



THIRD QUARTER REPORT
For the Period Ended
31 March 2016

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COMPANY INFORMATION

Board of Directors

Mr. Maqbool H. H. Rahimtoola - Chairman
Dr. Mahmood Ahmad - Chief Executive
Mr. Hamid Masood Sohail
Mr. Muhammad Naseem
Mr. Ilyas Sharif
Mr. Shahzad M. Husain
Mr. Zafar A. Osmani

Audit Committee

Mr. Hamid Masood Sohail - Chairman
Mr. Maqbool H. H. Rahimtoola
Mr. Muhammad Naseem

Human Resource Committee

Mr. Zafar A. Osmani - Chairman
Dr. Mahmood Ahmad
Mr. Shahzad M. Husain

CFO & Company Secretary

Mr. Abdul Wahid Qureshi

Bankers

MCB Bank Limited
United Bank Limited
National Bank of Pakistan Limited
Faysal Bank Limited
JS Bank Limited
Habib Metropolitan Bank Limited
Summit Bank Limited

Auditors

KPMG Taseer Hadi & Co.
Chartered Accountants

Solicitors

SurrIDGE & Beecheno

Company Registrar

THK Associates Private Limited

Registered Office

36 Industrial Estate
Kot Lakhpat, Lahore

DIRECTORS' REVIEW

The directors of the Company are pleased to present their review along with the interim financial statements of the Company for the quarter ending on 31 March, 2016.

Operational Results

Despite an overall challenging situation, your company continued to improve results in this quarter. Sales for the third quarter stood at Rs. 3,631 million that is 15% higher than the Sales for the same period of last year. Gross margin has increased which is 3% higher as compared to the same period of last year. Increase in Selling and administrative expense is mainly because of higher spending on additional advertising & promotional activities and higher freight cost due to increased volume. Lower financial charges are the result of reduction in interest rates and better treasury management.

As a result of the above factors, your company ended the third quarter with a profit after tax of Rs. 116 million compared to a profit after tax of Rs. 39 million in the same period of last year. Apart from regular business activities, a fire broke out at the end of this quarter in one of the warehouses of Company that has damaged property, few equipments, and stocks. Company has filed an insurance claim and management is confident about the full recovery of claim, as reflected in accounts.

Future Outlook

We look forward to see a healthy sales in last quarter and expect to deliver good result at the close of the financial year provided the current political and law & order situation remain stable. We thank our shareholders, valued customers and all employees of the Company for their continued support.

On behalf of the Board

Lahore
Dated: 25 April 2016

Dr. Mahmood Ahmad
Chief Executive

Condensed Interim Unconsolidated Balance Sheet (Un-audited)

As on 31 March 2016

	(Un-audited) 31 March 2016 (Rupees in thousand)	(Audited) 30 June 2015
ASSETS		
NON- CURRENT ASSETS		
Property, plant and equipment	980,164	1,045,323
Intangibles	44,408	44,467
Investments - related parties	50,968	12,528
Long-term loans	48,050	32,472
Long-term deposits	17,044	17,925
Deferred taxation	1,161	36,745
	1,141,795	1,189,460
CURRENT ASSETS		
Stores	13,597	7,056
Stock in trade	763,055	717,550
Trade debts	1,090,958	1,093,739
Loans and advances	96,397	79,877
Trade deposits and short-term prepayments	21,493	25,829
Other receivables	174,328	23,050
Taxation - net	228,183	209,166
Short term investments	-	10,018
Cash and bank balances	184,377	191,738
	2,572,388	2,358,023
TOTAL ASSETS	3,714,183	3,547,483
EQUITY AND LIABILITIES		
SHARE CAPITAL AND RESERVES		
Authorised share capital 25,000,000 (June 2015: 25,000,000) ordinary shares of Rs.10 each	250,000	250,000
18,186,409 (June 2015: 18,186,409) ordinary shares of Rs.10 each	181,864	181,864
Reserves	566,019	444,701
	747,883	626,565
SURPLUS ON REVALUATION OF FIXED ASSETS - NET OF TAX	537,509	559,773
NON-CURRENT LIABILITIES		
Long term financing	1,500	41,950
Staff retirement and other long term benefits	94,208	76,420
Liabilities against assets subject to finance lease	469	849
CURRENT LIABILITIES		
Trade and other payables	1,114,493	1,062,745
Current maturity of long-term financing	60,600	105,600
Current maturity of liabilities against assets subject to finance lease	-	2,434
Accrued finance cost	14,238	27,379
Short term borrowings - secured	1,143,283	1,043,768
	2,332,614	2,241,926
CONTINGENCIES AND COMMITMENTS		
TOTAL EQUITY AND LIABILITIES	3,714,183	3,547,483

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim Unconsolidated Profit and Loss Account (Un-audited)

For the Period Ended 31 March 2016

	For the nine months ended		For the quarter ended	
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
	----- (Rupees in thousand) -----			
Sales - net	3,631,028	3,161,662	1,091,646	1,090,753
Cost of sales	2,564,489	2,354,047	763,646	821,562
Gross Profit	1,066,539	807,615	328,000	269,191
Distribution expenses	675,325	494,123	207,735	185,513
Administrative expenses	146,533	144,893	46,121	40,309
	821,858	639,016	253,856	225,822
Operating Profit	244,681	168,599	74,144	43,369
Other income	176,160	24,278	157,901	2,908
	420,841	192,877	232,045	46,277
Finance cost	70,098	117,080	22,725	35,244
Other operating expenses	176,975	5,653	157,907	1,239
	247,073	122,733	180,632	36,483
Profit before taxation	173,768	70,144	51,413	9,794
Taxation	57,343	31,617	20,747	9,450
Profit after taxation	116,425	38,527	30,666	344
Earning per share - basic and diluted	Rs.6.40	Rs.2.12	Rs.1.69	Rs.0.02

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim Unconsolidated Statement of Comprehensive Income (Un-audited) For the Period Ended 31 March 2016

	For the nine months ended		For the quarter ended	
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
	----- (Rupees in thousand) -----			
Profit after taxation	116,425	38,527	30,666	344
<u>Other comprehensive income</u>				
<i>Items that will be reclassified to profit and loss</i>				
Fair value gain / (loss) on 'Available for sale' investments	815	189	-	(905)
Total comprehensive income for the period	117,240	38,716	30,666	(561)

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim Unconsolidated
Cash Flow Statement (Un-audited)
For the Period Ended 31 March 2016

	31 March 2016	31 March 2015
	(Rupees in thousand)	
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit before taxation	173,768	70,144
Adjustment for non cash items:		
Depreciation on property, plant and equipment	85,579	49,244
Provision against slow moving stock	(8,597)	6,877
Provision against bad debts	1,381	14,540
Amortization on intangibles	3,878	3,878
Gain on disposal of property, plant and equipment	6,674	(930)
Finance costs	70,098	117,080
	159,013	190,689
Operating profit before working capital changes	332,781	260,833
(Increase) / Decrease in Current Assets		
Stores	(6,541)	(1,780)
Stocks in Trade	(36,908)	26,537
Trade debts	1,400	(16,962)
Loans and advances	(16,520)	15,243
Trade deposits short-term prepayments	4,336	(5,075)
Others receivables	(151,278)	(4,872)
	(205,511)	13,091
Increase / (Decrease) in Current Liabilities		
Trade and other payables	62,985	77,425
Cash generated from operations	190,255	351,349
Finance costs paid	(83,239)	(128,249)
Income tax paid	(40,776)	(76,590)
Staff retirement and other long term benefits paid	17,788	11,392
Long-term loans - net	(15,578)	(6,930)
Long-term deposits - net	881	(1,774)
	(120,924)	(202,151)
Net cash generated from operating activities	69,331	149,198
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(35,087)	(60,455)
Sales proceeds on disposal of property, plant and equipment	4,174	6,106
Long Term Investments made	(37,625)	-
Short Term Investments	10,018	-
Net cash used in investing activities	(58,520)	(54,349)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of long term financing	(85,450)	(79,050)
Dividend paid	(29,423)	(18,008)
Short-term borrowings - net	350,000	(108,000)
Lease rentals paid	(2,814)	(1,855)
Net cash generated from / (used in) financing activities	232,313	(206,913)
Net increase / (decrease) in cash and cash equivalents	243,124	(112,064)
Cash and cash equivalents at beginning of the period	(802,030)	(783,114)
Cash and cash equivalents at end of the period	(558,906)	(895,178)

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Condensed Interim Unconsolidated Statement of Changes in Equity (Un-audited)

For the Period Ended 31 March 2016

	Issued subscribed and paid-up share capital	Capital Reserves		Revenue Reserves		Total share capital and reserve
		Share premium	Fair value reserve	General reserve	Accumulated Profit	
(Rupees in thousand)						
Balance as at 1 July 2014 - audited	181,864	56,819	6,430	285,000	37,068	567,181
Total comprehensive profit for the period ended 31 March 2015						
- Profit for the period	-	-	-	-	38,527	38,527
Other Comprehensive income for the year						
Fair value gain on 'Available for sale' investments	-	-	189	-	-	189
Measurement of defined benefit obligation	-	-	-	-	-	-
	-	-	189	-	-	189
	181,864	56,819	6,619	285,000	75,595	605,897
Surplus on revaluation of property, plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax	-	-	-	-	1,074	1,074
Total contributions by and distribution to owners of the Company recognised directly in equity						
Final Dividend for the year ended 30 June 2014 @ Rs. 1.00 per share	-	-	-	-	(18,187)	(18,187)
Balance as at 31 March 2015 - unaudited	181,864	56,819	6,619	285,000	58,482	588,784
Total comprehensive income for the year ended 30 Jun 2015						
Profit for the year	-	-	-	-	70,626	70,626
Other Comprehensive income for the year						
Fair value (Loss) on 'Available for sale' investments	-	-	(471)	-	-	(471)
Remeasurement of defined benefit obligation	-	-	-	-	(5,094)	(5,094)
	-	-	(471)	-	(5,094)	(5,565)
	181,864	56,819	6,148	285,000	124,014	653,845
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax.	-	-	-	-	-	-
Transaction with owners of the Company recognized directly in equity - Distributions						
Interim dividend for the year ended 30 June 2015 @ Rs. 1.50 per share.	-	-	-	-	(27,280)	(27,280)
Balance as at 30 June 2015 - Audited	181,864	56,819	6,148	285,000	96,734	626,565
Total comprehensive profit for the period ended 31 March 2016						
- Profit for the period	-	-	-	-	116,425	116,425
Other Comprehensive income for the period						
Fair value gain on 'Available for sale' investments	-	-	815	-	-	815
	-	-	815	-	-	815
	181,864	56,819	6,963	285,000	213,159	743,805
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax	-	-	-	-	22,264	22,264
Transaction with owners of the Company recognized directly in equity - Distributions						
Final Dividend for the year ended 30 June 2015 @ Rs. 1.00 per share	-	-	-	-	(18,186)	(18,186)
Balance as at 31 March 2016 - unaudited	181,864	56,819	6,963	285,000	217,237	747,883

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

Chief Financial Officer

Chief Executive

Director

Notes to the Condensed Interim Unconsolidated Financial Information (Un-audited)

For the Period Ended 31 March 2016

1. THE COMPANY AND ITS OPERATIONS

The company was incorporated in Pakistan on March 25, 1950 as a Private Limited Company under the Companies Act, 1913 and was subsequently converted into a public Limited Company. The Company's shares are quoted on Pakistan Stock Exchange (previously known as Karachi and Islamabad Stock Exchanges). The Company is engaged in the manufacturing of paints, varnishes and other related items. Slotrapid Limited is the holding Company of Berger Paints Pakistan Limited.

The registered office of the Company is situated at 36, Industrial Estate Kot Lakhpat Lahore and the production facility of the Company is located at Lahore.

2. BASIS OF PREPARATION

These interim condensed financial statements are unaudited and are being submitted to the shareholders in accordance with section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of International Accounting Standard (IAS) - 34 "Interim Financial Reporting", as applicable in Pakistan.

The interim condensed financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's annual financial statements as at June 30, 2015.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation followed in the preparation of interim condensed financial statements are same as those published in the annual financial statements for the year ended June 30, 2015.

4. PROPERTY, PLANT AND EQUIPMENT

	(Un-audited) 31 March 2016 (Rupees in thousand)	(Audited) 30 June 2015
Additions	58,476	92,447

5. During the period, a fire broke out in ware house situated in Karachi which damaged property, stocks and equipments of the Company. The Company has lodged an insurance claim amounting to Rs. 203 million which is under verification by the insurance company. The Management is confident for the recovery of Insurance claim.

6. CONTINGENCIES AND COMMITMENTS

6.1 CONTINGENCIES

There is no change in the status of contingencies as highlighted in the financial statements of the company for the year ended 30 June 2015.

6.2 COMMITMENTS

- 6.2.1 Outstanding letter of credit as at March 31, 2016 amounted to Rs. 223.45 million [June 30, 2015: Rs. 367.98 million].
- 6.2.2 Outstanding letter of guarantees as at March 31, 2016 amounted to Rs. 55.64 million [June 30, 2015: Rs. 55.62 million].

7. TRANSACTION WITH RELATED PARTIES

The following table provides details in respect of transactions entered into with related parties during the quarter ended on March 31, 2016. All transactions were carried out at arms length price.

	31 March 2016	31 March 2015
	(Rupees in thousand)	
SALES		
Berger Road Safety (Private) Limited - a subsidiary	126,934	70,928
Buxly Paints Limited - related party	102,735	69,809
Dadex Eternit	149	217
TOLL MANUFACTURING INCOME		
Buxly Paints Limited - related party	8,515	5,180
RENTAL INCOME AND OTHER SERVICES CHARGED		
Buxly Paints Limited - related party	2,706	2,706
Berger Road Safety (Private) Limited - a subsidiary	1,557	1,557
RENTAL EXPENSES		
Buxly Paints Limited - related party	1,800	900
ROYALTY		
Buxly Paints Limited - related party	1,336	900
Slotrapid Limited B.V.I - holding company	24,820	21,600

8. These interim condensed financial statements were authorized for issue on 25 April 2016 by the Board of Directors of the Company.

9. GENERAL

Figures presented in these interim condensed financial statements have been rounded off to the nearest thousand rupees.

Chief Financial Officer

Chief Executive

Director

CONDENSED INTERIM CONSOLIDATED
FINANCIAL STATEMENTS
FOR THE PERIOD ENDED
31 MARCH 2016

Condensed Interim Consolidated Balance Sheet (Un-audited)

As on 31 March 2016

	(Un-audited) 31 March 2016 (Rupees in thousand)	(Audited) 30 June 2015
ASSETS		
NON- CURRENT ASSETS		
Property, plant and equipment	989,758	1,053,935
Intangibles	44,408	44,467
Investments - related parties	48,418	9,978
Long term loans	48,050	32,472
Long term deposits	19,748	20,404
Deferred taxation	944	36,525
	1,151,326	1,197,781
CURRENT ASSETS		
Stores	13,597	7,056
Stock in trade	790,773	717,550
Trade debts	1,161,277	1,122,879
Loans and advances	111,541	88,212
Trade deposits and short term prepayments	21,493	25,829
Other receivables	171,872	22,354
Income tax - net	238,710	218,538
Short term investments	-	10,018
Cash and bank balances	187,167	195,600
	2,696,430	2,408,036
TOTAL ASSETS	3,847,756	3,605,817
EQUITY AND LIABILITIES		
SHARE CAPITAL AND RESERVES		
Authorised share capital 25,000,000 ordinary shares of Rs.10 each	250,000	250,000
Share capital	181,864	181,864
Reserves	585,253	458,805
	767,117	640,669
NON-CONTROLLING INTEREST	22,973	18,045
SURPLUS ON REVALUATION OF FIXED ASSETS - NET OF TAX	537,509	559,773
NON-CURRENT LIABILITIES		
Long-term financing	1,500	41,950
Staff retirement and other long term benefits	94,208	76,420
Liabilities against assets subject to finance lease	6,418	6,181
CURRENT LIABILITIES		
Trade and other payables	1,198,137	1,082,230
Current maturity of long-term financing	60,600	105,600
Current maturity of liabilities against assets subject to finance lease	1,773	3,802
Accrued finance cost	14,238	27,379
Short term borrowings - secured	1,143,283	1,043,768
	2,418,031	2,262,779
	2,520,157	2,387,330
TOTAL EQUITY AND LIABILITIES	3,847,756	3,605,817

Chief Financial Officer

Chief Executive

Director

Condensed Interim Consolidated Profit and Loss Account (Un-audited)

For the Period Ended 31 March 2016

	For the nine months ended		For the quarter ended	
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
	----- (Rupees in thousand) -----			
Sales - net	3,759,367	3,238,769	1,138,893	1,126,629
Cost of sales	2,634,680	2,398,926	787,328	838,763
Gross profit	1,124,687	839,843	351,565	287,866
Distribution expenses	707,906	501,397	219,311	188,417
Administrative expenses	151,495	148,219	47,510	41,292
	859,401	649,616	266,821	229,709
Operating profit	265,286	190,227	84,744	58,157
Other income	174,667	22,808	157,405	2,421
	439,953	213,035	242,149	60,578
Finance cost	70,819	117,319	22,892	35,319
Other operating expenses	176,975	5,653	157,907	1,239
	247,794	122,972	180,799	36,558
Profit before taxation	192,159	90,063	61,350	24,020
Taxation	65,676	38,369	24,414	14,113
Profit after taxation	126,483	51,694	36,936	9,907
Attributable to:				
Equity holders of the parent	121,555	44,479	33,864	5,280
Non-controlling interest	4,928	7,215	3,072	4,627
Earning per share - basic and diluted	6.68	2.45	1.86	0.29

Chief Financial Officer

Chief Executive

Director

Condensed Interim Consolidated Statement of Comprehensive Income (Un-audited)

For the Period Ended 31 March 2016

	For the nine months ended		For the quarter ended	
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
	----- (Rupees in thousand) -----			
Profit after taxation	126,483	51,694	36,936	9,907
<u>Other comprehensive income</u>				
Fair value gain / (loss) on 'Available for sale' investments	815	189	-	(905)
Total comprehensive income for the period	127,298	51,883	36,936	9,002
<u>Attributable to:</u>				
Equity holder of the parent	122,370	44,668	33,864	4,375
Non-controlling interest	4,928	7,215	3,072	4,627

Chief Financial Officer

Chief Executive

Director

Condensed Interim Consolidated
Cash Flow Statement (Un-audited)
For the Period Ended 31 March 2016

	31 March 2016	31 March 2015
	(Rupees in thousand)	
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated from operations	201,156	361,703
Finance costs paid	(83,960)	(128,488)
Income tax paid	(50,267)	(79,240)
Staff retirement and other long term benefits paid	17,788	11,392
Long-term loans - net	(15,578)	(6,930)
Long-term deposits - net	656	(1,774)
Net cash generated from operating activities	69,795	156,663
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(37,645)	(60,574)
Sales proceeds on disposal of property, plant and equipment	4,174	6,106
Long Term Investments made	(37,625)	-
Short Term Investments	10,018	-
Net cash used in investing activities	(61,078)	(54,468)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of long term financing	(85,450)	(79,050)
Dividend paid	(29,423)	(18,009)
Short-term borrowings - net	350,000	(108,000)
Lease rentals paid	(1,792)	(2,275)
Net cash generated from / (used in) financing activities	233,335	(207,334)
Net increase / (decrease) in cash and cash equivalents	242,052	(105,139)
Cash and cash equivalents at beginning of the period	(798,168)	(776,660)
Cash and cash equivalents at end of the period	(556,116)	(881,799)

Chief Financial Officer

Chief Executive

Director

Condensed Interim Consolidated Statement of Changes in Equity (Un-audited)

For the Period Ended 31 March 2016

	Capital Reserves		Revenue Reserves		Total equity attributable to shareholders of parent Company	Non-controlling interest	Total share capital and reserves
	Issued, subscribed and paid-up share capital	Share premium	Fair value reserve	General reserve			
Balance as at 1 July 2014	181,864	56,819	6,430	285,000	560,691	17,474	598,165
Profit for the period ended 31 March 2015	-	-	-	44,479	44,479	7,215	51,694
Other Comprehensive income for the period	-	-	189	-	189	-	189
Fair value gain on 'Available for sale' investments	-	-	-	-	-	-	-
Measurement of defined benefit obligation	-	-	189	-	189	-	189
Total comprehensive loss for the period ended 31 March 2015	-	-	189	44,479	44,668	7,215	51,883
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax	-	-	-	1,074	1,074	-	1,074
Final dividend for the year ended 30 June 2014 @ Re. 1.00 per share	-	-	-	(18,187)	(18,187)	-	(18,187)
Balance as at 31 March 2015	181,864	56,819	6,619	285,000	608,246	24,689	632,935
Transaction with owners of the Company recognized directly in equity - Distributions							
Total dividend for the year ended 30 June 2015 @ Rs. 1.50 per share	-	-	-	(27,280)	(27,280)	-	(27,280)
Total comprehensive profit for the period ended 30 June 2015	-	-	-	65,268	65,268	(6,644)	58,624
Other Comprehensive income for the period	-	-	(471)	-	(471)	-	(471)
Fair value (loss) on 'Available for sale' investments	-	-	(471)	(5,094)	(5,094)	-	(5,094)
Remeasurement of defined benefit obligation	-	-	(471)	60,174	59,703	(6,644)	53,059
Total Comprehensive income for the period ended 30 June 2015	-	-	(471)	-	-	-	-
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax	-	-	-	-	-	-	-
Balance as at 30 June 2015	181,864	56,819	6,148	285,000	640,669	18,045	658,714
Transaction with owners of the Company recognized directly in equity - Distributions							
Final dividend for the year ended 30 June 2015 @ Re. 1.00 per share	-	-	-	(18,186)	(18,186)	-	(18,186)
Profit for the period ended 31 March 2016	-	-	-	121,555	121,555	4,928	126,483
Other Comprehensive income for the period	-	-	815	-	815	-	815
Fair value gain on 'Available for sale' investments	-	-	-	-	-	-	-
Remeasurement of defined benefit obligation	-	-	815	-	815	-	815
Total comprehensive income for the period ended 31 March 2016	-	-	815	121,555	122,370	4,928	127,298
Surplus on revaluation of property plant and equipment realized through incremental depreciation charged on related assets during the period - net of tax	-	-	-	22,264	22,264	-	22,264
Balance as at 31 March 2016	181,864	56,819	6,963	285,000	767,117	22,973	790,090

Chief Executive

Director

Chief Financial Officer

For Free Color Advisory:

Faisalabad: 041-8554044, 8724050

Peshawar: 091-5703127

Quetta: 081-2822772

Gujranwala: 055-3250744, 3843450


Multan: 061-4586461, 4580946, 4586337

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