



April 21, 2017

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi - 74000

GlaxoSmithKline Consumer  
Healthcare Pakistan Limited  
35-Dockyard Road,  
West Wharf,  
Karachi - 74000  
Pakistan  
UAN +92 21 111 475 795  
Fax +92 21 5220 1855  
www.gsk.com.pk

Subject: Financial Results for the Quarter ended March 31, 2017

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on April 21, 2017 at 04:00 p.m. at Beach Luxury Hotel, 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   |                |
|---|-----------------|----------------|
|   | March 31, 2017  | March 31, 2016 |
|   | Rupees          |                |
| Net Sales                                       | 1,650,009,619   | -              |
| Cost of Sales                                   | (1,015,311,619) | -              |
| Gross Profit                                    | 634,698,000     | -              |
| Selling, Marketing and<br>distribution expenses | (391,551,655)   | -              |
| Administrative expenses                         | (51,782,946)    | -              |
| Other operating expenses                        | (15,100,000)    | -              |
| Other Income                                    | 23,170,369      | -              |
| Operating profit                                | 199,433,768     | -              |
| Financial charges                               | (151,626)       | -              |
| Profit before taxation                          | 199,282,142     | -              |

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GlaxoSmithKline Consumer  
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|                               |                     |          |
|-------------------------------|---------------------|----------|
| Taxation                      | <u>(52,500,000)</u> | <u>-</u> |
| Profit /(Loss) after taxation | <u>146,782,142</u>  | <u>-</u> |
| Earnings per share            | <u>Rs. 1.54</u>     | <u>-</u> |

We will be sending you 200 copies of printed Accounts for distribution amongst the TRE Certificate Holders of the Exchange.

Yours sincerely,

FARHAN MOHAMMAD HAROON  
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