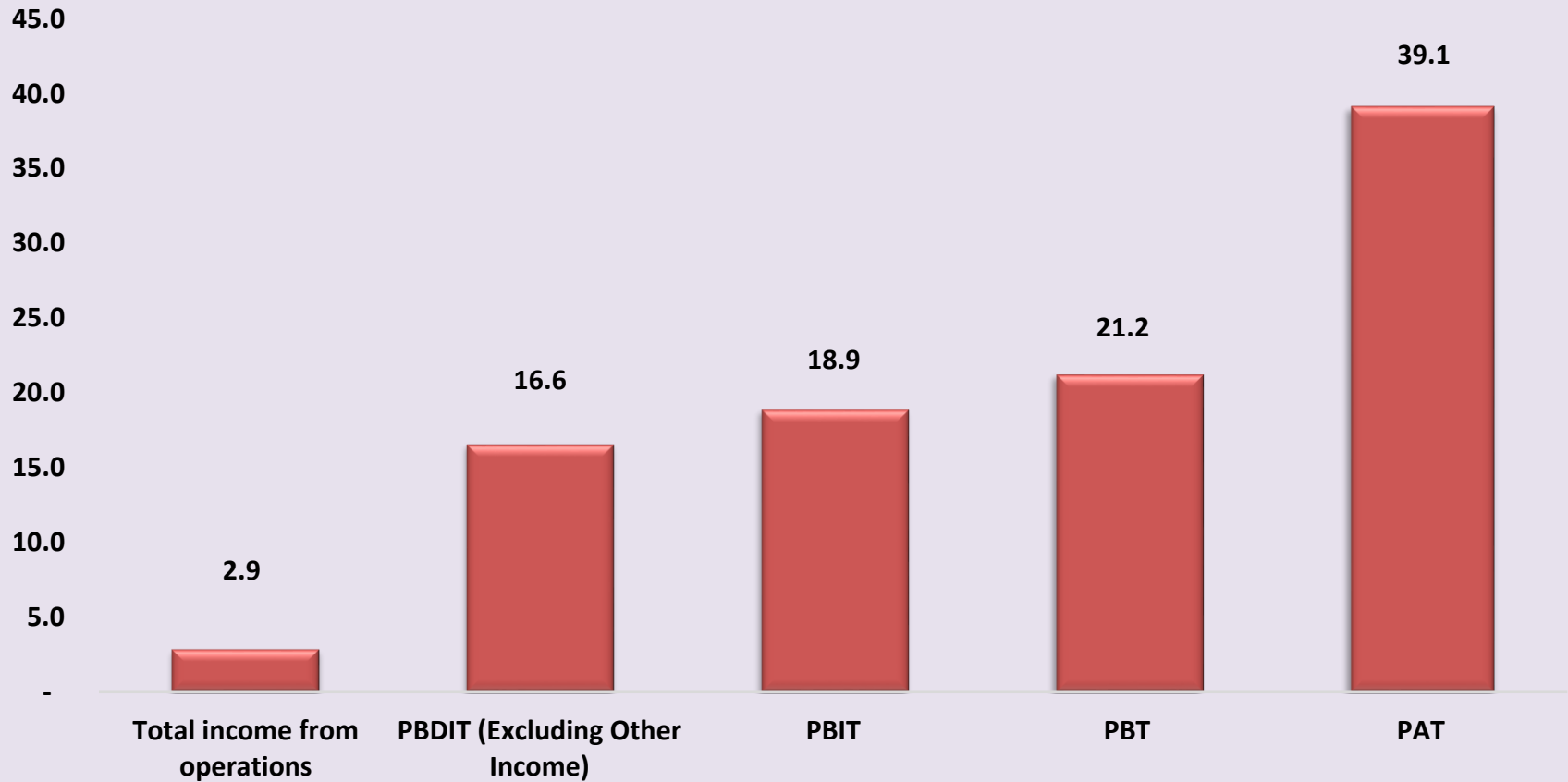




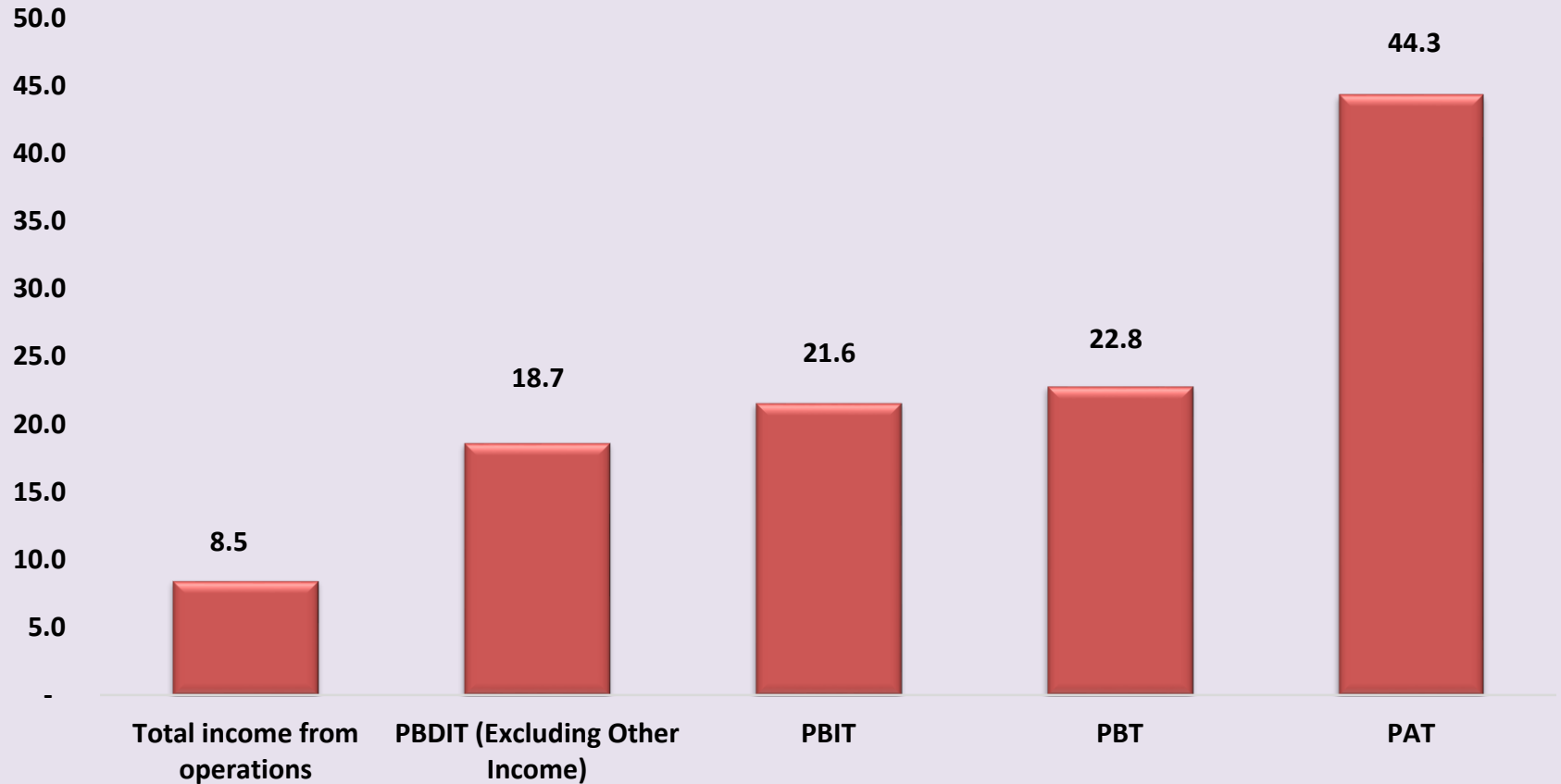
**Berger Paints India Limited
 Earnings Update Call Q3 FY20
 February 10th, 2020**

Q3 FY20 Performance

GROWTH (%) - Standalone Q3 FY20



GROWTH (%) -Standalone YTD Dec FY20



Financial Results – Standalone Q3 FY20

- Decorative business displayed modest growth for the quarter on account of late monsoons , early Diwali and general demand conditions
- Automotive business continued to suffer in the quarter on account of persistent slowdown in the automotive sector
- Protective coatings business delivered another quarter of robust top line growth
- Material cost as a percentage to sales was lower on account of declining raw material price trends

Financial Results – Standalone Q3 FY20

Rs Crores

	Q3 FY 20	% to Total Income	Q3 FY 19	% to Total Income	Growth %
Total income from operations	1,501.79		1,460.14		2.9
Material Cost	891.80	59.4	922.93	63.2	
Employee Cost	83.88	5.6	76.12	5.2	
Other expenses	265.53	17.7	237.59	16.3	
PBDIT (Excluding Other Income)	260.58	17.4	223.50	15.3	16.6
Depreciation	42.93	2.9	42.39	2.9	
Profit from operation before interest	217.65	14.5	181.11	12.4	
Other Income	13.83	0.9	13.57	0.9	
PBIT	231.48	15.4	194.68	13.3	18.9
Finance Cost	8.83	0.6	11.03	0.8	
PBT before share of joint ventures	222.65	14.8	183.65	12.6	21.2
Exceptional Item	-	-	-	-	
PBT	222.65	14.8	183.65	12.6	21.2
Taxes	57.07	3.8	64.62	4.4	
PAT	165.58	11.0	119.03	8.2	39.1
Other comprehensive income, net of income tax	(2.40)	(0.2)	(1.53)	(0.1)	
Total comprehensive income for the period	163.18		117.50		

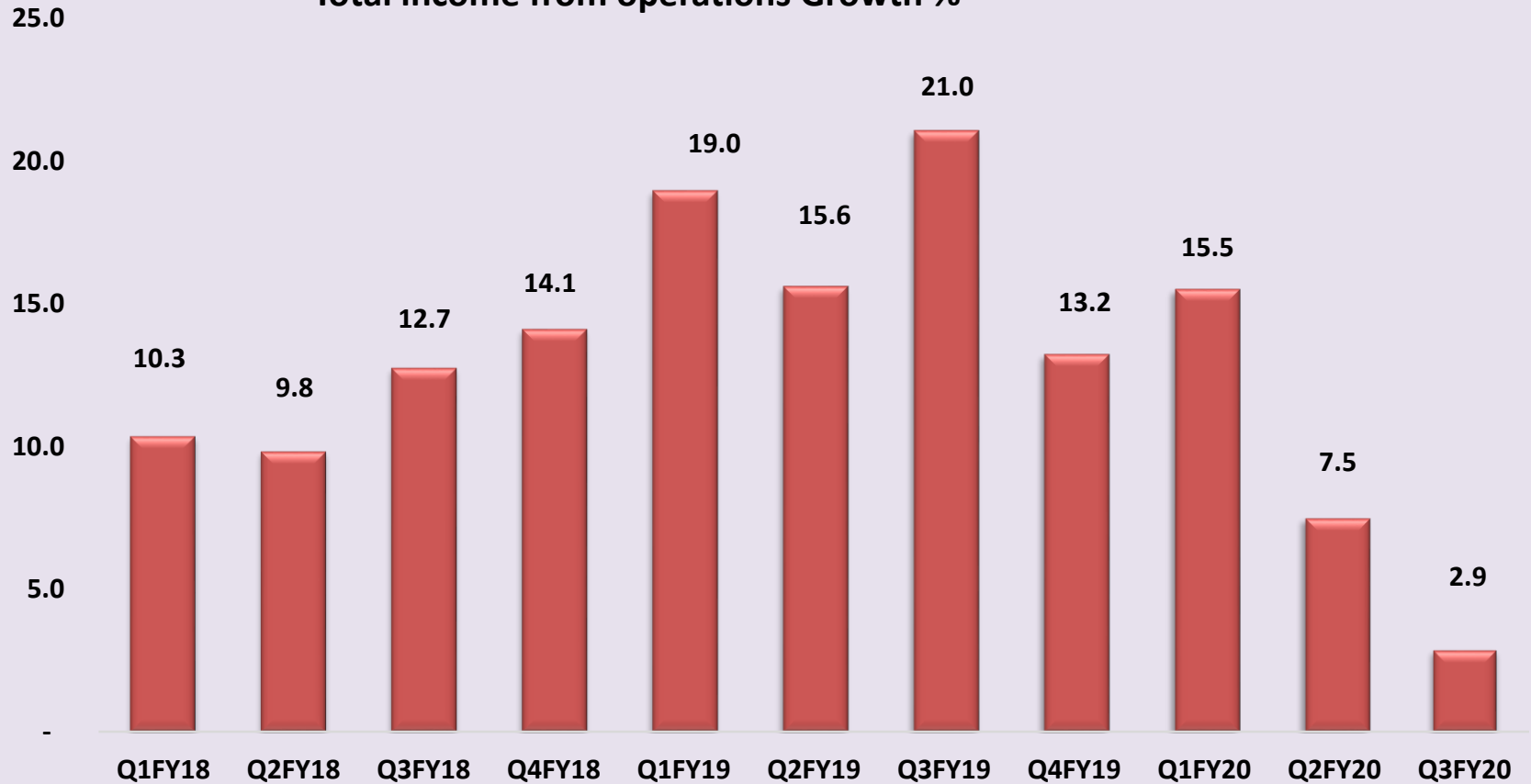
Financial Results – Standalone YTD Dec FY20

Rs Crores

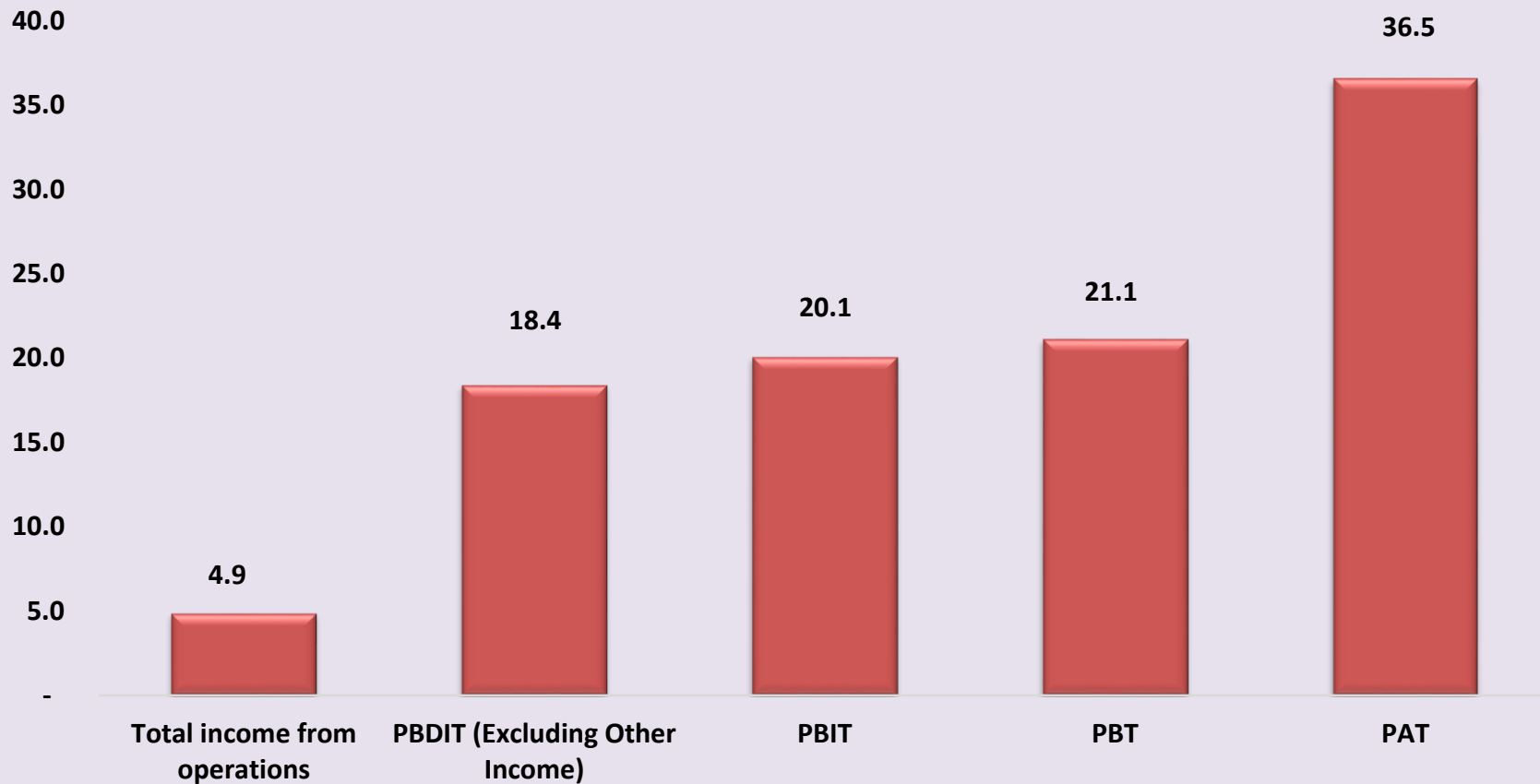
	YTD Dec'19	% to Total Income	YTD Dec'18	% to Total Income	Growth %
Total income from operations	4,516.87		4,162.82		8.5
Material Cost	2,696.83	59.7	2,590.80	62.2	
Employee Cost	259.30	5.7	230.63	5.5	
Other expenses	793.85	17.6	695.28	16.7	
PBDIT (Excluding Other Income)	766.89	17.0	646.11	15.5	18.7
Depreciation	127.30	2.8	123.55	3.0	
Profit from operation before interest	639.59	14.2	522.56	12.6	
Other Income	42.31	0.9	38.15	0.9	
PBIT	681.90	15.1	560.71	13.5	21.6
Finance Cost	23.06	0.5	24.37	0.6	
PBT before exceptional Items	658.84	14.6	536.34	12.9	22.8
Exceptional Item	-	-	-	-	
PBT	658.84	14.6	536.34	12.9	22.8
Taxes	154.45	3.4	186.87	4.5	
PAT	504.39	11.2	349.47	8.4	44.3
Other comprehensive income, net of income tax	(5.59)	(0.1)	(2.11)	(0.1)	
Total comprehensive income for the period	498.80		347.36		

Income from operations Growth % -Standalone Q3 FY20

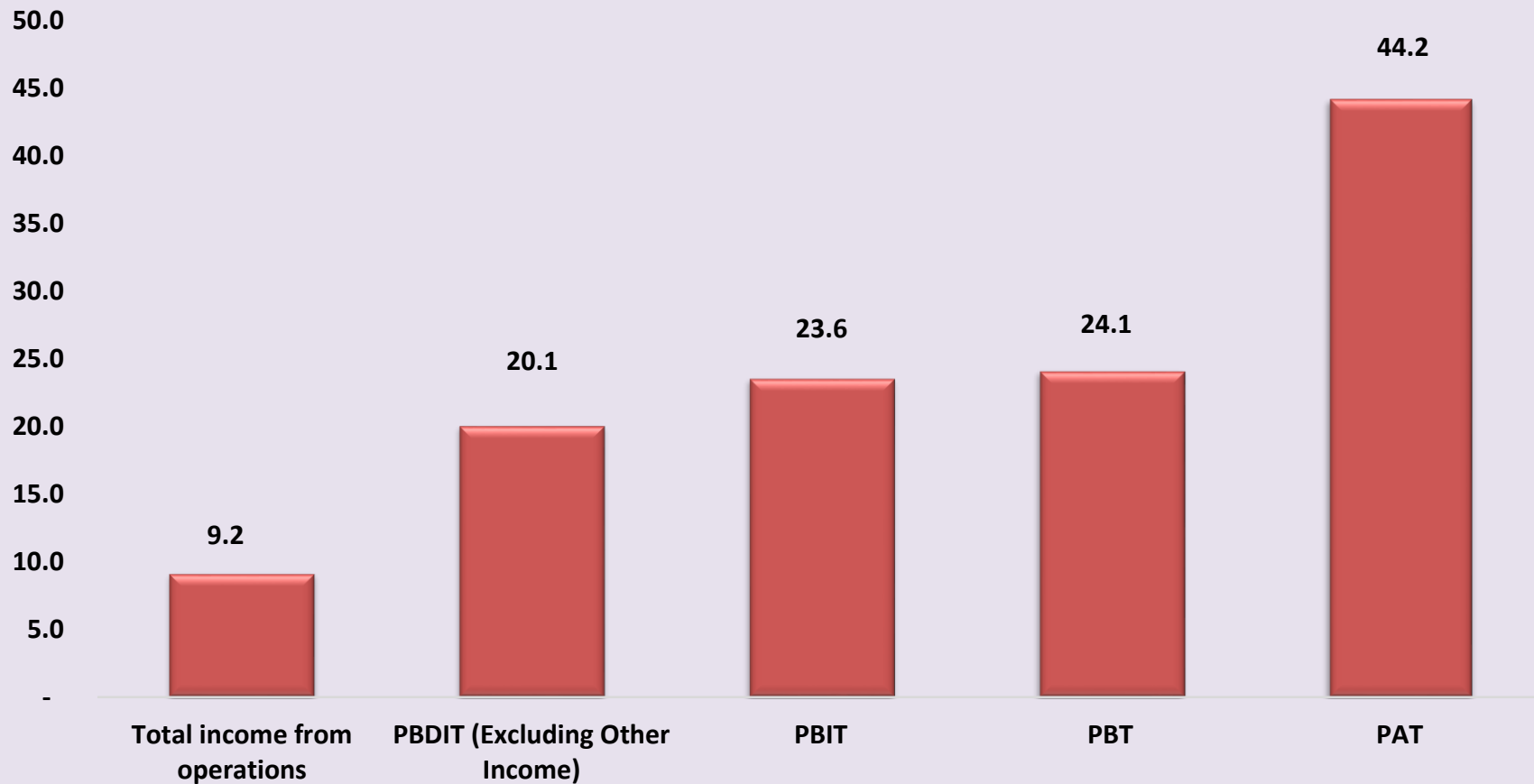
Total income from operations Growth %



Consolidated Q3 FY20- Growth (%)



Consolidated YTD Dec FY20 - Growth (%)



Financial Results- Consolidated: Q3 FY20

Rs Crores

	Q3 FY 20	% to Total Income	Q3 FY 19	% to Total Income	Growth %
Total income from operations	1,695.87		1,616.70		4.9
Material Cost	1,003.92	59.2	1,005.66	62.2	
Employee Cost	104.65	6.2	100.62	6.2	
Other expenses	291.03	17.2	260.23	16.1	
PBDIT (Excluding Other Income)	296.27	17.5	250.19	15.5	18.4
Depreciation	48.27	2.8	46.91	2.9	
Profit from operation before interest	248.00	14.6	203.28	12.6	
Other Income	14.26	0.8	15.12	0.9	
PBIT	262.26	15.5	218.40	13.5	20.1
Finance Cost	12.65	0.7	14.73	0.9	
PBT before share of joint ventures	249.61	14.7	203.67	12.6	22.6
Share of Profit / (loss) of associates and joint ventures	(4.03)		(0.96)		
PBT	245.58	14.5	202.71	12.5	21.1
Taxes	63.73	3.8	69.53	4.3	
PAT	181.85	10.7	133.18	8.2	36.5
Other comprehensive income, net of income tax	(5.12)		(30.28)		
Total comprehensive income for the period	176.73		102.90		

Financial Results- Consolidated: YTD Dec FY20

Rs Crores

	YTD Dec'19	% to Total Income	YTD Dec'18	% to Total Income	Growth %
Total income from operations	5,010.98		4,589.77		9.2
Material Cost	2,961.93	59.1	2,815.86	61.4	
Employee Cost	328.81	6.6	303.25	6.6	
Other expenses	867.67	17.3	760.75	16.6	
PBDIT (Excluding Other Income)	852.57	17.0	709.91	15.5	20.1
Depreciation	141.69	2.8	136.18	3.0	
Profit from operation before interest	710.88	14.2	573.73	12.5	
Other Income	51.87	1.0	43.56	0.9	
PBIT	762.75	15.2	617.29	13.4	23.6
Finance Cost	32.97	0.7	33.54	0.7	
PBT before share of joint ventures	729.78	14.6	583.75	12.7	25.0
Share of Profit / (loss) of associates and joint ventures	(5.83)		(0.51)		
PBT	723.95	14.4	583.24	12.7	24.1
Taxes	171.03	3.4	199.72	4.4	
PAT	552.92	11.0	383.52	8.4	44.2
Other comprehensive income, net of income tax	(10.81)		(8.18)		
Total comprehensive income for the period	542.11		375.34		

Financial Results- Consolidated: Q3 FY20

- Company's wholly owned Polish subsidiary Bolix S.A had a strong quarter in terms of top line and profitability
- Company's wholly owned subsidiary SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) continued to show strong profit numbers for the quarter
- Company's JV BNPAC continued to suffer in the backdrop of continued weakness in automotive sector and some scale effect
- Consolidated results for the quarter include STP Limited numbers with effect from 1st November 2019

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.