



October 26, 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 Results for the Nine Months ended September 30, 2017**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on October 26, 2017 at 12:30 a.m. (SLST) at The Kingsbury Hotel, Colombo, Sri Lanka, recommended the following:

(i) CASH DIVIDEND

An interim Cash Dividend for the nine months ended September 30, 2017 at Rs. 3 per Shares i.e. 30%

AND/OR

(ii) BONUS SHARES

NIL

The financial results of the Company are as follows:

	Quarter ended		Nine months ended	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	Rs'000		Rs'000	
Sales	7,674,526	6,932,978	23,882,711	19,849,443
Cost of Sales	<u>(5,457,052)</u>	<u>(5,022,985)</u>	<u>(17,281,119)</u>	<u>(14,533,694)</u>
Gross Profit	2,217,474	1,909,993	6,601,592	5,315,749
Selling, Marketing and distribution expenses	(750,628)	(691,430)	(2,228,686)	(2,046,798)
Administrative expenses	(244,989)	(223,507)	(727,941)	(714,320)
Other operating expenses	(93,849)	(113,268)	(315,862)	(251,189)
Other Income	<u>68,239</u>	<u>327,952</u>	<u>362,838</u>	<u>524,478</u>
Profit from operations	1,196,247	1,209,740	3,691,941	2,827,920
Finance cost	<u>(18,066)</u>	<u>(5,633)</u>	<u>(22,278)</u>	<u>(14,231)</u>
Profit before taxation	1,178,181	1,204,107	3,669,663	2,813,689



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	<u>(390,088)</u>	<u>(506,914)</u>	<u>(1,418,025)</u>	<u>(1,181,963)</u>
Profit after taxation from Continuing Operations	788,093	697,193	2,251,638	1,631,726
(Loss) / Profit after taxation from Discontinued Operation	<u>(3,974)</u>	<u>19,493</u>	<u>(35,695)</u>	<u>158,309</u>
Total profit after taxation	<u>784,119</u>	<u>716,686</u>	<u>2,215,943</u>	<u>1,790,035</u>
Earnings per share - Continuing Operations	Rs.2.47	Rs. 2.19	Rs.7.07	Rs. 5.12
Earnings per share - Discontinued Operation	<u>Re.(0.01)</u>	<u>Re. 0.06</u>	<u>Re.(0.11)</u>	<u>Re. 0.50</u>
Earnings per share	<u>Rs.2.46</u>	<u>Rs. 2.25</u>	<u>Rs.6.96</u>	<u>Rs. 5.62</u>

* The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on November 10, 2017.

The Share Transfer Books of the Company will be closed from November 10, 2017 to November 17, 2017 (both days inclusive). Transfers received at the Office of the Share Registrar of the Company at Central Depository Company of Pakistan Limited, CDC House, 99-B, Block – B, S.M.C.H.S., Main Shahrah-e-Faisal, Karachi at the close of business on November 09, 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 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 Shakra-e-Faisal,
Karachi – 74000.