

**GILLETTE PAKISTAN LIMITED
PROFIT AND LOSS ACCOUNT
FOR THE QUARTER ENDED SEPTEMBER 30, 2016**

	July to September 30, 2016	July to September 30, 2015
	----- Rupees in '000 -----	
Sales - net	412,055	492,660
Cost of goods sold	(272,933)	(338,691)
Gross profit	<u>139,122</u>	<u>153,969</u>
Other income	3,076	6,261
Selling, marketing and distribution expenses	(78,799)	(78,120)
Administrative expenses	(12,949)	(11,433)
Other operating expenses	(3,967)	(17,080)
Bank charges	(6)	(8)
Profit before tax	<u>46,477</u>	<u>53,589</u>
Income tax expense	(21,728)	(29,253)
Profit after tax	<u><u>24,749</u></u>	<u><u>24,336</u></u>
	-----Rupees-----	
Earning per share - basic and diluted	<u><u>1.29</u></u>	<u><u>1.27</u></u>



Mehr Alwy Malik
CFO & Company Secretary