



11th Floor, The Harbour Front, Dolmen City,  
HC-3, Block 4, Marine Drive, Clifton,  
Karachi-75600, Pakistan.  
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September 25, 2012

Ref: 2012/FIN/018

**BY FAX & COURIER**

**FORM 3**

**The General Manager**  
Karachi Stock Exchange (Guarantee) Limited  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi - 74000

**The Secretary**  
Lahore Stock Exchange (Guarantee) Limited  
19-Khayanban-e-Aiwan-e-Iqbal,  
P.O. Box 1315  
Lahore - 54000

Subject: **FINANCIAL RESULTS FOR THE YEAR ENDED JUNE 30, 2012**

Dear Sirs,

We have to inform you that the Board of Directors of our company in their meeting held on Tuesday, September 25, 2012 at 11:00 a.m. at 11<sup>th</sup> Floor, The Harbour Front, Dolmen City, HC-3, Block-4, Marine Drive, Clifton, Karachi -- 75600, have approved the financial results of the Company for the year ended June 30, 2012. The results are as follows:

	<i>Note</i>	June 30, 2012	June 30, 2011
<i>Rupees in '000</i>			
Sales - net	18	1,408,301	1,032,760
Cost of goods sold	19	(1,017,362)	(768,631)
<b>Gross profit</b>		<b>390,939</b>	<b>264,138</b>
Other operating income	20	26,397	51,998
Selling, marketing and distribution expenses	21	(253,704)	(218,669)
Administrative expenses	22	(33,068)	(35,248)
Other operating expenses	23	(2,681)	(19,491)
Bank charges	24	(314)	(311)
<b>Profit before tax</b>		<b>127,571</b>	<b>42,417</b>
Income tax expense	25	(65,981)	(66,982)
<b>Profit / (loss) after tax</b>		<b>61,590</b>	<b>(24,565)</b>
<i>Rupees</i>			
<b>Earning / (loss) per share - basic and diluted</b>	26	<b>3.21</b>	<b>(1.28)</b>

The Board did not recommend any dividend or bonus share based on the above financial statements information. We will also be sending you 300 copies of printed accounts for distribution amongst the members of the Stock Exchange in due course.

Sincerely,

  
**Muhammad Noor-e-Arshad Khan**  
CFO & Company Secretary