

**BERGER**Pioneers of LEAD-FREE **Robbialac** Paints

URS is a member of Registrar of Standards (Holdings) Ltd.

**BERGER PAINTS PAKISTAN LTD.**[www.berger.com.pk](http://www.berger.com.pk)

The General Manager  
Karachi Stock Exchange (Guarantee) Limited  
Stock Exchange Building  
Karachi  
Fax No.111-573-329

February 25, 2014

F&amp;A/ 0678 /2014

Dear Sir

**FINANCIAL RESULTS FOR THE HALF YEAR ENDED  
FROM JULY 01, 2013 TO DECEMBER 31, 2013**

We have to inform you that the Board of Directors of our Company in their meeting held on February 25, 2014 at 12:00 P.m. at 36 Industrial Estate, Kot Lakhpat Lahore, has approved the following:

**FINANCIAL RESULTS**

The financial results of the Company for the half year ended December 31, 2013 are as follows:

**PROFIT & LOSS ACCOUNT**

|   | For the half year ended          |  | For the quarter ended |  |
|---|----------------------------------|--|-----------------------|--|
|   | 31 December<br>2013              | 31 December<br>2012<br><i>Restated</i> | 31 December<br>2013   | 31 December<br>2012<br><i>Restated</i> |
|   | ----- (Rupees in thousand) ----- |  |                       |  |
| Sales - net                                 | 2,053,298                        | 2,027,506                              | 1,035,663             | 1,025,391                              |
| Cost of sales                               | (1,521,603)                      | (1,600,464)                            | (750,070)             | (805,235)                              |
| <b>Gross profit</b>                         | <b>531,695</b>                   | <b>427,042</b>                         | <b>285,593</b>        | <b>220,156</b>                         |
| Administrative expenses                     | (80,204)                         | (74,157)                               | (38,962)              | (34,470)                               |
| Distribution expenses                       | (340,098)                        | (271,474)                              | (194,711)             | (149,960)                              |
| <b>Operating profit</b>                     | <b>111,393</b>                   | <b>81,411</b>                          | <b>51,920</b>         | <b>35,726</b>                          |
| Other operating income                      | 21,017                           | 26,951                                 | 13,681                | 19,017                                 |
|   | <b>132,410</b>                   | <b>108,362</b>                         | <b>65,601</b>         | <b>54,743</b>                          |
| Finance cost                                | (76,793)                         | (86,468)                               | (41,069)              | (41,675)                               |
| Other operating expenses                    | (4,101)                          | (1,333)                                | (412)                 | (1,333)                                |
| <b>Profit before taxation</b>               | <b>(80,894)</b>                  | <b>(87,801)</b>                        | <b>(41,481)</b>       | <b>(43,008)</b>                        |
| Taxation                                    | 51,516                           | 20,561                                 | 24,120                | 11,735                                 |
| <b>Profit after taxation</b>                | <b>(24,469)</b>                  | <b>(10,732)</b>                        | <b>(10,357)</b>       | <b>(5,721)</b>                         |
| <b>Profit per share - basic and diluted</b> | <b>1.49</b>                      | <b>0.54</b>                            | <b>0.76</b>           | <b>0.33</b>                            |

**BERGER PAINTS PAKISTAN LTD.**

Head Office : 36 Industrial Estate, Kot Lakhpat, Lahore, Phone: 042-3515155-48, Fax: 042-35151549, UAN: 111-237-437  
Lahore Factory : 28Km, 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: 021-32570374, UAN: 111-237-437  
Islamabad : Plot No. 201, Street:1, Sector I110/3, Islamabad, Phones: 051-4446485, Fax: 051-4431368 UAN: 111-237-437