



GlaxoSmithKline

GlaxoSmithKline Pakistan Limited

35-Dockyard Road, West Wharf,
Karachi-74000, Pakistan.
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October 28, 2013

The Deputy General Manager
Trading & Members Affairs Department
Karachi Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Fax # 111-573-329
Total 02 (two) pages

Subject: **Financial Results for the Quarter ended September 30, 2013**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on October 28, 2013 at 11:00 a.m. in the Board Room, Sykes Building, 35 – Dockyard Road, West Wharf, Karachi, recommended the following:

CASH DIVIDEND Nil.

BONUS SHARES Nil.

The financial results of the Company are as follows:

	Quarter ended		Nine months ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
	Rs'000		Rs'000	
Sales	6,033,773	5,159,528	18,602,308	16,820,010
Cost of Sales	(4,665,072)	(3,954,459)	(13,782,523)	(12,406,029)
Gross Profit	1,368,701	1,205,069	4,819,785	4,413,981
Selling, Marketing and distribution expenses	(822,763)	(671,155)	(2,723,804)	(2,183,063)
Administrative expenses	(242,733)	(205,856)	(702,365)	(616,312)
Other expenses	(11,587)	(26,683)	(136,311)	(140,365)
Other income	29,860	127,379	354,230	257,143
Profit from operations	321,478	428,754	1,611,535	1,731,384
Finance cost (including exchange losses)	(107,778)	(1,539)	(127,153)	(30,822)
Profit before taxation	213,700	427,215	1,484,382	1,700,562
Taxation	(73,000)	(196,111)	(630,000)	(767,000)
Profit after taxation	140,700	231,104	854,382	933,562
Earnings per share	Rs. 0.48	Rs. 0.79	Rs. 2.95	Rs. 3.22