

BERGER PAINTS INDIA LIMITED



Earnings Update Call Q3FY13 :
February 6, 2013

Financial Results – Standalone Q3 FY13

Growth %

Net Sales & Other Operating Income	17.0 %
PBDIT	32.7 %
PBIT	32.7 %
PBT	43.8 %
PAT	45.7%

Financial Results – Standalone Nine Months FY13

Growth %

Net Sales & Other Operating Income 15.6%

PBDIT 21.3%

PBIT 19.3%

PBT 21.7%

PAT 23.6%

Financial Results – Standalone Q3 FY13

- Decorative business showed sustained growth on the back of festive season demand & pent up demand arising out of an extended monsoon in Q2FY13
- Industrial segment growth was subdued
Protective Coatings, General Industrial/Automotive business lines were affected by the sluggish growth in infrastructure and auto sectors
- Titanium Dioxide & some other raw material prices showed declining trend during the quarter
- Inventory effect of Titanium Dioxide and other imported raw materials cleared at lower exchange rates at the end of September & consumed in Q3 impacted margins favourably.
- Finance cost over Q3FY12 has improved on account of reduction in effective weighted average cost of import finance and higher marked to market losses in corresponding quarter last year.

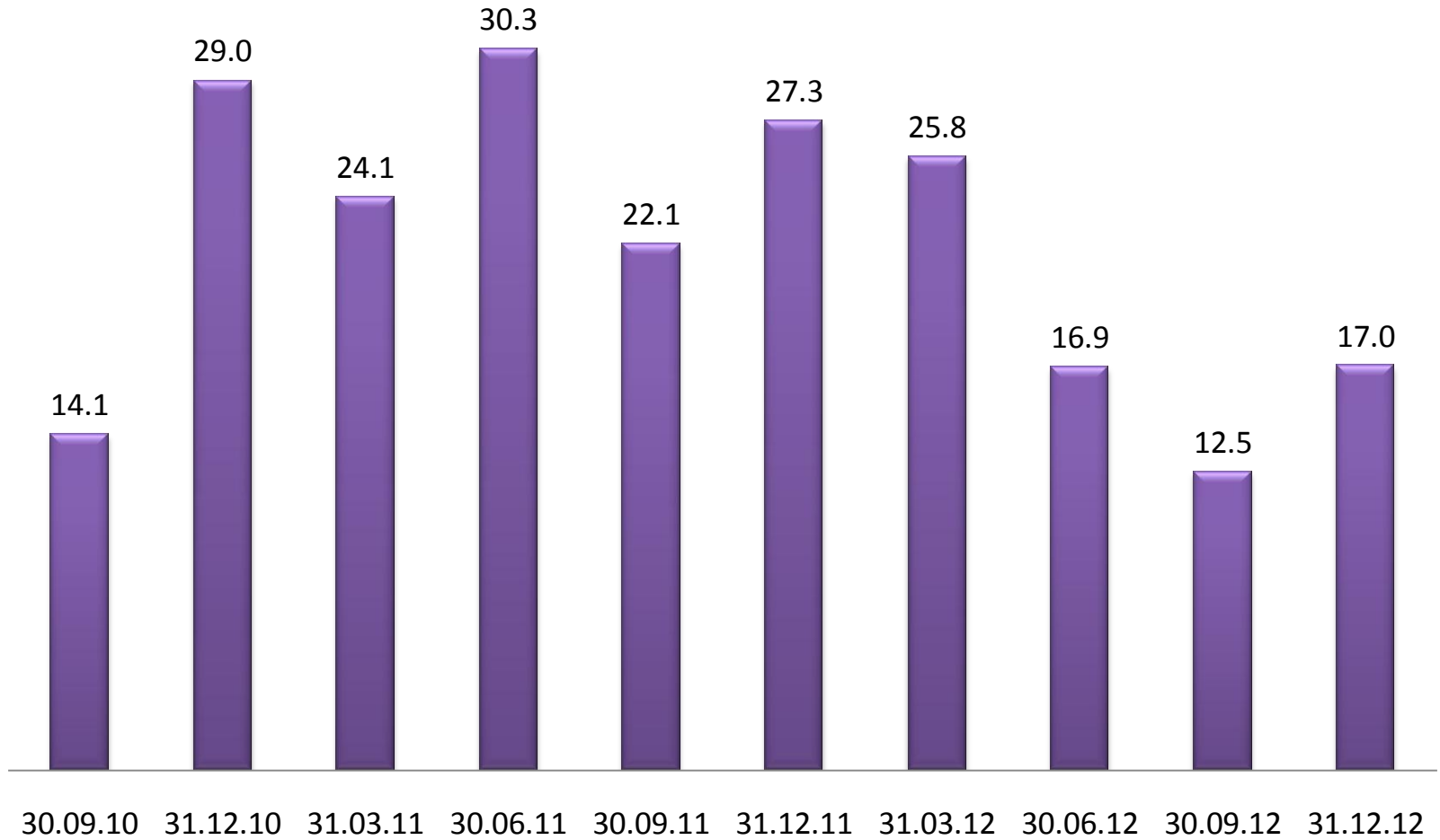
STATEMENT OF STANDALONE PROFIT & LOSS : Q3 FY13

	Q3 FY 13	% to Sales	Q3 FY 12	% to Sales	Growth %
Net Sales & Other Operating Income	8222		7026		17.0
Material Cost	5087	61.9	4487	63.9	
Employee Cost	355	4.3	308	4.4	
Other Expenses	1778	21.6	1476	21.0	
PBDIT	1002	12.2	755	10.7	32.7
Depreciation	117	1.4	99	1.4	
Profit from operations before interest	885	10.8	656	9.3	34.9
Other Income	85	1.0	75	1.1	
PBIT	970	11.8	731	10.4	32.7
Finance Cost	73	0.9	107	1.5	
PBT	897	10.9	624	8.9	43.8
Taxes	243	3.0	175	2.5	
PAT	654	8.0	449	6.4	45.7

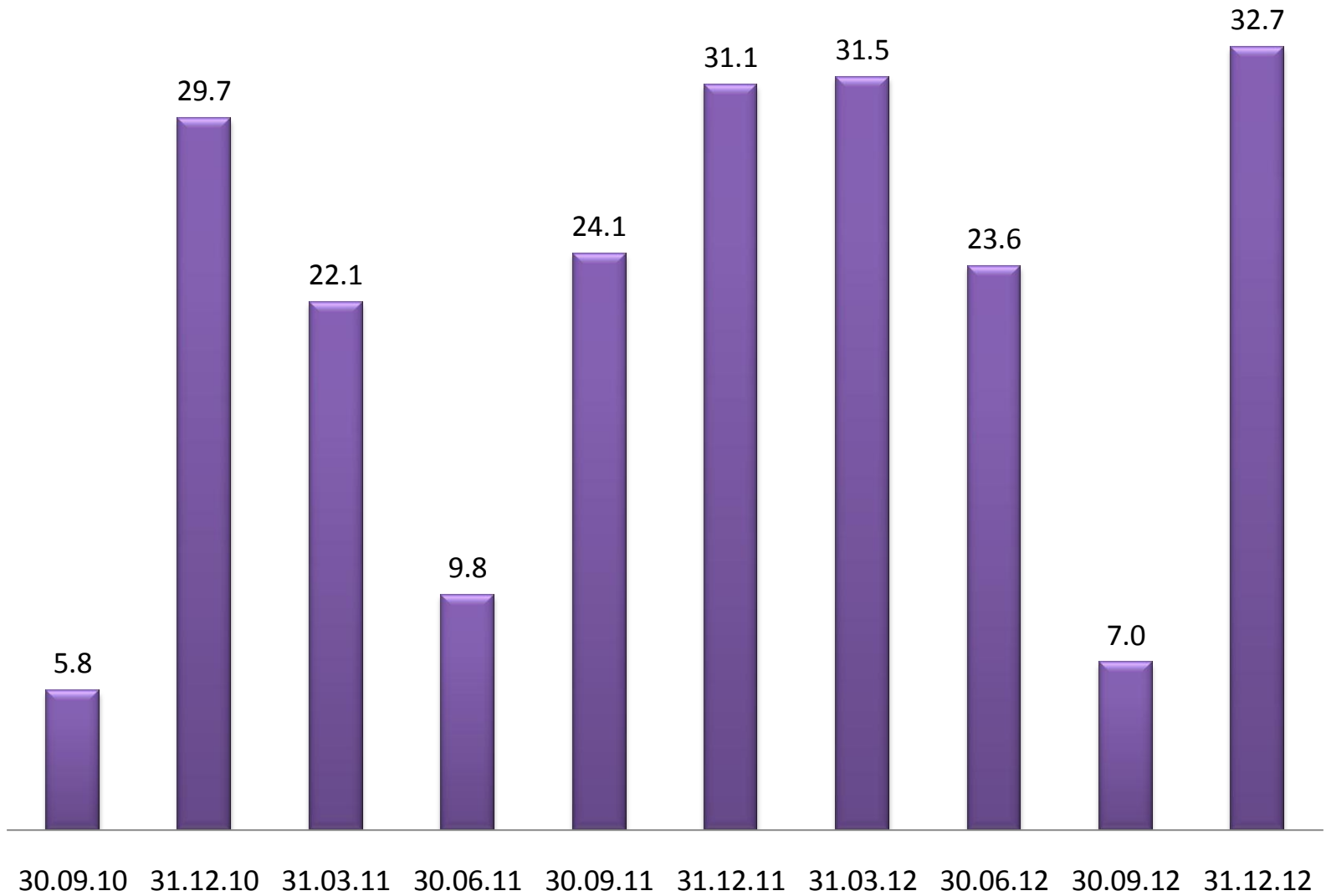
STATEMENT OF STANDALONE PROFIT & LOSS : Nine Months FY 13

	Nine Months FY 13	% to Sales	Nine Months FY 12	% to Sales	Growth %
Net Sales & Other Operating Income	22879		19799		15.6
Material Cost	14349	62.7	12650	63.9	
Employee Cost	1070	4.7	931	4.7	
Other Expenses	4950	21.6	4149	21.0	
PBDIT	2510	11.0	2069	10.5	21.3
Depreciation	336	1.5	276	1.4	
Profit from operations before interest	2174	9.5	1793	9.1	21.2
Other Income	219	1.0	213	1.1	
PBIT	2393	10.5	2006	10.1	19.3
Finance Cost	205	0.9	208	1.1	
PBT	2188	9.6	1798	9.1	21.7
Taxes	599	2.6	512	2.6	
PAT	1589	6.9	1286	6.5	23.6

Quarter wise Net Sales & Other Operating Income growth %



Quarter wise EBITDA growth %



Financial Results – Consolidated Q3 FY13

Growth %

Net Sales & Other Operating Income	17.5%
PBDIT	36.8%
PBIT	40.3%
PBT	53.3%
PAT	56.4%

Financial Results– Consolidated Nine Months FY13

Growth %

Net Sales & Other Operating Income 15.3 %

PBDIT 23.6 %

PBIT 22.6 %

PBT 26.0 %

PAT 28.9 %

Financial Results – Consolidated Q3 FY13

- Robust top line growth & profit improvement in Joint Venture Berger Becker Coatings Pvt. Ltd & wholly owned subsidiary Berger Jenson & Nicholson (Nepal) Pvt. Ltd.
- Bolix S.A., Poland continues to show improved profitability.

STATEMENT OF CONSOLIDATED PROFIT & LOSS : Q3 FY13

	Q3 FY13	% to Sales	Q3 FY12	% to Sales	Growth %
Net Sales & Other Operating Income	9203		7830		17.5
Material Cost	5653	61.4	4953	63.3	
Employee Cost	469	5.1	409	5.2	
Other Expenses	1913	20.8	1614	20.6	
PBDIT	1168	12.7	854	10.9	36.8
Depreciation	143	1.6	127	1.6	
Profit from operations before interest	1025	11.1	727	9.3	41.0
Other Income	99	1.1	74	0.9	
PBIT	1124	12.2	801	10.2	40.3
Finance Cost	97	1.1	131	1.7	
PBT	1027	11.2	670	8.6	53.3
Taxes	259	2.8	179	2.3	
PAT	768	8.3	491	6.3	56.4

STATEMENT OF CONSOLIDATED PROFIT & LOSS : Nine Months FY13

	Nine Months FY13	% to Sales	Nine Months FY12	% to Sales	Growth %
Net Sales & Other Operating Income	25378		22009		15.3
Material Cost	15815	62.3	13937	63.3	
Employee Cost	1402	5.5	1237	5.6	
Other Expenses	5327	21.0	4542	20.6	
PBDIT	2834	11.2	2293	10.4	23.6
Depreciation	411	1.6	351	1.6	
Profit from operations before interest	2423	9.5	1942	8.8	24.8
Other Income	232	0.9	224	1.0	
PBIT	2655	10.5	2166	9.8	22.6
Finance Cost	277	1.1	279	1.3	
PBT	2378	9.4	1887	8.6	26.0
Taxes	632	2.5	532	2.4	
PAT	1746	6.9	1355	6.2	28.9

Industry Outlook

- Decorative business to continue to show sustained growth
- Price decrease effected for some decorative products from 1st Jan 2013 – Impact of such decrease on overall decorative business is about 0.3 %.
- Infrastructure sector / OE & Auto business to remain sluggish in the short term.

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.