



GlaxoSmithKline

**GlaxoSmithKline Pakistan Limited**

35-Dockyard Road, West Wharf,  
Karachi-74000, Pakistan

UAN: 111-475-725  
Tel: 92-21 2315478-82  
Fax: 92-21 2314898

April 28, 2014

The General Manager  
Karachi Stock Exchange Limited,  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Subject: **Financial Results for the First Quarter ended March 31, 2014**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on April 28, 2014 at 10:30 a.m. at the Beach Luxury Hotel, Off M. T. Khan Road, Karachi, approved the un-audited financial information of the Company for the first quarter ended March 31, 2014.

The financial results of the Company are as follows:

	Quarter ended March 31, 2014 Rs. "000"	Quarter ended March 31, 2013 Rs. "000"
Net Sales	7,142,948	6,351,931
Cost of sales	<u>(5,272,875)</u>	<u>(4,591,379)</u>
Gross Profit	1,870,073	1,760,552
Selling, marketing and distribution expenses	(967,512)	(866,974)
Administrative expenses	(236,089)	(214,689)
Other Operating expenses	(67,000)	(56,393)
Other Income (including exchange gain)	202,126	71,830
Operating Profit	<u>801,598</u>	<u>694,326</u>
Financial Charges	<u>(3,650)</u>	<u>(9,852)</u>
Profit before taxation	797,948	684,474
Taxation	<u>(313,100)</u>	<u>(280,282)</u>
Profit after taxation	<u>484,848</u>	<u>404,192</u>
Earnings per share	<u>Rs.1.67</u>	<u>Rs.1.40</u>



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We will be sending you 200 copies of printed accounts for distribution amongst the members of the Exchange.

Yours Sincerely,

A handwritten signature in blue ink, appearing to read 'Shahid' followed by a stylized surname.

SHAHID MUSTAFA QURESHI  
Director/Company Secretary

cc: The Secretary,  
Lahore Stock Exchange Limited,  
LSE Plaza, 19 Khayaban-e-Aiwan-e-Iqbal,  
Lahore – 54000

Head of Operation,  
Central Depository Company of Pakistan Limited,  
99-B, Block – B, S.M.C.H.Society.,  
Main Shahra-e-Faisal,  
Karachi –74400.