



**PAKISTAN TOBACCO  
COMPANY**

FAX

18<sup>th</sup> October, 2010

Silver Square, Plot No. 15,  
F-11 Markaz, Islamabad

Tel: +92 (51) 2083200-01  
Fax: +92 (51) 2224215-16  
Website: www.ptc.com.pk

The General Manager  
Karachi Stock Exchange (Guarantee) Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Dear Sir,

**Financial Results for the Nine months ended 30<sup>th</sup> September, 2010**

We have to inform you that the Board of Directors of our Company in their meeting held on 18<sup>th</sup> October, 2010 at 1 p.m. at Akora Khattak, Nowshera wherein the following was decided:

The cigarette market in the last nine months declined as a result of cumulative affects of Excise led price increases, which impacted the volumes and profitability of the legitimate industry.

Keeping in view the above factors and uncertain economic conditions of the country no interim dividend was declared during third quarter 2010.

The financial results of the Company are as follows:

	Quarter ended		Nine months ended	
	Sep 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	Rs'000			
Gross turnover	12,873,282	11,540,070	44,458,074	42,202,759
Excise duties	(6,702,362)	(5,785,626)	(22,347,073)	(20,092,102)
Sales tax	(1,927,240)	(1,650,142)	(6,414,894)	(6,028,439)
Net turnover	4,243,680	4,104,302	15,696,107	16,082,218
Cost of sales	(3,155,922)	(2,550,188)	(10,789,048)	(9,769,461)
Gross profit	1,087,758	1,554,114	4,907,059	6,312,757
Selling and distribution expenses	(778,968)	(439,857)	(2,007,158)	(1,385,700)
Administrative expenses	(327,931)	(325,173)	(943,256)	(830,775)
Other operating expenses	(3,169)	(66,600)	(158,253)	(358,799)
Other operating income	1,619	20,990	24,193	59,980
	(1,108,449)	(810,640)	(3,084,474)	(2,515,294)
Operating profit / (loss)	(20,691)	743,474	1,822,585	3,797,463
Finance income	1,084	20,266	34,669	98,134
Finance cost	(54,621)	(7,745)	(101,415)	(15,995)
Net finance income / (cost)	(53,537)	12,521	(66,746)	82,139