

**GILLETTE PAKISTAN LIMITED
PROFIT AND LOSS ACCOUNT
FOR THE NINE MONTH PERIOD ENDED MARCH 31, 2017**

	Nine Months Ended		Quarter Ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
	----- Rupees in '000 -----		----- Rupees in '000 -----	
Sales - net	1,423,635	1,547,276	456,357	550,876
Cost of goods sold	(1,068,983)	(1,159,860)	(332,005)	(446,605)
Gross profit	354,652	387,416	124,352	104,271
Other income	11,482	14,449	(6,116)	7,320
Selling, marketing and distribution expenses	(253,719)	(240,208)	(81,112)	(83,670)
Administrative expenses	(24,981)	(26,915)	(6,554)	(7,513)
Other operating expenses	(2,010)	(11,751)	(707)	(9,690)
Bank charges	(14)	(16)	(4)	-
Profit before tax	85,410	122,975	29,859	10,718
Income tax expense	(67,430)	(85,424)	(15,598)	(31,763)
Profit after tax	17,980	37,551	14,261	(21,045)
	----- Rupees -----		----- Rupees -----	
Earning per share - basic and diluted	0.94	1.96	0.74	(1.10)



Mehr A. Malik
CFO & Company Secretary