



April 26, 2018

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 March 31, 2018**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on April 26, 2018 at 03:00 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	
	March 31, 2018	March 31, 2017
	Rupees	
Net Sales	2,339,596,918	1,650,009,619
Cost of Sales	<u>(1,413,710,740)</u>	<u>(1,015,311,619)</u>
Gross Profit	925,886,178	634,698,000
Selling, Marketing and distribution expenses	(552,725,048)	(391,551,655)
Administrative expenses	(56,704,990)	(51,782,946)
Other operating expenses	(27,228,765)	(15,100,000)
Other Income	<u>38,255,172</u>	<u>23,170,369</u>
Operating profit	327,482,547	199,433,768
Financial charges	<u>(6,638,807)</u>	<u>(151,626)</u>
Profit before taxation	320,843,740	199,282,142



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Taxation	<u>(89,088,000)</u>	<u>(52,500,000)</u>
Profit /(Loss) after taxation	<u>231,755,740</u>	<u>146,782,142</u>
Earnings per share	<u>Rs. 2.43</u>	<u>Rs. 1.54</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