



October 29, 2018

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 Nine months ended September 30, 2018**

Dear Sir,

This is to inform you that the Board of Directors of our company in their meeting held on October 29, 2018 at 12:00 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		Nine months ended	
	September 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017
	Rs'000		Rs'000	
Sales	8,049,960	7,674,526	25,274,071	23,882,711
Cost of Sales	<u>(6,182,881)</u>	<u>(5,457,052)</u>	<u>(18,908,179)</u>	<u>(17,281,119)</u>
Gross Profit	1,867,079	2,217,474	6,365,892	6,601,592
Selling, Marketing and distribution expenses	<b>(878,129)</b>	(750,628)	<b>(2,588,864)</b>	(2,228,686)
Administrative expenses	<b>(254,139)</b>	(244,989)	<b>(776,093)</b>	(727,941)
Other operating expenses	<b>(94,719)</b>	(93,849)	<b>(298,761)</b>	(315,862)
Other Income	<u>358,505</u>	68,239	<u>590,607</u>	362,838
Profit from operations	998,597	1,196,247	3,292,781	3,691,941
Finance cost	<u>(10,062)</u>	<u>(18,066)</u>	<u>(81,301)</u>	<u>(22,278)</u>
Profit before taxation	988,535	1,178,181	3,211,480	3,669,663
Taxation	<u>(447,474)</u>	<u>(390,088)</u>	<u>(1,366,134)</u>	<u>(1,418,025)</u>



Profit after taxation from Continuing Operations	<b>541,061</b>	788,093	<b>1,845,346</b>	2,251,638
Profit / (Loss) after taxation from Discontinued Operation	<u>-</u>	<u>(3,974)</u>	<u>26,029</u>	<u>(35,695)</u>
<b>Total profit after taxation</b>	<b><u>541,061</u></b>	<b><u>784,119</u></b>	<b><u>1,871,375</u></b>	<b><u>2,215,943</u></b>
Earnings per share - Continuing Operations	<b>Rs. 1.70</b>	Rs. 2.47	<b>Rs. 5.79</b>	Rs. 7.07
Earnings per share - Discontinued Operation	<u>-</u>	<u>Re. (0.01)</u>	<u>Re. 0.08</u>	<u>Re. (0.11)</u>
Earnings per share	<b><u>Rs. 1.70</u></b>	<b><u>Rs. 2.46</u></b>	<b><u>Rs. 5.87</u></b>	<b><u>Rs. 6.96</u></b>

**Note:**

Please note that the quarterly report of company for the period ended September 30, 2018 shall be shared in accordance with applicable requirements.  
You may please inform the TRE certificate holders of the exchange accordingly.

Yours Sincerely,

SYED AZEEM ABBAS NAQVI  
Company Secretary

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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