



October 29, 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

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Fax +92 91 3220 1855
www.gsk.com.pk

Subject: Financial Results for the Nine months ended September 30, 2018

Dear Sir,

This is to inform you that the Board of Directors of our company in their meeting held on October 29, 2018 at the Sykes Building's Conference Room in the GlaxoSmithKline Consumer Healthcare Pakistan Limited, 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, 2018	September 30, 2017	September 30, 2018	September 30, 2017
	Rs'000		Rs'000	
Sales	2,042,880	2,170,721	6,190,532	5,917,183
Cost of Sales	<u>(1,308,397)</u>	<u>(1,415,249)</u>	<u>(3,952,570)</u>	<u>(3,660,245)</u>
Gross Profit	734,483	755,472	2,237,962	2,256,938
Selling, Marketing and distribution expenses	<u>(478,623)</u>	(461,149)	<u>(1,451,555)</u>	(1,331,664)
Administrative expenses	<u>(71,560)</u>	(45,978)	<u>(188,286)</u>	(153,336)
Other operating expenses	<u>(13,535)</u>	(17,467)	<u>(54,608)</u>	(69,327)
Other Income	<u>38,496</u>	20,155	<u>172,196</u>	140,466
Profit from operations	209,261	251,033	715,709	843,077
Finance cost	<u>(1,168)</u>	<u>(14,186)</u>	<u>(10,486)</u>	<u>(14,340)</u>
Profit before taxation	208,093	236,847	705,223	828,737
Taxation	<u>(57,895)</u>	<u>(50,581)</u>	<u>(226,065)</u>	<u>(334,972)</u>



Profit after taxation	150,198	186,266	479,158	493,765
Other comprehensive income	-	-	-	-
Total comprehensive income	150,198	186,266	479,158	493,765
Earnings per share -	Rs. 1.57	Rs. 1.95	Rs. 5.01	Rs. 5.17

Note:

Please note that the quarterly report of company for the period ended September 30, 2018 shall be shared in accordance with applicable requirements.
You may please inform the TRE certificate holders of the exchange accordingly.

Yours Sincerely,

NAME **MASHAL MOHAMMAD**
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