

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
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BERGER PAINTS PAKISTAN LTD.

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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

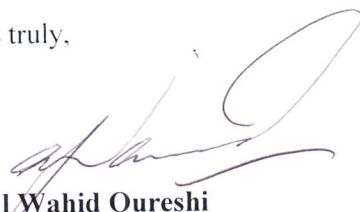
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Islamabad : Plot No.201, Street # 1, Sector I-10/3, Islamabad, Phone: 051-4446485, Fax: 051-4431368 UAN: 111-237-437

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