



March 08, 2017

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
UAN +92 21 111 475 725
Fax +92 21 3231 4898
www.gsk.com.pk

Subject: Financial Result for the Year ended December 31, 2016

Dear Sir,

We have to inform you that the Board of Directors of our Company in their meeting held on March 08, 2017 at 02:30 p.m. at Sykes Building, 35 – Dockyard Road, West Wharf, Karachi, recommended the following:

CASH DEIVIDEND.

A final Cash Dividend for the year ended December 31, 2016 at Rs. 6.00 per share i.e. 60%.

The financial results of the Company are as follows:

| | 2016 | 2015 |
|--|--------------|--------------|
| | Rupees "000" | |
| Sales | 27,563,533 | 23,821,926 |
| Cost of Sales | (20,099,062) | (17,397,755) |
| Gross Profit | 7,464,471 | 6,424,171 |
| Selling, Marketing and distribution expenses | (2,816,163) | (2,787,942) |
| Administrative expenses | (944,201) | (971,144) |
| Other Operating Expenses | (372,750) | (255,635) |
| Other Income | 1,040,556 | 1,159,017 |
| Operating Profit | 4,371,913 | 3,568,467 |
| Financial Charges | (19,032) | (54,361) |
| Profit before taxation | 4,352,881 | 3,514,106 |



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

UAN +92 21 111 475 725
Fax +92 21 3231 4898
www.gsk.com.pk

| | | |
|--|--------------------|-------------|
| Taxation | (1,707,969) | (1,003,380) |
| Profit after taxation from Continuing Operations | 2,644,912 | 2,510,726 |
| Profit after taxation from Discontinued Operations | 117,273 | 132,504 |
| Total Profit after taxation | 2,762,185 | 2,643,230 |
| Earnings per share – Continuing Operations | Rs. 8.31 | Rs. 7.88 |
| Earnings per share – Discontinued Operations | Re.0.37 | Re. 0.42 |
| Earnings per share | Rs. 8.68 | Rs. 8.30 |

The 70th Annual General Meeting of the Company will be held on April 24, 2017 at 11 a.m. at the Beach Luxury Hotel, Karachi.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on April 18, 2017.

The Share Transfer Books of the Company will be closed from April 18, 2017 to April 24, 2017 (both days inclusive). Transfer received at the office of the Share Registrar Department at Central Depository Company of Pakistan Limited, 99-B, Block-B, S.M.C.H.S., Main Shahra-e-Faisal, Karachi-74000 at the close of business on April 17, 2017 will be treated in time for the purpose of above entitlement to the transferees.

We will be sending you 200 copies of printed accounts for distribution amongst the TRE Certificate holders of the Exchange 21 days before the date of AGM.

Yours Sincerely,

SYED AZEEM ABBAS NAQVI
Company Secretary

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