



October 23, 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 nine months ended September 30, 2017**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on October 23, 2017 at 12:30 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		Nine months ended	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	Rs		Rs	
Net Sales	2,170,721,200	1,623,732,674	5,917,182,974	3,075,972,479
Cost of Sales	<u>(1,415,248,889)</u>	<u>(1,014,294,183)</u>	<u>(3,660,244,889)</u>	<u>(2,437,729,622)</u>
Gross Profit	755,472,311	609,438,491	2,256,938,085	638,242,857
Selling, Marketing and distribution expenses	<u>(461,148,623)</u>	<u>(275,618,909)</u>	<u>(1,331,664,219)</u>	<u>(565,468,020)</u>
Administrative expenses	<u>(45,977,920)</u>	<u>(34,723,291)</u>	<u>(153,335,686)</u>	<u>(75,135,701)</u>
Other operating expenses	<u>(17,467,447)</u>	-	<u>(69,327,000)</u>	<u>(14,097,824)</u>
Other Income	<u>20,155,433</u>	<u>520,966,674</u>	<u>140,466,419</u>	<u>525,330,181</u>
Operating profit	251,033,754	820,062,965	843,077,599	508,871,493
Financial charges	<u>(14,185,911)</u>	-	<u>(14,340,050)</u>	<u>(70,626)</u>
Profit before taxation	236,847,843	820,062,965	828,737,549	508,800,867

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Taxation	<u>(50,580,746)</u>	<u>(95,000,000)</u>	<u>(334,972,000)</u>	<u>(185,945,361)</u>
Profit after taxation from Continuing Operations	<u>186,267,097</u>	<u>725,062,965</u>	<u>493,765,549</u>	<u>322,855,506</u>
Earnings per share	<u>Rs. 1.95</u>	<u>Rs. 7.59</u>	<u>Rs. 5.17</u>	<u>Rs. 5.06</u>

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

Yours sincerely,

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 Shahra-e-Faisal,  
Karachi – 74000