



August 26, 2016

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi - 74000

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

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Subject: **Financial Results for the Half Year ended June 30, 2016**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on August 26, 2016 at 3:00 p.m. in the Conference Room, Sykes Building, 35 – Dockyard Road, West Wharf, Karachi, recommended the following:

(i) **CASH DIVIDEND**

NIL

AND/OR

(ii) **BONUS SHARES**

NIL

The financial results of the Company are as follows:

	Quarter ended		Half year ended	
	June 30, 2016	June 30, 2015	June 30, 2016	June 30, 2015
	Rs'000		Rs'000	
Sales	6,804,128	5,943,657	12,916,465	11,676,562
Cost of Sales	(5,206,613)	(4,369,583)	(9,510,709)	(8,536,140)
Gross Profit	1,597,515	1,574,074	3,405,756	3,140,422
Selling, Marketing and distribution expenses	(696,535)	(911,028)	(1,355,368)	(1,502,986)
Administrative expenses	(245,103)	(242,560)	(490,813)	(472,244)
Other operating expenses	(50,919)	(48,471)	(137,921)	(107,842)
Other Income	94,714	69,887	196,516	164,037
Profit from operations	699,672	441,902	1,618,170	1,221,387
Finance cost	(3,872)	(4,609)	(8,598)	(9,928)
Profit before taxation	695,800	437,293	1,609,572	1,211,459
Taxation	(333,815)	(175,869)	(675,049)	(481,717)

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Profit after taxation from Continuing Operations	361,985	261,424	934,523	729,742
Profit after taxation from Discontinued Operation	<u>1,996</u>	<u>57,322</u>	<u>138,816</u>	<u>103,147</u>
Total profit after taxation	<u>363,981</u>	<u>318,746</u>	<u>1,073,339</u>	<u>832,889</u>
Earnings per share - Continuing Operations	Rs. 1.14	Re. 0.82	Rs. 2.93	Rs. 2.29
Earnings per share - Discontinued Operation	<u>Re. 0.01</u>	<u>Re. 0.18</u>	<u>Re. 0.44</u>	<u>Re. 0.32</u>
Earnings per share	<u>Rs. 1.15</u>	<u>Rs. 1.00</u>	<u>Rs. 3.37</u>	<u>Rs. 2.61</u>

Note:

A fire incident occurred on June 24, 2016 at one of the Company's third party warehouses located at main Hawksbay Road, Karachi. The Company's management has ascertained that stocks amounting to Rs. 287.29 million were destroyed at the warehouse and the same has been written off in the financial results for the half year ended June 30, 2016. However there has been no interruption or shortages in supply of products to its consumer. This information has already been disclosed to Pakistan Stock Exchange letter dated 27th June 2016

Subsequent to June 30, 2016, the management has filed a claim with the Insurance Company with regards to the burnt stock. After correspondence with the Insurance Company and pursuant to filing of the claim, management believes that the losses due to the incident are adequately covered by the insurance policy.

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

Yours Sincerely,

SYED AZEEM ABBAS NAQVI
Company Secretary

cc: Head of Operation,
Central Depository Company of Pakistan Limited,
99-B, Block – B, S.M.C.H.S.,
Main Shahra-e-Faisal,
Karachi – 74000

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