BERGER PAINTS PAKISTAN LTD.
www.berger.com.pk

April 24, 2017

The General Manager
Pakistan Stock Exchange (Guarantee) Limited
Stock Exchange Building, Karachi

REF: F&A/161/2017

Dear Sir,

FINANCIAL RESULTS FOR THE NINE MONTHS ENDED MARCH 31, 2017

We have to inform you that the Board of Directors of our Company in their meeting held on April 24, 2017 at 3:00 p.m. at the Overseas Chamber of Commerce, Karachi, has approved the following:

FINANCIAL RESULTS

The financial results of the Company both standalone (Excluding Subsidiary) and consolidated are as follows:

Berger Paints – Excluding Subsidiary

	For the nine months ended		For the quarter ended	
	31 Mar 2017	31 Mar 2016	31 Mar 2017	31 Mar 2016
	(Rupees in thousand)			
Sales - net	**3,701,175**	3,631,028	**1,206,459**	1,091,646
Cost of sales	**2,567,971**	2,564,489	**845,474**	763,646
Gross Profit	**1,133,204**	1,066,539	**360,985**	328,000
Marketing and Distribution expenses	**753,979**	675,325	**246,606**	207,735
Administrative expenses	**125,097**	146,533	**41,927**	46,121
	879,076	821,858	**288,533**	253,856
Operating Profit	**254,128**	244,681	**72,452**	74,144
Other operating income	**44,068**	176,160	**11,261**	157,901
	298,196	420,841	**83,713**	232,045
Finance cost	**53,426**	70,098	**19,657**	22,725
Other operating expenses	**16,889**	176,975	**3,427**	157,907
	70,315	247,073	**23,084**	180,632
Profit before taxation	**227,881**	173,768	**60,629**	51,413
Taxation	**72,922**	57,343	**22,178**	20,747
Profit after taxation	**154,959**	116,425	**38,451**	30,666
Earning per share - basic and diluted	**Rs.8.52**	Rs.6.40	**Rs.2.11**	Rs.1.69

BERGER PAINTS PAKISTAN LTD.

Head Office : 36 Industrial Estate, Kot Lakhpat, Lahore, Phones: 042-35151545-48, Fax: 042-35151549, UAN: 111-237-437
Lahore Factory : 28 Km, Multan Road Lahore, Phones: 042-37543445-49, Fax: 042-37543450
Karachi : X-3 Manghopir Road, S.I.T.E, Karachi-75700 Phones: 021-32577702-05, Fax: 021-32570375, UAN: 111-237-437
Islamabad : Plot No.201, Street # 1, Sector I-10/3, Islamabad, Phone: 051-4446485, Fax: 051-4431368 UAN: 111-237-437

BERGER

Consolidated – Berger Paints

	For the nine months ended		For the quarter ended	
	31 March 2017	31 March 2016	**31 March 2017**	31 March 2016
	(Rupees in thousand)			
Sales - net	**3,849,243**	3,759,367	**1,266,939**	1,138,893
Cost of sales	**2,687,511**	2,634,680	**894,612**	787,328
Gross profit	**1,161,732**	1,124,687	**372,327**	351,565
Marketing and Distribution expenses	**779,704**	707,906	**250,873**	219,311
Administrative expenses	**127,324**	151,495	**42,890**	47,510
	907,028	859,401	**293,763**	266,821
Operating profit	**254,704**	265,286	**78,564**	84,744
Other operating income	**39,745**	174,667	**9,315**	157,405
	294,449	439,953	**87,879**	242,149
Other operating charges	**16,889**	176,975	**3,427**	157,907
Finance cost	**53,815**	70,819	**19,773**	22,892
	70,704	247,794	**23,200**	180,799
Share of profit / (loss) of associated company	**(1,175)**	-	**(1,403)**	-
Profit before taxation	**222,570**	192,159	**63,276**	61,350
Taxation	**75,501**	65,676	**23,174**	24,414
Profit after taxation	**147,069**	126,483	**40,102**	36,936
Attributable to:				
Equity holders of the parent	**147,991**	121,555	**36,839**	33,864
Non-controlling interest	**(922)**	4,928	**3,263**	3,072
Earning per share - basic and diluted	**8.14**	6.68	**2.03**	1.86

Yours truly,

Abdul Wahid Qureshi
Company Secretary

CC:

The Secretary
Pakistan Stock Exchange (Guarantee) Limited
101-E, Fazal-ul-Haq Road, Blue Area, Islamabad