



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

August 20, 2018

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

Subject: **Financial Results for the quarter ended June 30, 2018**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on August 20, 2018 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:

	Half year ended		Quarter ended	
	June 30, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Rupees				
Net Sales	4,147,651,415	3,746,461,774	1,808,054,497	2,096,452,155
Cost of Sales	<u>(2,644,173,052)</u>	<u>(2,244,996,000)</u>	<u>(1,230,462,312)</u>	<u>(1,229,684,381)</u>
Gross Profit	1,503,478,363	1,501,465,774	577,592,185	866,767,774
Selling, Marketing and distribution expenses	<u>(972,931,226)</u>	(870,515,596)	<u>(420,206,178)</u>	(478,963,941)
Administrative expenses	<u>(116,726,316)</u>	(107,357,766)	<u>(60,021,326)</u>	(55,574,820)
Other operating expenses	<u>(41,073,351)</u>	(51,859,553)	<u>(13,844,586)</u>	(36,759,553)
Other Income	<u>133,700,200</u>	120,310,986	<u>95,445,028</u>	97,140,617
Operating profit / (loss)	<u>506,447,670</u>	592,043,845	<u>178,965,123</u>	392,610,077
Financial charges	<u>(9,317,943)</u>	<u>(154,139)</u>	<u>(2,679,136)</u>	<u>(2,513)</u>
Profit / (loss) before taxation	<u>497,129,727</u>	591,889,706	<u>176,285,987</u>	392,607,564



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Taxation	<u>(168,169,838)</u>	<u>(284,391,254)</u>	<u>(79,081,838)</u>	<u>(231,891,254)</u>
Profit after taxation	<u>328,959,889</u>	<u>307,498,452</u>	<u>97,204,149</u>	<u>160,716,310</u>
Earnings Profit / (loss) per share	<u>Rs. 3.44</u>	<u>Rs. 3.22</u>	<u>Rs. 1.01</u>	<u>Rs. 1.68</u>

We will be sending you 15 copies of printed accounts as per your requirement.

Yours faithfully,
GlaxoSmithKline Consumer Healthcare Pakistan Limited


Ms. Mehar Ameer
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