



Now get a tinted and matte finish distemper for your walls!



NO MORE HAIRLINE CRACKS ON YOUR ROOF WITH WEATHERCOAT KOOL & SEAL!



NO दाग
NO धब्बा
Only beautiful walls

Say yes to beautiful and spotless wall with Easy Clean from Berger!



Berger Paints India Limited Earnings Update Call Q3 FY16 February 8, 2016



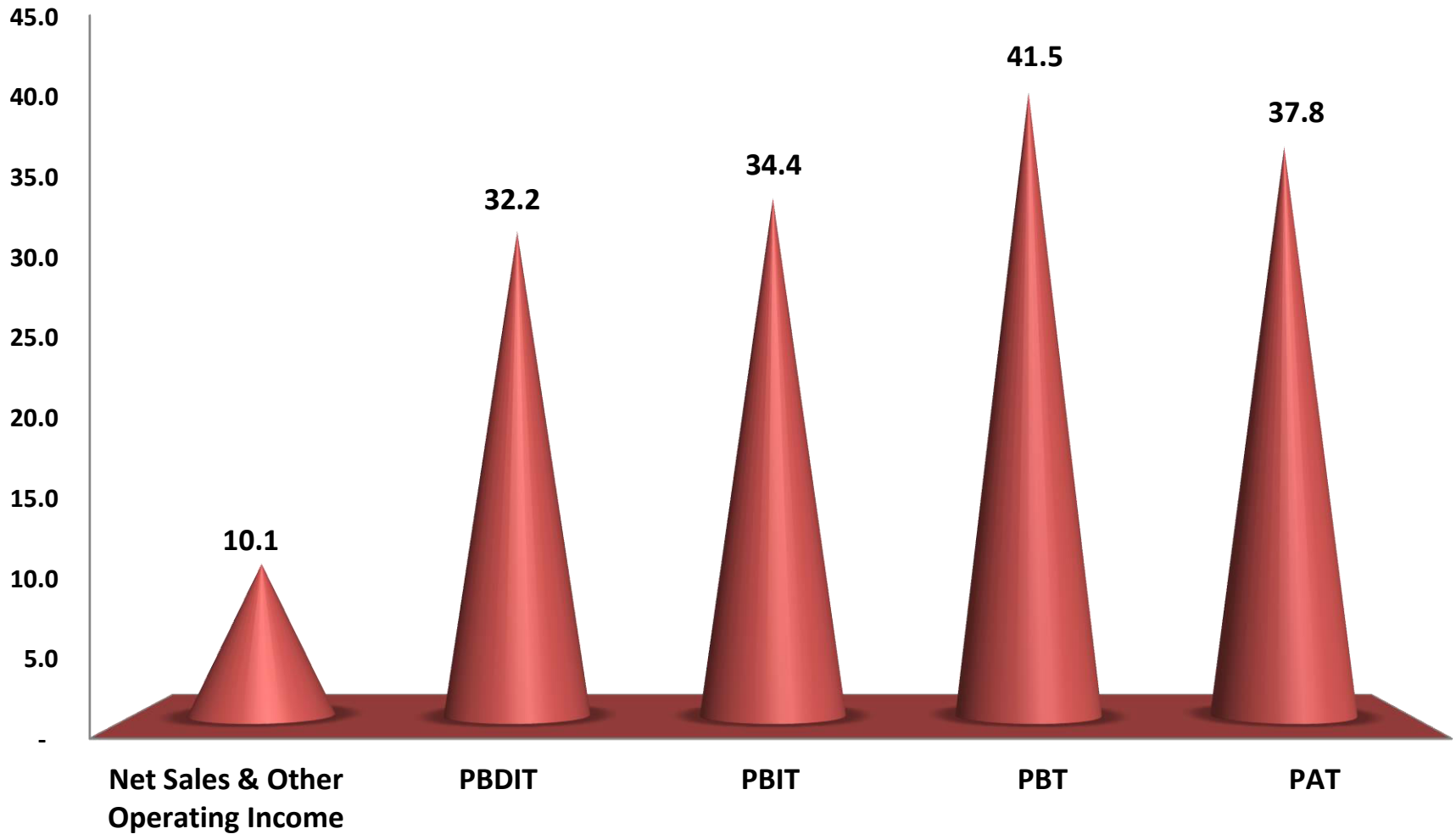
express painting
Faster. Cleaner. Better.



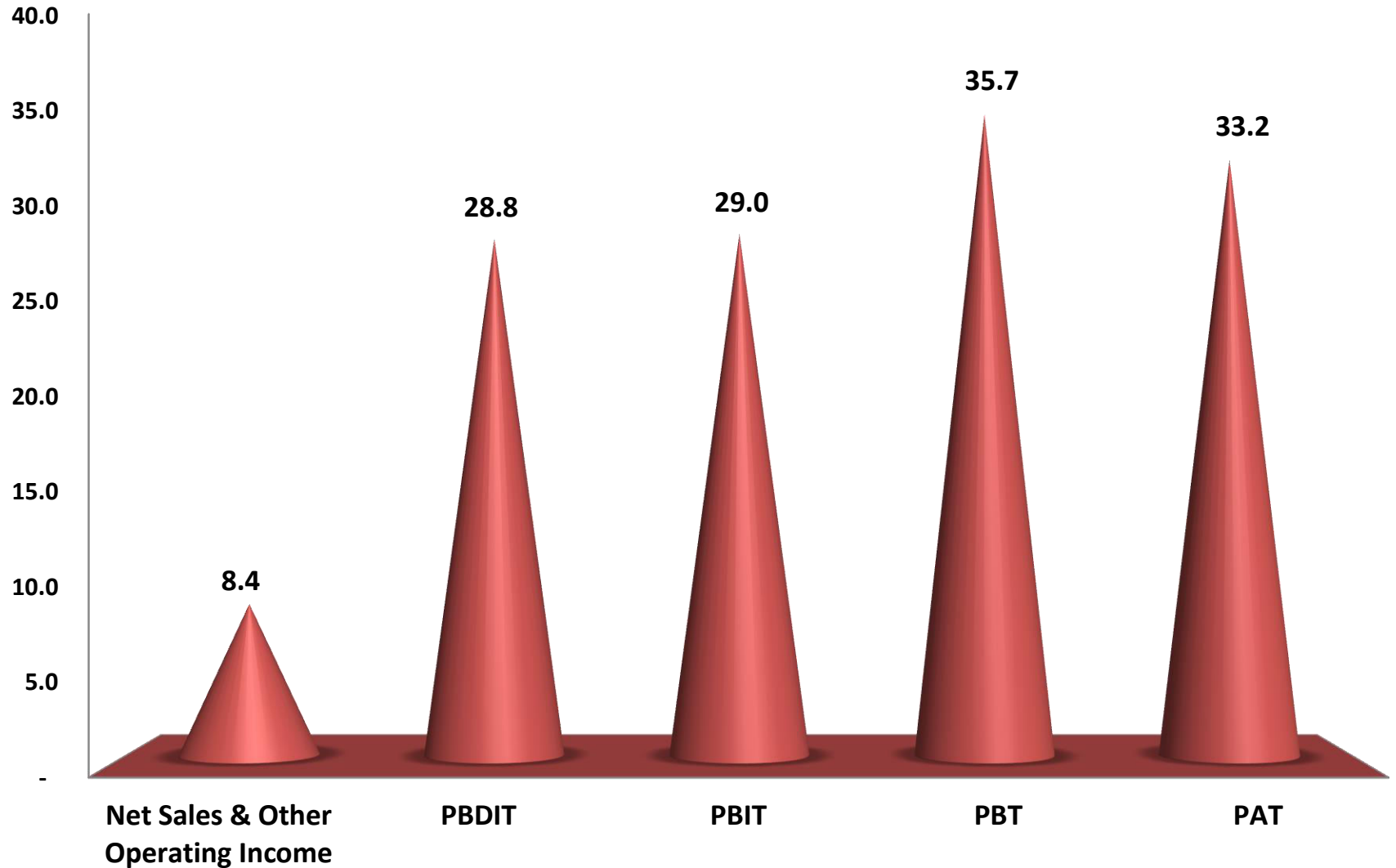
LEND THE TOUCH OF SMOOTHNESS TO YOUR WALLS WITH BISON WALL PUTTY!



GROWTH (%) -Standalone Q3 FY16



GROWTH (%) -Standalone Nine Months FY16



FINANCIAL RESULTS- STANDALONE: Q3 FY16

Rs crores

	Q3 FY 16	% to sales	Q3 FY 15	% to sales	Growth %
Net sales and other operating income	1077		978		10.1
Material Cost	588	54.6	570	58.2	
Employee Cost	53	5.0	46	4.7	
Other expenses	261	24.2	230	23.5	
PBDIT	175	16.2	132	13.5	32.2
Depreciation	23	2.1	23	2.3	
Profit from operation before interest	152	14.1	110	11.2	
Other Income	7	0.6	9	0.9	
PBIT	159	14.8	118	12.1	34.4
Finance Cost	4	0.4	9	0.9	
PBT	155	14.4	110	11.2	41.5
Taxes	54	5.0	36	3.7	
PAT	101	9.4	73	7.5	37.8

FINANCIAL RESULTS- STANDALONE: Nine Months FY16

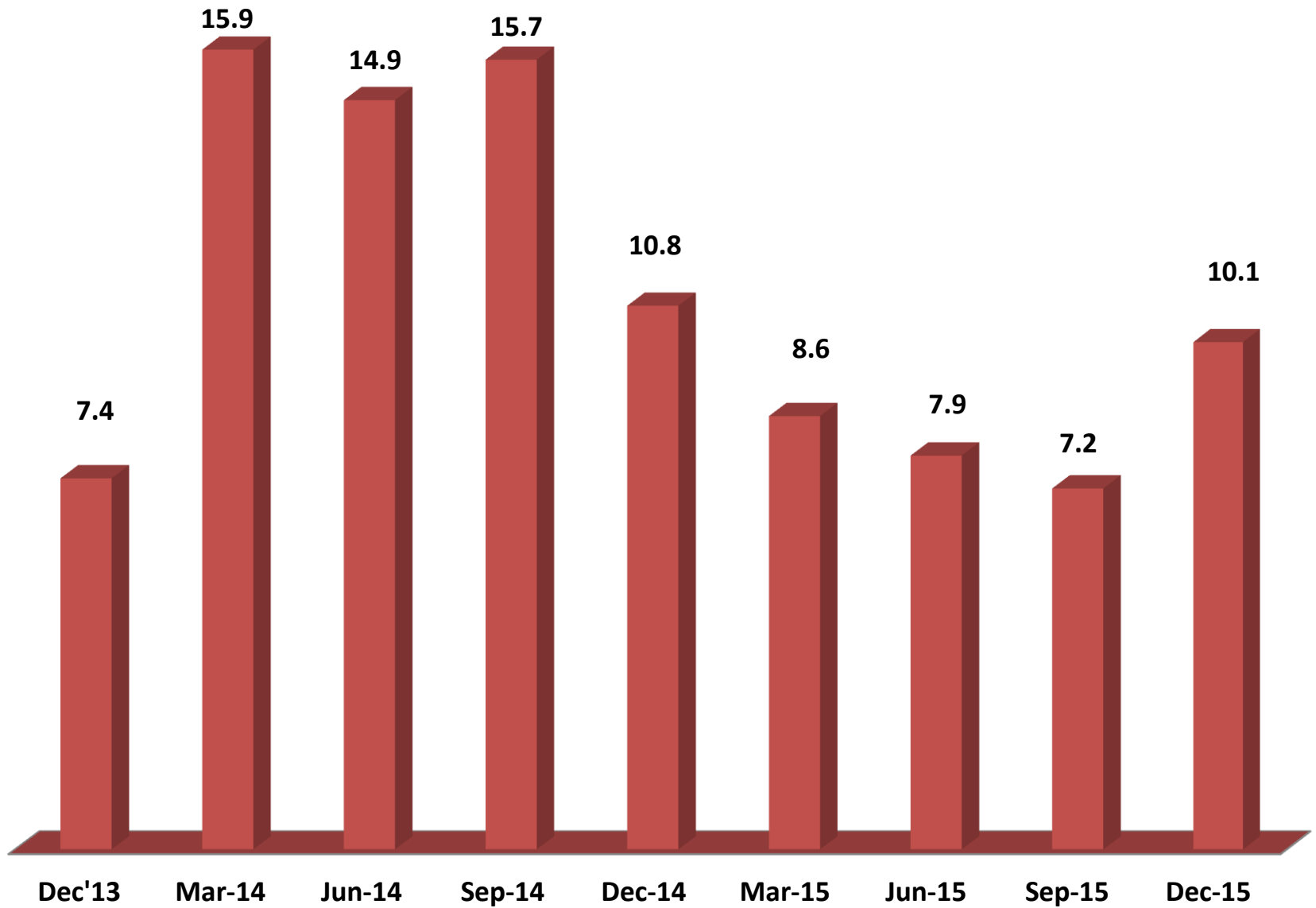
Rs crores

	Nine months		Nine months		
	FY 16	% to sales	FY 15	% to sales	:
Net sales and other operating income	3122		2880		8.4
Material Cost	1754	56.2	1696	58.9	
Employee Cost	154	4.9	139	4.8	
Other expenses	758	24.3	691	24.0	
PBDIT	455	14.6	354	12.3	28.8
Depreciation	66	2.1	59	2.0	
Profit from operation before interest	389	12.5	295	10.2	
Other Income	23	0.7	25	0.9	
PBIT	412	13.2	320	11.1	29.0
Finance Cost	15	0.5	27	0.9	
PBT	397	12.7	293	10.2	35.7
Taxes	137	4.4	97	3.4	
PAT	260	8.3	195	6.8	33.2

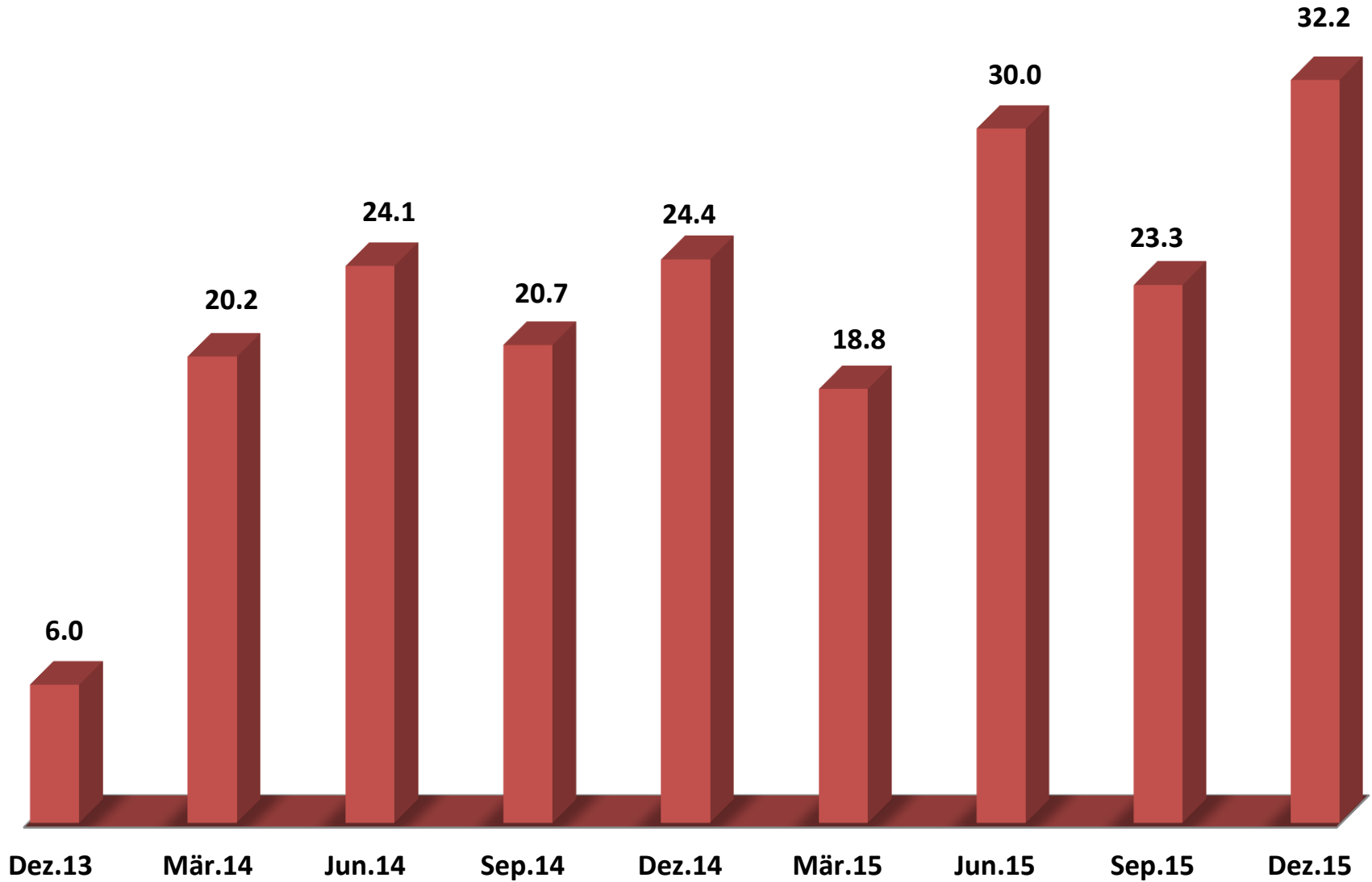
Financial Results – Standalone Q3 FY16

- Decorative business growth showed an improved performance , however this segment continue to get impacted by subdued demand conditions overall
- Protective Coating continued to be effected by a sluggish infrastructure segment demand
- Material cost % to net sales improved primarily on account of crude based raw material price reduction which continued into Q3 FY 2016 and more than compensated for the deco price reduction effective March 2015
- Employee cost was impacted by provision for employee bonus in accordance with of Payment of Bonus Amendment Act 2015
- Reduction in finance cost was a result of benign short term rates and lower debt levels
- Other income was lower mainly on account of lower returns on liquid investments and setoff of investible surpluses against borrowings

Quarter wise Net sales-Standalone



Quarter wise EBITDA -Standalone



Industry Outlook

- **Decorative paint demand expected to show improvement in the subsequent quarters**
- **Industrial and Automotive segment expected to show improvement in demand in subsequent quarters**
- **Impact of global events on currency continues to be a potential 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