



August 15, 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 21 111 475 725
Fax +92 21 3220 1855
www.gsk.com.pk

Subject: **Financial Results for the quarter ended June 30, 2017**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on August 11, 2017 at 04:00 p.m. at 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		Half year ended	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
	Rs'000		Rs'000	
Net Sales	2,096,452,155	1,452,239,805	3,746,461,774	1,452,239,805
Cost of Sales	<u>(1,229,684,381)</u>	<u>(1,423,435,439)</u>	<u>(2,244,996,000)</u>	<u>(1,423,435,439)</u>
Gross Profit	866,767,774	28,804,366	1,501,465,774	28,804,366
Selling, Marketing and distribution expenses	(478,963,941)	(289,849,111)	(870,515,596)	(289,849,111)
Administrative expenses	(55,574,820)	(40,412,410)	(107,357,766)	(40,412,410)
Other operating expenses	(36,759,553)	(14,097,824)	(51,859,553)	(14,097,824)
Other Income	<u>97,140,617</u>	<u>4,363,507</u>	<u>120,310,986</u>	<u>4,363,507</u>
Operating profit / (loss)	392,610,077	(311,191,472)	592,043,845	(311,191,472)
Financial charges	<u>(2,513)</u>	<u>(70,626)</u>	<u>(154,139)</u>	<u>(70,626)</u>
Profit / (loss) before taxation	392,607,564	(311,262,098)	591,889,706	(311,262,098)



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Taxation	<u>(231,891,254)</u>	<u>(90,945,361)</u>	<u>(284,391,254)</u>	<u>(90,945,361)</u>
Profit / (loss) after taxation	<u>160,716,310</u>	<u>(402,207,459)</u>	<u>307,498,452</u>	<u>(402,207,459)</u>
Earnings Profit / (loss) per share	<u>Rs. 1.68</u>	<u>Rs. (8.42)</u>	<u>Rs. 3.22</u>	<u>Rs. (8.42)</u>

We will be sending you 200 copies of printed accounts for distribution amongst the members of the Exchange.

Yours faithfully,
GlaxoSmithKline Consumer Healthcare Pakistan Limited

FARHAN M. 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