>	
Other Income	25	0.9	22	0.9	
<b>PBIT</b>	<b>320</b>	<b>11.1</b>	<b>268</b>	<b>10.6</b>	<b>19.1</b>
Finance Cost	27	0.9	24	1.0	
<b>PBT</b>	<b>293</b>	<b>10.2</b>	<b>244</b>	<b>9.6</b>	<b>20.0</b>
Taxes	97	3.4	68	2.7	
<b>PAT</b>	<b>195</b>	<b>6.8</b>	<b>176</b>	<b>7.0</b>	<b>10.8</b>



# Quarter wise Growth-Standalone

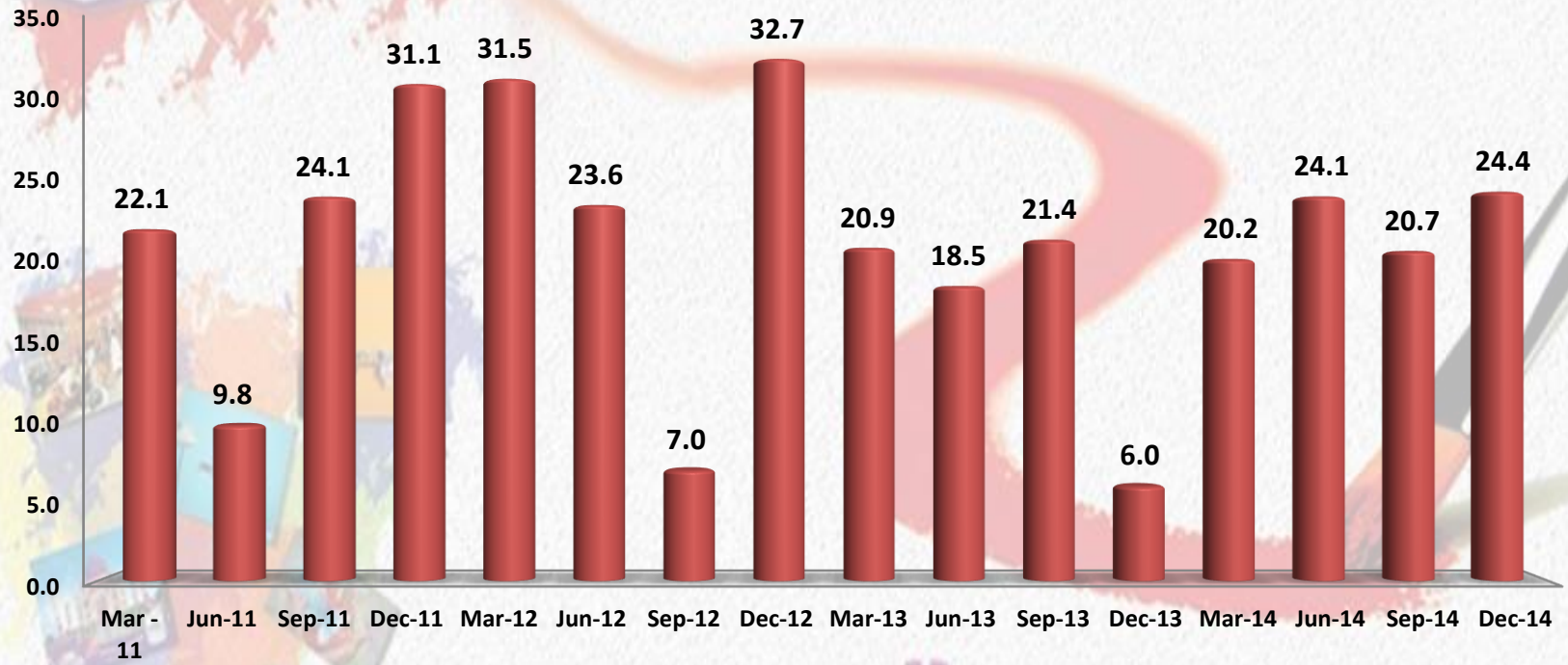


■ Net Sales & Other Operating Income growth %

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# Quarter wise EBITDA -Standalone

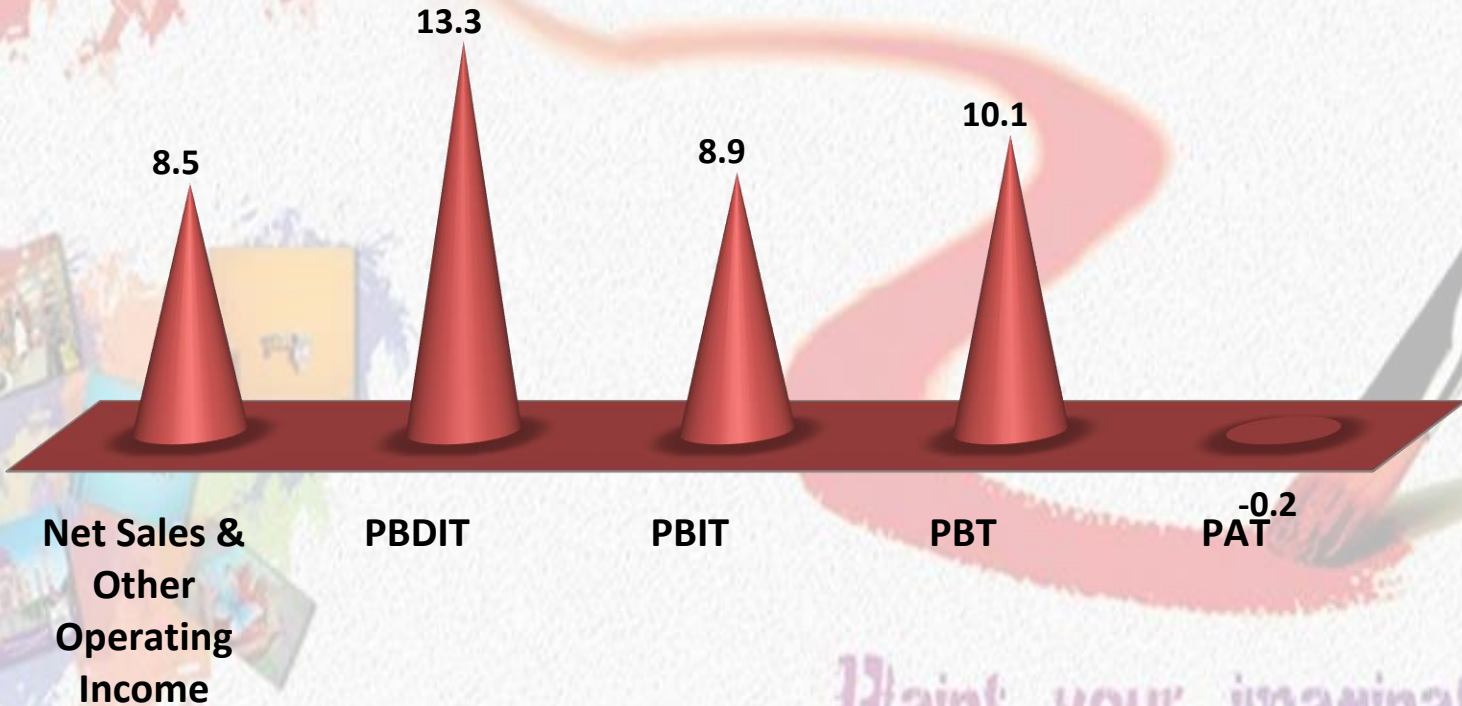


■ Quarterwise EBITDA growth %

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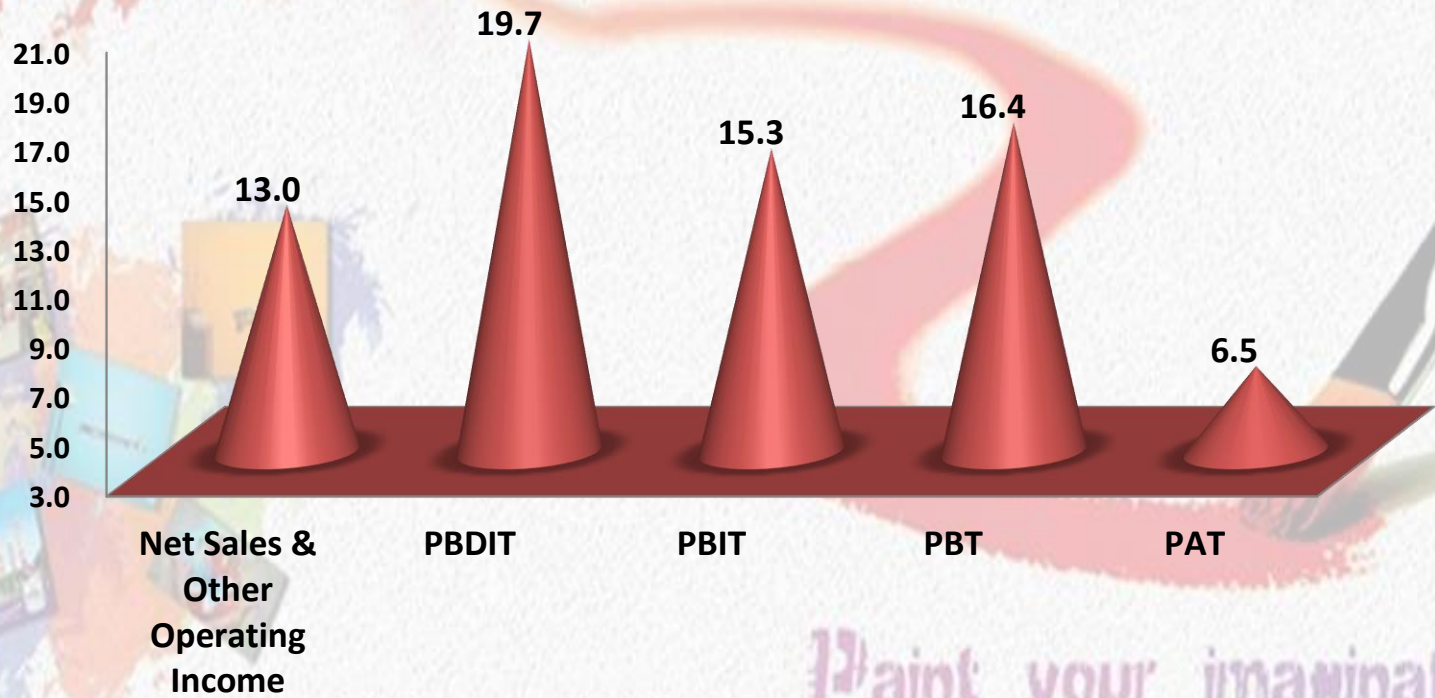
# Consolidated Q3 FY15- Growth (%)



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# Consolidated Nine months FY15- Growth (%)



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# FINANCIAL RESULTS- CONSOLIDATED: Q3 FY15

*Rs crores*

	Q3 FY 15	% to sales	Q3 FY 14	% to sales	Growth %
Net sales and other operating income	1117		1030		8.5
Material Cost	649	58.1	623	60.5	
Employee Cost	63	5.6	58	5.6	
Other expenses	256	22.9	217	21.1	
<b>PBDIT</b>	<b>149</b>	<b>13.3</b>	<b>132</b>	<b>12.8</b>	<b>13.3</b>
Depreciation	26	2.3	18	1.8	
<b>Profit from operation before interest</b>	<b>123</b>	<b>11.0</b>	<b>113</b>	<b>11.0</b>	
Other Income	9	0.8	8	0.8	
<b>PBIT</b>	<b>132</b>	<b>11.8</b>	<b>122</b>	<b>11.8</b>	<b>8.9</b>
Finance Cost	12	1.0	12	1.2	
<b>PBT</b>	<b>121</b>	<b>10.8</b>	<b>110</b>	<b>10.7</b>	<b>10.1</b>
Taxes	39	3.5	27	2.7	
<b>PAT</b>	<b>82</b>	<b>7.4</b>	<b>82</b>	<b>8.0</b>	<b>-0.2</b>

# FINANCIAL RESULTS- CONSOLIDATED: Nine months FY15

*Rs crores*

	Nine months		Nine months		Growth %
	FY 15	% to sales	FY 14	% to sales	
Net sales and other operating income	3282		2904		<b>13.0</b>
Material Cost	1938	59.0	1762	60.7	
Employee Cost	193	5.9	172	5.9	
Other expenses	761	23.2	644	22.2	
<b>PBDIT</b>	<b>390</b>	<b>11.9</b>	<b>325</b>	<b>11.2</b>	<b>19.7</b>
Depreciation	69	2.1	50	1.7	
<b>Profit from operation before interest</b>	<b>321</b>	<b>9.8</b>	<b>275</b>	<b>9.5</b>	
Other Income	26	0.8	25	0.9	
<b>PBIT</b>	<b>347</b>	<b>10.6</b>	<b>301</b>	<b>10.4</b>	<b>15.3</b>
Finance Cost	36	1.1	34	1.2	
<b>PBT</b>	<b>311</b>	<b>9.5</b>	<b>267</b>	<b>9.2</b>	<b>16.4</b>
Taxes	104	3.2	73	2.5	
<b>PAT</b>	<b>207</b>	<b>6.3</b>	<b>194</b>	<b>6.7</b>	<b>6.5</b>

# Financial Results – Consolidated Q3 FY15



- Wholly owned subsidiaries showed depressed results as compared to trailing quarter -
  - Bolix S.A suffered on account of political instability in Ukraine, an export market and reduced DIY sales in Poland
  - BJN Nepal is undergoing some course corrections resulting in lower sales and profit growths for the quarter
  - BJN India reported flat growth rate as it is undergoing a consolidation phase
- JV's BNB Coatings continue to show robust sales growth though Berger Becker Coatings had a flat quarter

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# Industry Outlook

- Decorative paint segment growth expected to revive in coming quarters
- Industrial and Automotive segment expected to sustain recovery
- Sustained low crude prices may improve profitability going forward subject to possible price reductions in select product categories
- Exchange rate volatility continues to be a potential concern

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