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Company Information

Board of Directors

Mr. Maqbool H.H. Rahimtoola - Chairman Dr. Mahmood Ahmad - Chief Executive

Mr. Muhammad Naseem Mr. Shahzad M. Husain

Mr. Zafar A. Osmani

IVII. Zalal A. Osillalli

Mr. Mohammad Saeed

Mr. Sohail Osman Ali

Mr. Ilyas Sharif

Audit Committee

Mr. Muhammad Naseem - Chairman

Mr. Maqbool H.H. Rahimtoola

Mr. Sohail Osman Ali

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
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.

Tel: 92 42 111 237 437 Fax: 92 42 35151549

Factory

28 Km, Multan Road, Lahore. Tel: 92 42 38102775 Fax: 92 42 37543450

Web Presence

www.berger.com.pk

Directors' Report

The Directors of the Company are pleased to present their review along with the interim financial statements of the Company for the quarter ending September 30, 2018.

Operational Results

During the quarter under review, uncertainty continued to prevail in the country even after the general elections and slow down the overall business activities was noticeable. The devaluation of the Rupee against Dollar resulted in increased input costs, thus adversely affecting the performance of the company. Despite these challenges, however, your Company managed to achieve sales value equaling the previous year's sales for the same period. The gross margins reduced by 1% compared to same quarter for last year.

Administrative and Selling expenditure remained under control and marketing activities were executed according to the marketing plan. Earning per Share at the end of the first quarter stood at Rs. (0.61) as compared with Rs. 0.08 for the same quarter of the previous year.

The Directors take this opportunity to thank our shareholders and valued customers for their continued trust as indeed the Company appreciates the dedication demonstrated by all tiers of the Company's staff.

On behalf of the Board

Dr. Mahmood Ahmad Chief Executive Mr. Maqbool H.H. Rahimtoola Director

Lahore:

Dated: 23 October 2018

مجلس نظما کی رپورٹ

آپ کی کمپنی کے ڈائر میکٹرز 30 ستمبر، 2018 کو اختقام پذیر ہونے والی سہ ماہی پر بمعدا پے تبصرے اور عبوری فنانشل اسٹیٹمنٹس پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

آپریشنل نتائج

زیر تیجرہ سہ ماہی میں عام انتخابات کے بعد بھی ملک میں غیر یقینی صورت حال غالب رہی اور مجموعی طور پر کاروباری سرگرمیاں سست رہیں۔ ڈالر کے خلاف روپے کی قدر میں کی کے منتیج میں اِن پُٹ اخراجات میں اضافہ ہوا جس کی وجہ ہے کمپنی کی کارکردگی بری طرح متاثر ہوئی۔ان تمام چیلنجز کے باوجود آپ کی کمبنی گزشتہ سال کی اسی سہ ماہی کمپنی گزشتہ سال کی اسی سہ ماہی کے مقابلے میں گزشتہ سال کی اسی سہ ماہی کے مقابلے میں گا میاب رہی۔ مجموعی مارجن میں گزشتہ سال کی اسی سہ ماہی کے مقابلے میں گا میاب رہی۔ مجموعی مارجن میں گزشتہ سال کی اسی سہ ماہی کے مقابلے میں 14 تک کمی رہی۔

ا نظامی اورتشہیری اخراجات زیر کنٹرول رہے اور مارکیٹنگ کی سرگرمیوں پربھی مارکیٹنگ منصوبہ بندی کے مطابق عمل درآ مدہوا۔ پہلی سہ ماہی کے اختتام پر فی شیئر آمدنی (0.61) رویے رہی جو کہ گزشتہ سال اسی مدت کیلئے 0.08 رویے تھی۔

ڈائر کیٹرزاس موقع پراپنے شیئر ہولڈرز اورمعزز کسٹمرز کاان کےمسلس اعتباد کیلئے شکر بیادا کرتے ہیں اور کمپنی اپنے ہرعبدہ کےاسٹاف کےعزم کی داددیتی

ہے۔

منجانب بورڈ

دُّ المُرْمُحُوداحِم مُقبول اللهُ الله چيف اگزيڻو دُّ ائيريکٹر

لاجور

بتاریخ:23 اکتوبر،2018

Condensed Interim Unconsolidated Statement of Financial Position (Un-audited)

As on 30 September 2018

Rupees in thousand	30 September 2018	30 June 2018
ASSETS		
NON-CURRENT ASSETS		
Property, plant and equipment	1,220,924	1,223,549
Intangibles	6,590	8,034
Goodwill	32,263	32,263
Investments - related parties	57,848	67,28
Long-term loans	53,865	54,36
Long term loan to related party - Secured	40,000	40,00
Long-term deposits	25,884	25,88
Deferred taxation	999 1,438,373	1,451,37
CURRENT ASSETS	1,430,373	1,451,57
Stores	16,598	15,77
Stock in trade	1,049,441	1,015,91
Trade debts	1,375,319	1,164,90
Loans and advances	240,682	199,686
Trade deposits and short-term prepayments	48,449	51,36
Other receivables	19,295	16,36
Taxation - net	287,311	291,57
Short term investments	42,275	42,27
Cash and bank balances	30,962	21,420
	3,110,332	2,819,26
TOTAL ASSETS	4,548,705	4,270,644
EQUITY AND LIABILITIES SHARE CAPITAL AND RESERVES		
Authorised share capital		
25,000,000 ordinary shares of Rs.10 each	250,000	250,000
Issued, Subscribed and paid-up capital	181,864	181,864
Reserves	354,087	363,520
Accumulated Profit	458,905	465,140
Surplus on Revaluation of Fixed Assets - net of tax	504,282	509,13
	1,499,138	1,519,66
NON-CURRENT LIABILITIES		
Long term financing	52,668	69,96
Staff retirement and other long term benefits	146,409	142,592
Deferred taxation	-	9,000
CURRENT LIABILITIES	199,077	221,557
Trade and other payables	1,324,829	1,301,918
Unclaimed dividend	4,756	4,756
Current maturity of long-term financing	68,567	68,298
Accrued finance cost	20,495	16,46
Short term borrowings - secured	1,431,843	1,137,98
	2,850,490	2,529,426
CONTINGENCIES AND COMMITMENTS		

Condensed Interim Unconsolidated Statement of Profit and Loss (Un-audited)

For the period ended 30 September 2018

2018	2017
1 162 548	
1 162 548	
.,.0=,5.0	1,149,930
896,115	878,862
266,433	271,068
206 846	207,867
· ·	47,159
259,484	255,026
6,949	16,042
15,673	10,787
22,622	26,829
29,174	22,117
-	2,486
29,174	24,603
(6,552)	2,226
4,532	690
(11,084)	1,536
(Ps 0 61)	Rs.0.08
	896,115 266,433 206,846 52,638 259,484 6,949 15,673 22,622 29,174 - 29,174 (6,552) 4,532

Condensed Interim

Unconsolidated Statement of Comprehensive Income (Un-audited)

For the period ended 30 September 2018

	30 September	30 September
Rupees in thousand	2018	2017
(Loss) / Profit after taxation	(11,084)	1,536
Other comprehensive income		
Items that may be reclassified to profit and loss		
Fair value loss on 'Available for sale' investments	(9,439)	(807)
Total comprehensive (loss) / income for the period	(20,523)	729

Condensed Interim Unconsolidated Statement of Cash Flow (Un-audited)

For the period ended 30 September 2018

Rupees in thousand	30 September 2018	30 September 2017
upees in thousand	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit before taxation	(6,552)	2,226
Adjustment for non cash items: Depreciation on propery, plant and equipment	20,661	19,245
Provision against slow moving stock	(1,587)	1,790
Provision against bad debts	(1,307)	107
Provision for staff retirement and other long term benefits	7,743	8,151
Amortization on intangibles	1,444	1,055
Gain on disposal of property, plant and equipment	1,444	(817)
Finance costs	29,174	22,117
Finance costs	57,435	51,648
Operating profit before working capital changes	50,883	53,874
(Increase) / Decrease in Current Assets		
increase) / Decrease in Current Assets		
Stores	(826)	963
Stocks in Trade	(31,943)	124,598
Trade debts	(210,412)	167,421
Loans and advances	(40,996)	(40,504)
Trade deposits short-term prepayments	2,911	1,429
Others receivables	(2,932)	3,070
	(284,198)	256,977
ncrease / (Decrease) in Current Liabilities		
Trade and other payables	22,911	(277,055)
Cash generated from operations	(210,404)	33,796
Finance costs paid	(25,144)	(21,346)
Taxes paid	(10,269)	32,131
Staff retirement and other long term benefits paid	(3,926)	(6,307)
Long-term loans - net	495	(5,044)
Long-term deposits - net	495	(1,503)
Long-term deposits - net	(38,844)	(2,069)
Net cash generated / (used in) from operating activities	(249,248)	31,727
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(18,036)	(31,977)
	_	2,295
Sales proceeds on disposal of property, plant and equipment		(29,682)
Sales proceeds on disposal of property, plant and equipment Net cash outflow from investing activities	(18,036)	
	(18,036)	
	(18,036)	
Net cash outflow from investing activities	(18,036)	(17,017)
Net cash outflow from investing activities CASH FLOWS FROM FINANCING ACTIVITIES		(17,017) (23,945)
Net cash outflow from investing activities CASH FLOWS FROM FINANCING ACTIVITIES Repayment of long term financing		
Net cash outflow from investing activities CASH FLOWS FROM FINANCING ACTIVITIES Repayment of long term financing Dividend Paid Net cash generated from / (used in) financing activities	(17,028)	(23,945)
Net cash outflow from investing activities CASH FLOWS FROM FINANCING ACTIVITIES Repayment of long term financing Dividend Paid	(17,028) - (17,028)	(23,945) (40,962)
Net cash outflow from investing activities CASH FLOWS FROM FINANCING ACTIVITIES Repayment of long term financing Dividend Paid Net cash generated from / (used in) financing activities	(17,028) - (17,028)	(23,945) (40,962)

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

For the period ended 30 September 2018

			Capital reserve		Revenue	e reserve	
	Share capital	Share premium	Fair value reserve	Surplus on Revaluation of property, plant and equipment	General reserve	Accumulated Profit	Total share capital and reserve
Balance as at 1 July 2017 - audited	181,864	56,819	28,988	521,363	285,000	353,611	1,427,64
Total comprehensive income for the period							
ended 30 September 2017							
Profit for the period	-	-	-	-	-	1,536	1,5
Other Comprehensive income for the period							
Fair value gain on 'Available for sale' investments	-	-	(807)	-	-	-	(80
Total comprehensive income for the period	-	-	(807)	- '	-	1,536	72
Surplus on revaluation of property plant and equipment realized through incremental depreciation							
charged on related assets during the period	=	-	-	(6,103)	-	6,103	-
Balance as at 30 September 2017 - unaudited	181,864	56,819	28,181	515,260	285,000	361,250	1,428,37
Total comprehensive income for the period							
- Profit for the period	-	-	-	-	-	100,569	100,5
Other Comprehensive income for the period							
Fair value loss on 'Available for sale' investments	-	-	(6,474)	-	-	-	(6,4
Remeasurement of defined benefit obligation	-	-	-	-	-	(5,966)	(5,9
Total comprehensive income for the period	-	-	(6,474)	-	-	94,603	88,12
Surplus on revaluation of property plant and							
equipment realized through incremental depreciation							
charged on related assets during the period	-	-	-	(9,287)	-	9,287	-
Reversal of deferred tax due to change of rate	-	-	-	3,158	-	-	3,1
	-	-	-	(6,129)	-	9,287	3,15
Balance as at 30 Jun 2018 - audited	181,864	56,819	21,707	509,131	285,000	465,140	1,519,66
Total comprehensive income for the period							
Profit for the period	-	-	-	-	-	(11,084)	(11,0
Other Comprehensive income for the period							
Fair value loss on 'Available for sale' investments	-	-	(9,439)	-	-	-	(9,4
Total comprehensive income for the period	-	-	(9,439)		-	(11,084)	(20,5
Surplus on revaluation of property plant and							
equipment realized through incremental depreciation							
charged on related assets during the period	-	-	-	(4,849)	-	4,849	-
Balance as at 30 September 2018 - unaudited	181.864	56.819	12,268	504,282	285.000	458,905	1,499,13

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

For the period ended 30 September 2018

1. THE COMPANY AND ITS OPERATIONS

The company was incorporated in Pakistan on 25 March 1950 as a Private Limited Company under the Companies Act 1913 (now Companies Act, 2017) and was subsequently converted into a Public Limited Company. The Company is listed on the Pakistan Stock Exchange ("PSX"). The principle business activity of the Company is manufacturing and trading of paints, varnishes and other related items.

The registered office of the Company is situated at 36-Industrial Estate Kot Lakhpat, Lahore and the principal manufacturing facility of the Company is located at 28 Km Multan Road, Lahore.

2. BASIS OF PREPARATION

These interim condensed financial statements are unaudited and are being submitted to the shareholders in accordance with section 237 of the Companies Act, 2017 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, 2018.

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, 2018.

4. PROPERTY, PLANT AND EQUIPMENT

Rupees in thousand	30 September 2018	30 September 2017
Additions	18,036	31,977

5. CONTINGENCIES AND COMMITMENTS

5.1 Contingencies

There is no change in the status of contingency, set out in note 28 to the annual financial statements of the company for the year ended 30 June 2018.

5.2 Commitments

- **5.2.1** Outstanding letter of credit as at September 30, 2018 amounted to Rs. 435.25 million [June 30, 2018: Rs. 533.72 million].
- **5.2.2** Outstanding letter of guarantees as at September 30, 2018 amounted to Rs. 66.28 million [June 30, 2018: Rs. 65.71 million].

6. TRANSACTION WITH RELATED PARTIES

The following table provides details in respect of transactions entered into with related parties during the quarter ended on September 30, 2018. All transactions were carried out at arms length price.

Rupees in thousand	30 September 2018	30 September 2017
SALES		
Berger Road Safety (Private) Limited - a subsidiary	61,303	25,076
Buxly Paints Limited - related party	41,499	51,800
3S Pharmaceutical (Private) Limited - related party	-	-
Dadex Eternit	44	532
TOLL MANUFACTURING INCOME		
Buxly Paints Limited - related party	5,059	4,453
RENTAL INCOME AND OTHER SERVICES CHARGED		
Buxly Paints Limited - related party	300	300
Berger Road Safety (Private) Limited - a subsidiary	1,511	1,511
INTEREST INCOME		
Berger Road Safety (Private) Limited - a subsidiary	1,687	1,176
RENTAL EXPENSES		
Buxly Paints Limited - related party	453	465
ROYALTY		
Buxly Paints Limited - related party	403	450
Slotrapid Limited B.V.I - holding company	9,629	7,206

 These interim condensed financial statements were authorized for issue on 23 October 2018 by the Board of Directors of the Company.

8. GENERAL

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

BERGER PAINTS

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Berger Paints Pakistan Limited Consolidated Financial Statements

Condensed Interim Consolidated Statement of Financial Position (Un-audited)

As on 30 September 2018

Rupees in thousand		
	2018	2018
Non-current assets		
Property, plant and equipment	1,225,894	1,229,115
Intangibles	38,853	40,297
Investments - related parties	52,139	63,532
Long term loans	53,865	54,360
Long term deposits	26,869	26,869
Deferred taxation	2,836	-
Current assets	1,400,456	1,414,173
 -	16 500	15.770
Stores	16,598	15,772
Stock in trade	1,058,503	1,024,042
Trade debts	1,456,355	1,237,001
Loans and advances	242,136	200,825
Trade deposits and short term prepayments	48,449	51,757
Other receivables	19,295	16,363
Taxation - net	319,314	319,994
Short term investments	42,275	42,275
Cash and bank balances	38,989	26,569
	3,241,914	2,934,598
Share capital and reserves	4,642,370	4,348,771
-		
Authorised share capital	250.000	250,000
25,000,000 ordinary shares of Rs.10 each	250,000	250,000
Share capital	181,864	181,864
Reserves	832,671	843,628
Surplus on revaluation of fixed assets	504,282	509,131
	1,518,817	1,534,623
Non-controlling intrest	27,070	20,599
Non-current liabilities		
Long-term financing	52,668	69,965
Staff retirement benefits	146,409	142,592
Liabilities against assets subject to finance lease	2,099	2,099
Deferred taxation	-	7,163
	201,176	221,819
Current liabilities		
Trade and other payables	1,368,595	1,342,728
Unclaimed dividend	4,756	4,756
Accrued finance cost	20,495	16,465
Current maturity of long-term financing	68,567	68,298
Current maturity of liabilities against assets subject to finance lease	1,051	1,494
Short term borrowings	1,431,843	1,137,989
	2,895,307	2,571,730
	3,096,483	2,793,549
Contingencies and commitments	3,090,463	2/. 55/5 .5

Condensed Interim Consolidated Statement of Profit or Loss (Un-audited)

	30 September	30 September
Rupees in thousand	2018	2017
Sales - net	1,228,376	1,190,644
Cost of sales	935,987	907,346
Gross profit	292,389	283,298
Marketing and Distribution costs	209,398	215,394
Administrative expenses	55,178	49,361
	264,576	264,755
Operating profit	27,813	18,543
Other operating income	12,496	8,272
	40,309	26,815
		2.105
Other Charges Finance cost	- 21 014	2,486
Finance cost	31,014 31,014	23,387
	31,014	25,873
Share of (loss) / profit of associated Company	(1,954)	254
Profit before taxation	7,341	1,196
	.,	.,.50
Taxation	7,237	1,512
Profit / (Loss) after taxation	104	(316)
Attributable to:		
Equity holders of the parent	(6,367)	688
Non-controlling interest	6,471	(1,004)
	R	upees
Earning per share - basic and diluted	(0.35)	0.04

Condensed Interim

Consolidated Statement of Comprehensive Income (Un-audited)

Rupees in thousand	30 September 2018	30 September 2017
Profit / (Loss) after taxation	104	(316)
Other comprehensive income for the period Items that may be reclassified to profit and loss		
Fair value loss on 'Available for sale' investments	(9,439)	(807)
Total comprehensive loss for the period	(9,335)	(1,123)
Attributable to:		
Equity holder of the parent Non-controlling intrest	(15,806) 6,471	(119) (1,004)

Condensed Interim Consolidated Statement of Cash Flow (Un-audited)

	30 September	30 September	
Rupees in thousand	2018	2017	
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash (used) / generated from operations	(198,957)	9,393	
Finance cost paid	(26,984)	(22,616)	
Taxes paid	(16,556)	28,821	
Staff retirement benefits	(3,926)	(6,307)	
Long term loans	495	(5,044)	
Long term deposits	-	(1,503)	
Net cash (outflows) / inflows from operating activities	(245,928)	2,744	
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure	(18,035)	(31,977)	
Sale proceeds on disposal of property, plant and equipment	-	2,295	
Net cash (outflows) / inflows from investing activities	(18,035)	(29,682)	
CASH FLOWS FROM FINANCING ACTIVITIES			
Repayment of long term financing	(17,028)	(17,017)	
Lease liability	(443)	(443)	
Net cash (outflows) from financing activities	(17,471)	(17,460)	
Net increase / (decrease) in cash and cash equivalents	(281,434)	(44,398)	
Cash and cash equivalents at 1 Jul	(711,420)	(498,980)	
Cash and cash equivalents at 30 September	(992,854)	(543,378)	

Condensed Interim

Consolidated Statement of Changes In Equity (Un-audited)

		Reserves							
	Share capital	Capital		Revenue		_			
		Share premium	Fair value reserve	Surplus on Revaluation of property, plant and equipment	General reserve	Accumulated (Loss) / Profit	Total equity attributable to owners of the parent Company	Non controlling Intrest	Total equity
Balance as at 01 July 2017 - audited	181,864	56,819	28,988	521,363	285,000	365,634	1,439,668	18,158	1,457,826
Total comprehensive income for the period									
Profit for the period Other Comprehensive income for the period	-	-	-	-	-	688	688	(1,004)	(316
- Fair value gain on 'Available for sale' investments Total comprehensive income for the period	-	-	(807)	-	-	- 688	(807)	(1,004)	(807
iotal comprehensive income for the period	-		(807)	-	-	880	(119)	(1,004)	(1,123
Surplus on revaluation of property, plant and equipment realized through incremental depreciation charged on related assets during the period		_		(6.103)		6.103			_
Balance as at 30 September 2017 - unaudited	181,864	56,819	28,181	515,260	285.000	372,425	1,439,549	17,154	1,456,703
Total comprehensive income for the period	,	,		,	,	,	1,122,212	,	.,,
Profit for the period			_			104,355	104,355	3,445	107,800
Other Comprehensive income for the period							,	.,	
- Fair value loss on 'Available for sale' investments	_	_	(6,474)				(6,474)		(6,474
- Remeasurement of defined benefit obligation		-	(0,474)			(5,966)	(5,966)	_	(5,966
Total comprehensive income for the period	-	-	(6,474)	- '	-	98,389	91,915	3,445	95,360
Surplus on revaluation of property, plant and equipment realized through incremental depreciation charged on related assets during the period				(9,287)		9.287			
Reversal of deferred tax due to change of rate			_	3,158		3,201	3,158	_	3,158
•		-	-	(6,129)	-	9,287	3,158		3,158
Balance as at 30 June 2018 - audited	181,864	56,819	21,707	509,131	285,000	480,102	1,534,623	20,599	1,555,222
Total comprehensive income for the period									
Profit for the period	-	-	-	-		(6,367)	(6,367)	6,471	104
Other Comprehensive income for the period							1 1		
- Fair value loss on 'Available for sale' investments	- 1	-	(9,439)				(9,439)	-	(9,439
Total comprehensive income for the period		-	(9,439)		-	(6,367)	(15,806)	6,471	(9,33
urplus on revaluation of property, plant and quipment realized through incremental depreciation harged on related assets during the period				(4,849)		4.849			
			-	(4,049)	-				-

Notes			

BERGER PAINTS Notes



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