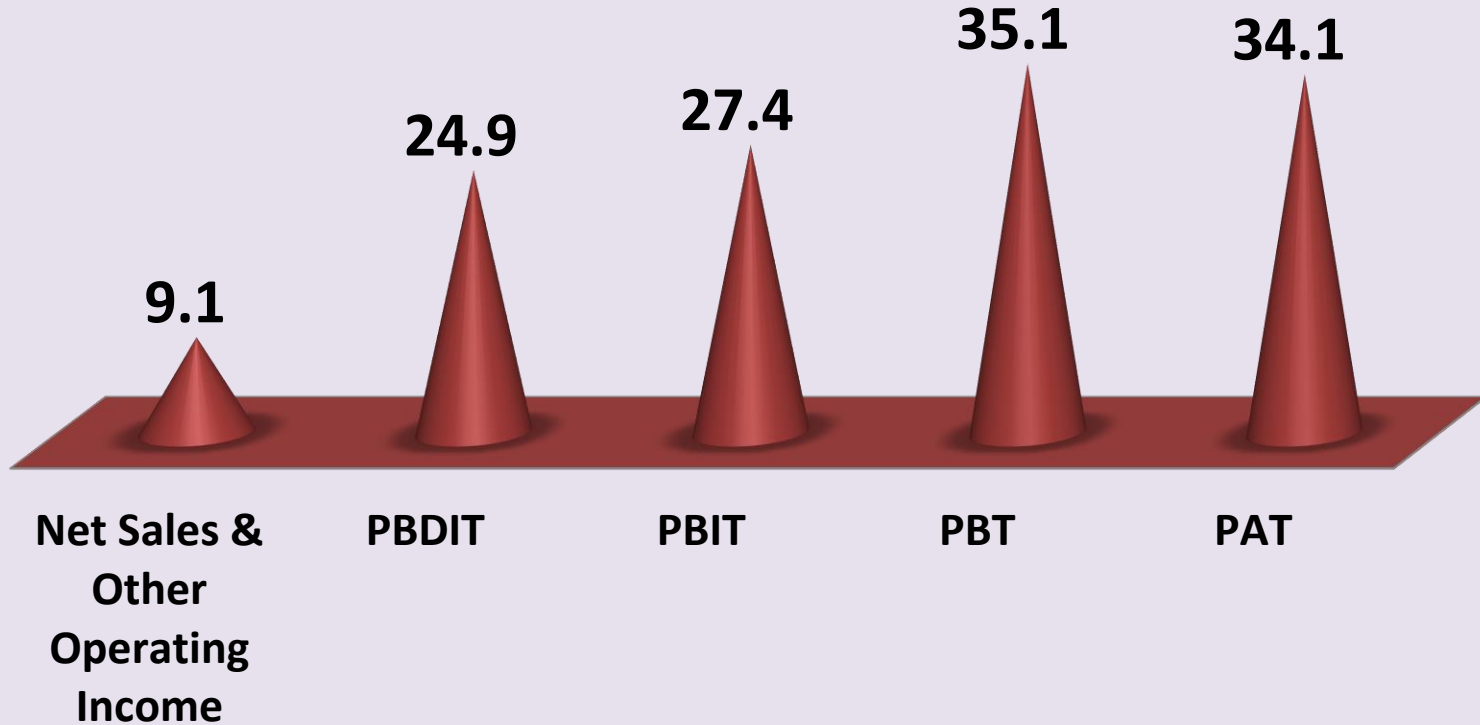


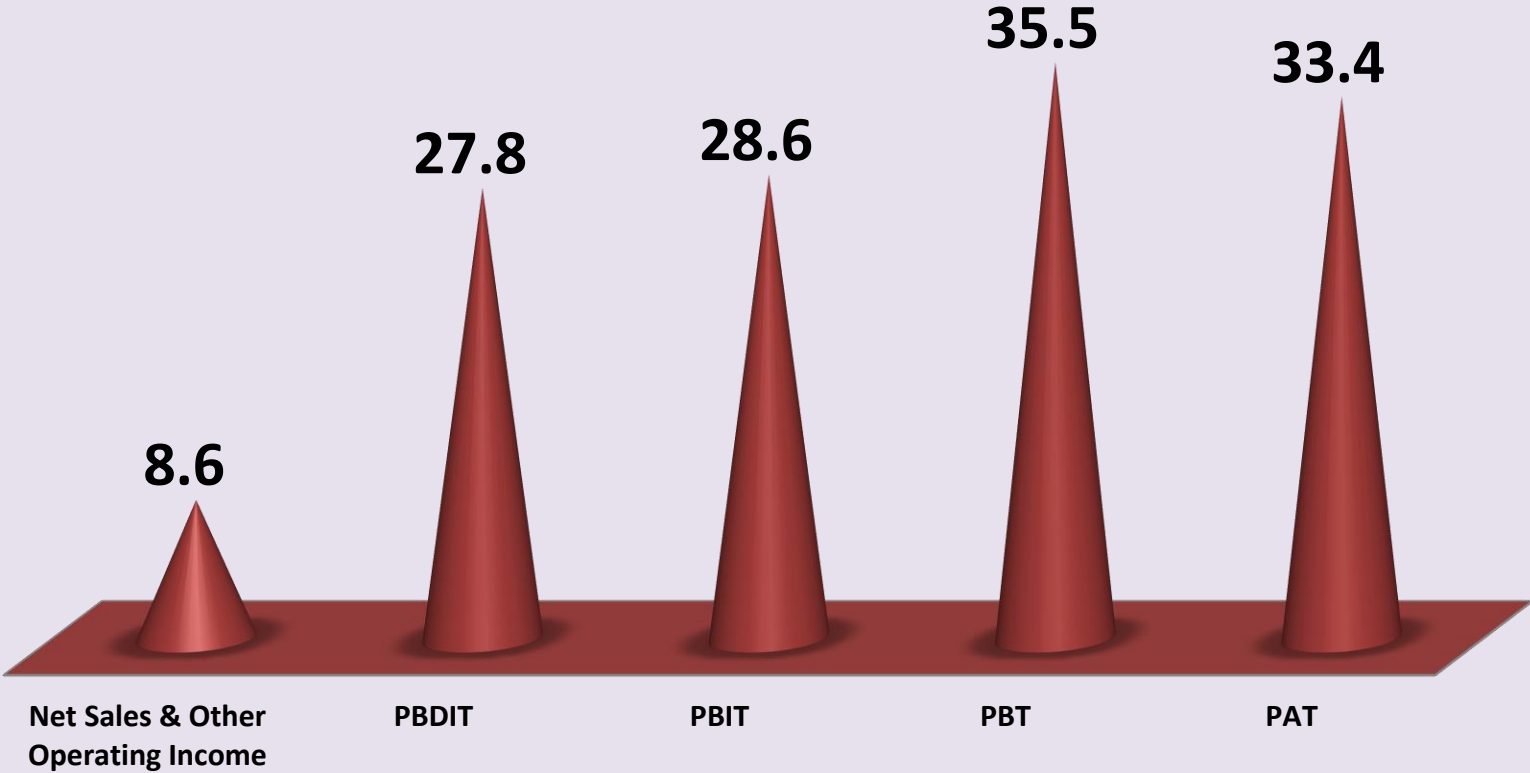


**Berger Paints India Limited**  
**Earnings Update Call Q4 FY16**  
**June 01 , 2016**

# GROWTH (%) -Standalone Q4 FY16



# GROWTH (%) – Standalone FY16



# Financial Results – Standalone Q4 FY16

- **Decorative business showed steady growth**
- **Price drop of 2.4 % in February 2016 effected value growth numbers to some extent**
- **General Industrial business line registered robust growth**
- **Protective Coating business continue to show modest growth**
- **Sustained improvement in material cost % to net sales was mainly on account of raw material price reduction which continued into Q4 FY16 as well as improvement in product mix across business lines**

# Financial Results – Standalone Q4 FY16

- Employee cost was impacted by provision for employee bonus in accordance with of Payment of Bonus Amendment Act 2015
- Finance cost was substantially lower for the quarter on account of lower borrowing levels and reduction in interest rates
- Number of days working capital (Inventory + Receivables – Payables ) improved by 9 days
- Other expenses were higher on account of one time marketing inputs and effect of lower base of CSR expenses in previous year

# Financial Results – Standalone Q4 FY16

	Q4 FY 16	% to sales	Q4 FY 15	% to sales	Growth %
Net sales and other operating income	1011		927		<b>9.1</b>
Material Cost	534	52.8	530	57.2	
Employee Cost	50	4.9	39	4.2	
Other expenses	275	27.2	236	25.5	
<b>PBDIT</b>	<b>152</b>	<b>15.1</b>	<b>122</b>	<b>13.1</b>	<b>24.9</b>
Depreciation	22	2.2	20	2.1	
<b>Profit from operation before interest</b>	<b>130</b>	<b>12.9</b>	<b>102</b>	<b>11.0</b>	
Other Income	12	1.1	9	1.0	
<b>PBIT</b>	<b>142</b>	<b>14.0</b>	<b>111</b>	<b>12.0</b>	<b>27.4</b>
Finance Cost	2	0.2	8	0.9	
<b>PBT</b>	<b>140</b>	<b>13.8</b>	<b>103</b>	<b>11.2</b>	<b>35.1</b>
Taxes	45	4.5	33	3.5	
<b>PAT</b>	<b>95</b>	<b>9.4</b>	<b>71</b>	<b>7.6</b>	<b>34.1</b>

# Financial Results – YTD FY16

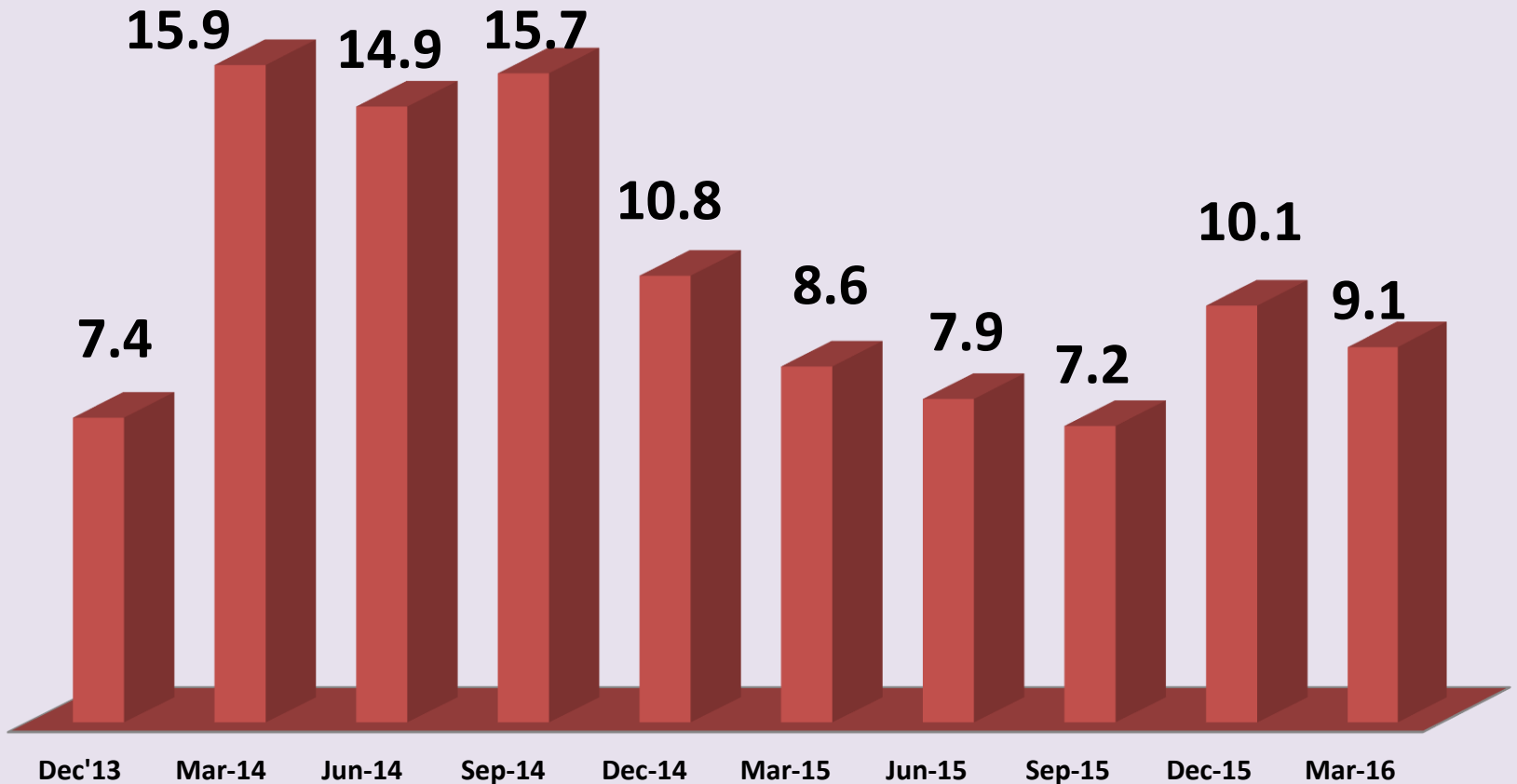
- Year showed improved profitability on the back of reduction in raw material prices and substantial reduction in finance cost
- Board recommends final dividend of Re 1 per share and a total dividend of Rs 1.65 /per share (interim dividend of Re 0.65 paid)
- Company's new decorative paint plant near Tejpur, Assam is onstream and is expected to be completed by December 2016
- Company's new industrial paint plant near Jejuri Maharashtra is already on full swing

# Financial Results – Standalone Q4 FY16

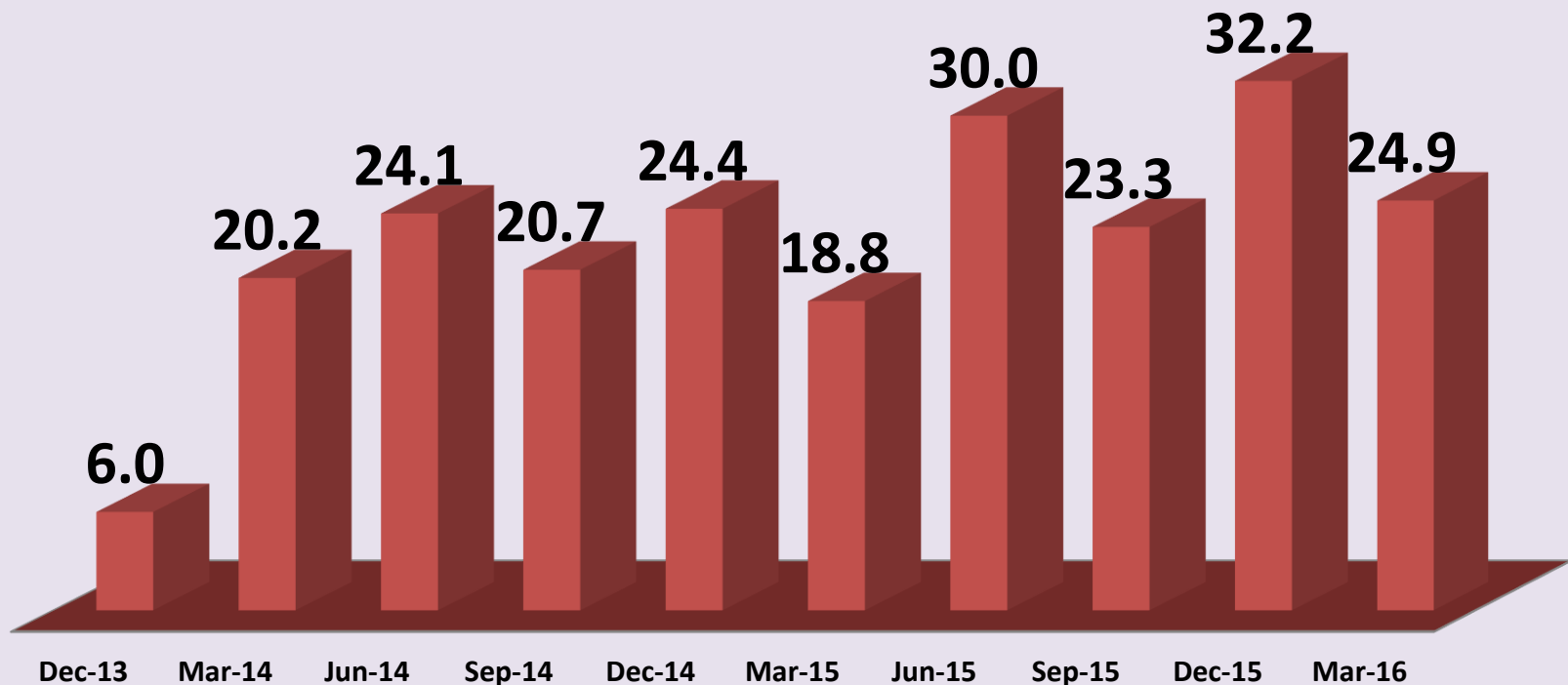
	FY 16	% to sales	FY 15	% to sales	Growth %
Net sales and other operating income	4133		3807		<b>8.6</b>
Material Cost	2288	55.4	2226	58.5	
Employee Cost	204	4.9	178	4.7	
Other expenses	1033	25.0	927	24.3	
<b>PBDIT</b>	<b>607</b>	<b>14.7</b>	<b>475</b>	<b>12.5</b>	<b>27.8</b>
Depreciation	88	2.1	79	2.1	
<b>Profit from operation before interest</b>	<b>520</b>	<b>12.6</b>	<b>397</b>	<b>10.4</b>	
Other Income	35	0.8	34	0.9	
<b>PBIT</b>	<b>554</b>	<b>13.4</b>	<b>431</b>	<b>11.3</b>	<b>28.6</b>
Finance Cost	17	0.4	35	0.9	
<b>PBT</b>	<b>537</b>	<b>13.0</b>	<b>396</b>	<b>10.4</b>	<b>35.5</b>
Taxes	182	4.4	130	3.4	
<b>PAT</b>	<b>355</b>	<b>8.6</b>	<b>266</b>	<b>7.0</b>	<b>33.4</b>



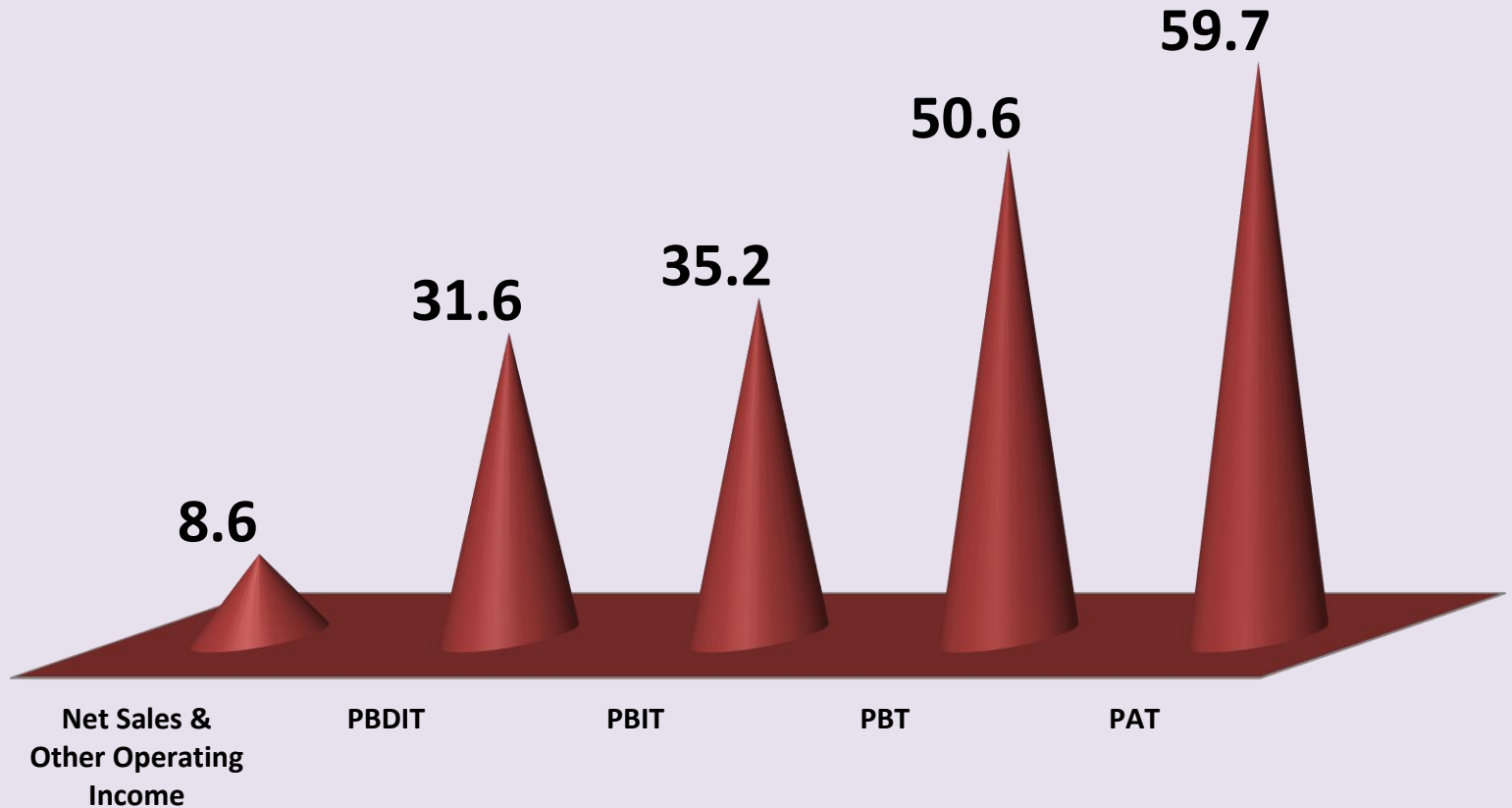
# Quarter wise Net Sales Growth (%) -Standalone



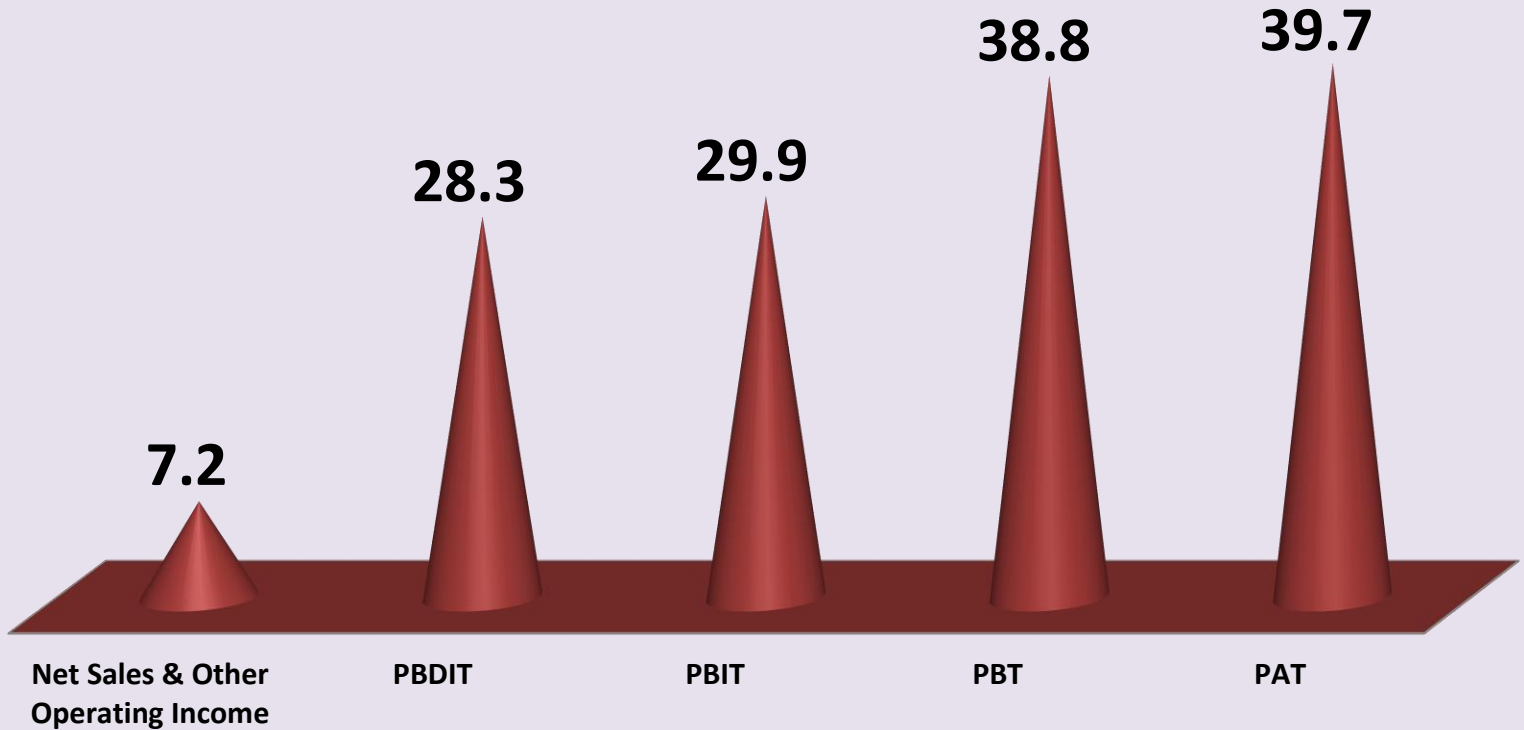
# Quarter wise EBITDA Growth %-Standalone



# Consolidated Q4 FY16- Growth (%)



# Consolidated FY 16- Growth (%)



# Financial Results- Consolidated: Q4 FY16

*Rs crores*

	Q4 FY 16	% to sales	Q4 FY 15	% to sales	Growth %
Net sales and other operating income	1130		1040		8.6
Material Cost	600	53.1	593	57.0	
Employee Cost	72	6.3	60	5.7	
Other expenses	298	26.4	266	25.6	
<b>PBDIT</b>	<b>159</b>	<b>14.1</b>	<b>121</b>	<b>11.6</b>	<b>31.6</b>
Depreciation	25	2.2	24	2.3	
<b>Profit from operation before interest</b>	<b>134</b>	<b>11.9</b>	<b>97</b>	<b>9.4</b>	
Other Income	11	1.0	10	1.0	
<b>PBIT</b>	<b>145</b>	<b>12.9</b>	<b>107</b>	<b>10.3</b>	<b>35.2</b>
Finance Cost	5	0.4	14	1.4	
<b>PBT</b>	<b>140</b>	<b>12.4</b>	<b>93</b>	<b>9.0</b>	<b>50.6</b>
Taxes	48	4.2	35	3.4	
<b>PAT</b>	<b>93</b>	<b>8.2</b>	<b>58</b>	<b>5.6</b>	<b>59.7</b>

# Financial Results- Consolidated: Q4 FY16

*Rs crores*

	FY 16	% to sales	FY 15	% to sales	Growth %
Net sales and other operating income	4634		4322		7.2
Material Cost	2573	55.5	2531	58.6	
Employee Cost	281	6.1	253	5.9	
Other expenses	1125	24.3	1027	23.8	
<b>PBDIT</b>	<b>655</b>	<b>14.1</b>	<b>511</b>	<b>11.8</b>	<b>28.3</b>
Depreciation	100	2.2	93	2.1	
<b>Profit from operation before interest</b>	<b>555</b>	<b>12.0</b>	<b>418</b>	<b>9.7</b>	
Other Income	34	0.7	36	0.8	
<b>PBIT</b>	<b>590</b>	<b>12.7</b>	<b>454</b>	<b>10.5</b>	<b>29.9</b>
Finance Cost	29	0.6	50	1.2	
<b>PBT</b>	<b>561</b>	<b>12.1</b>	<b>404</b>	<b>9.3</b>	<b>38.8</b>
Taxes	191	4.1	139	3.2	
<b>PAT</b>	<b>370</b>	<b>8.0</b>	<b>265</b>	<b>6.1</b>	<b>39.7</b>

# Financial Results – Consolidated Q4 FY16

- Company's wholly owned subsidiary BJN Nepal showed robust performance on the back of post-earthquake reconstruction revival.
- Company's Polish subsidiary BOLIX S.A showed improved performance on both top line and profitability on constant currency basis.
- Company's JV Berger Becker Coatings also showed improved sales and profitability over corresponding quarter.

# Industry Outlook

- **Decorative paint demand looks encouraging as a result of optimistic monsoon forecast and expected seventh pay commission payouts**
- **Industrial and Automotive segment expected to sustain recovery**
- **Volatility in crude prices and USD/INR rates 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.*