



STOCK. EXG/ AS/ 2018-19

10th August, 2018

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

The Listing Department
National Stock Exchange of
India Limited
Exchange Plaza, 5th 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/ 2018-19 dated 3rd August, 2018 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 quarter ended 30th June, 2018 to be made on 13th August, 2018.

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

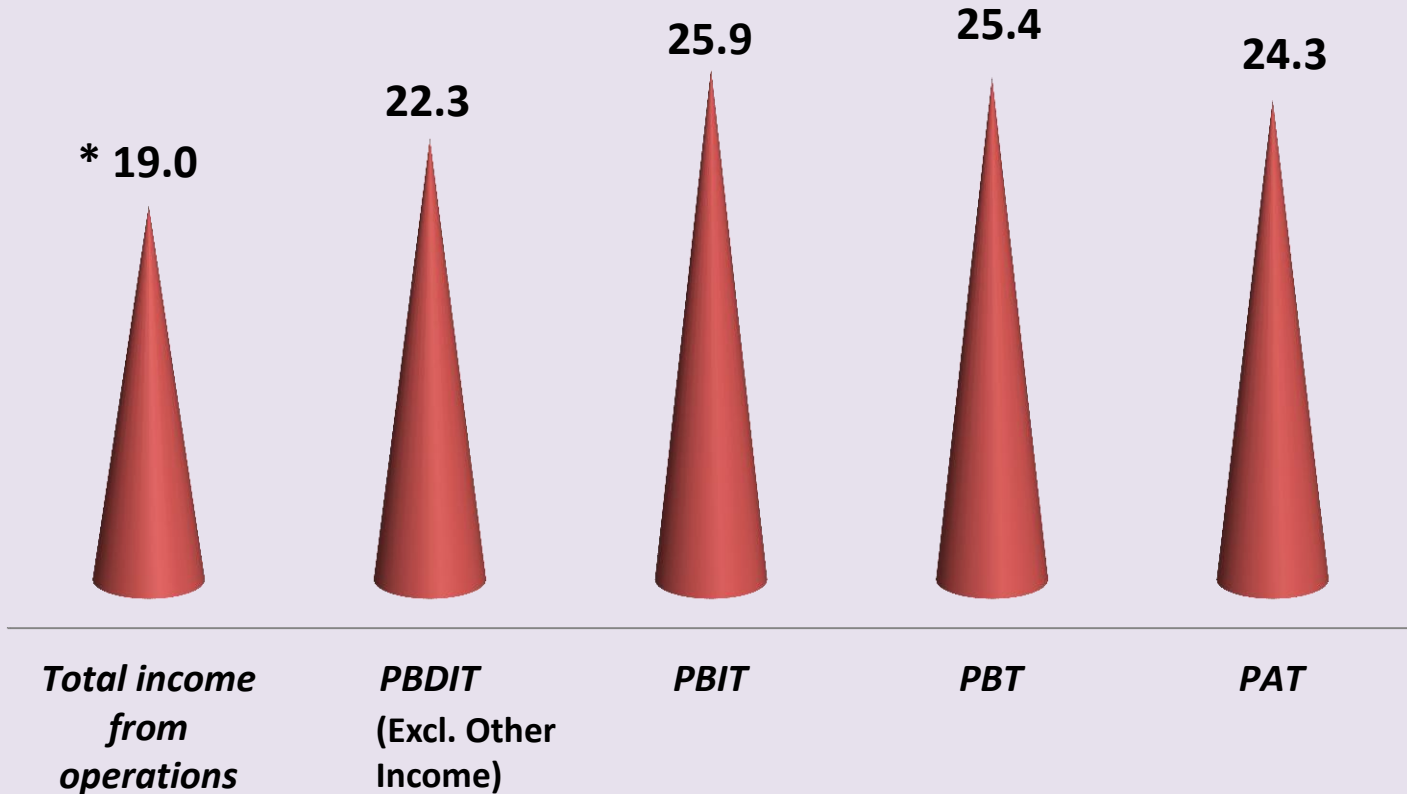
Berger House, 129, Park Street, Kolkata - 700 017, Phone : 2229 9724-28, 2229 6005-06, Fax : 91-33-2249 9009/9729, www.bergerpaints.com
CIN - I 51434WR1923PL C004793 E-mail : consumerfeedback@bergerindia.com



Berger Paints India Limited
Earnings Update Call Q1 FY19
August 13th, 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

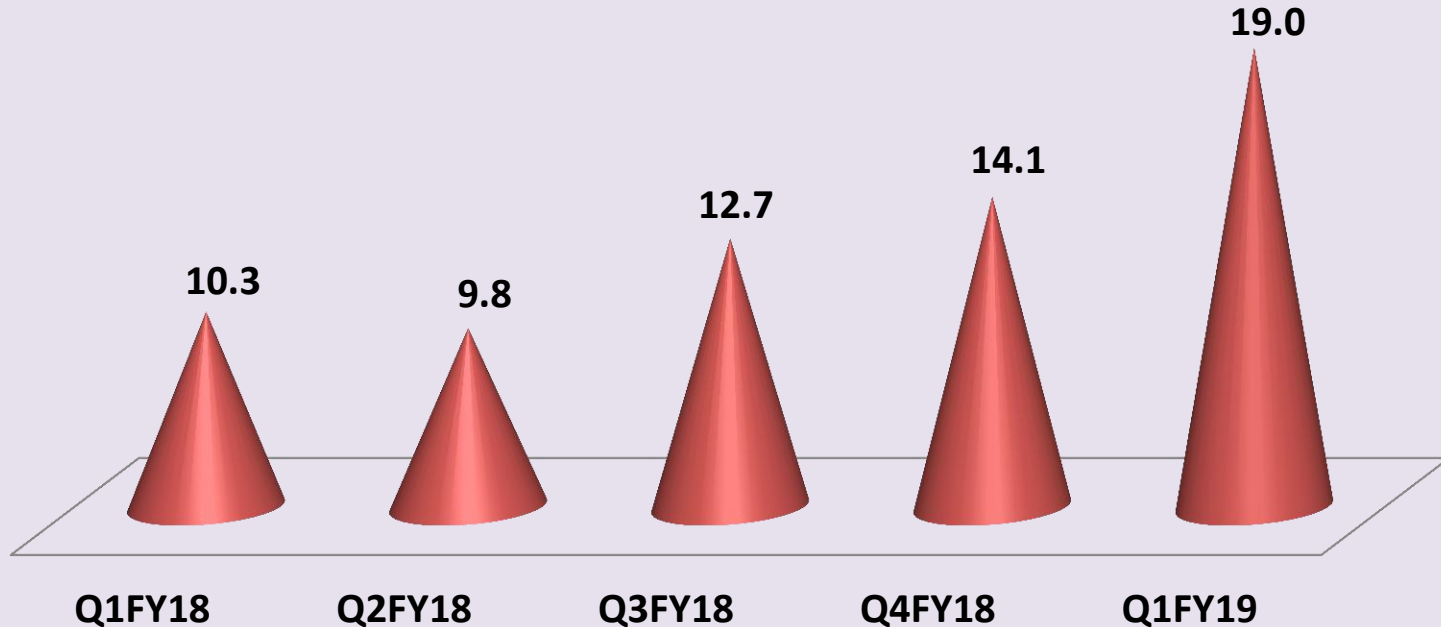
Financial Results – Standalone Q1 FY19

Rs Crores

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

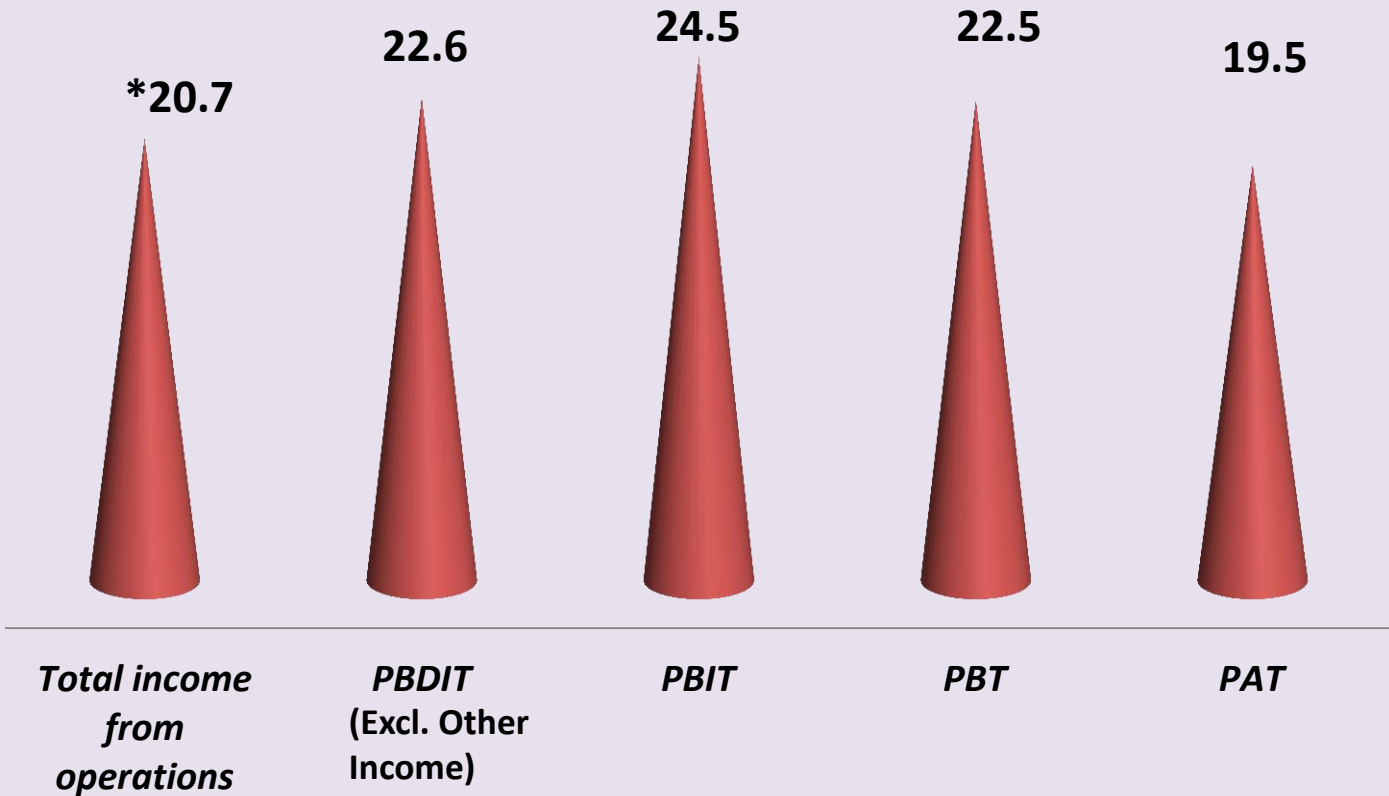
** Growth of total income from operations adjusted for excise duty on sales as per note 3 of published results would have been 19.0 % as against 17.1 %*

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 %
Total income from operations	1,483.01		1,247.12		18.9 *
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	
PBDIT	227.01	15.3	185.10	14.8	22.6
Depreciation	34.02	2.3	30.45	2.4	
Profit from operation before interest	192.99	13.0	154.65	12.4	
Other Income	16.43	1.1	13.50	1.1	
PBIT	209.42	14.1	168.15	13.5	24.5
Finance Cost	3.83	0.3	2.79	0.2	
PBT before share of joint ventures	205.59	13.9	165.36	13.3	24.3
Share of Profit / (loss) of associates and joint ventures	0.80		3.10		
PBT	206.39	13.9	168.46	13.5	22.5
Taxes	71.51	4.8	55.58	4.5	
PAT	134.88	9.1	112.88	9.1	19.5
Other comprehensive income, net of income tax	2.89		(9.69)		
Total comprehensive income for the period	137.77		103.19		

* 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.