



**PAKISTAN TOBACCO  
COMPANY**

**FAX**

20<sup>th</sup> October, 2011

Managing Director  
Karachi Stock Exchange (Guarantee) Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Silver Square, Plot No. 15,  
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Dear Sir,

**Financial Results for the Nine months ended 30<sup>th</sup> September, 2011**

We have to inform you that the Board of Directors in their meeting held on 20<sup>th</sup> October, 2011 at 2 p.m. at Akora Khattak Factory, decided to declare no interim dividend for the nine months ended 30<sup>th</sup> September, 2011. The decision was taken keeping in view the cigarette market, which has been declining for some time as result of the excise led prices. These increases have impacted the profitability of the legitimate industry including PTC.

The financial results of the Company are as follows:

|   | Three months ended |              | Nine months ended |              |
|---|--------------------|--------------|-------------------|--------------|
|   | Sep 30, 2011       | Sep 30, 2010 | Sep 30, 2011      | Sep 30, 2010 |
|   | Rs'000             |              |                   |              |
| Gross turnover                          | 16,106,551         | 12,873,282   | 49,944,752        | 44,458,074   |
| Excise duties                           | (8,269,567)        | (6,702,362)  | (25,769,185)      | (22,347,073) |
| Sales tax                               | (2,289,385)        | (1,927,240)  | (7,336,022)       | (6,414,894)  |
| Net turnover                            | 5,547,599          | 4,243,680    | 16,839,545        | 15,696,107   |
| Cost of sales                           | (3,874,296)        | (3,155,922)  | (12,295,351)      | (10,789,048) |
| Gross profit                            | 1,673,303          | 1,087,758    | 4,544,194         | 4,907,059    |
| Selling and distribution expenses       | (612,106)          | (778,968)    | (1,823,388)       | (2,007,158)  |
| Administrative expenses                 | (312,158)          | (327,931)    | (997,543)         | (943,256)    |
| Other operating expenses                | (69,458)           | (3,169)      | (152,972)         | (158,253)    |
| Other operating income                  | 2,756              | 1,619        | 20,778            | 24,193       |
|   | (990,966)          | (1,108,449)  | (2,953,125)       | (3,084,474)  |
| Operating profit / (loss)               | 682,337            | (20,691)     | 1,591,069         | 1,822,585    |
| Finance income                          | 5,274              | 1,084        | 37,284            | 34,669       |
| Finance cost                            | (28,700)           | (54,621)     | (90,386)          | (101,415)    |
| Net finance (cost)                      | (23,426)           | (53,537)     | (53,102)          | (66,746)     |
| Profit / (loss) before income tax       | 658,911            | (74,228)     | 1,537,967         | 1,755,839    |
| Income tax expense - Current            | (255,581)          | 5,871        | (621,572)         | (610,232)    |
| - Deferred                              | 29,019             | 13,434       | 94,236            | (3,986)      |
|   | (226,562)          | 19,305       | (527,336)         | (614,218)    |
| Profit / (loss) for the period          | 432,349            | (54,923)     | 1,010,631         | 1,141,621    |
| Earnings / (loss) per share<br>(Rupees) | 1.69               | (0.21)       | 3.96              | 4.47         |