



**PAKISTAN TOBACCO  
COMPANY**

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19<sup>th</sup> April, 2013

FAX

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

Dear Sir,

**Financial Results for the Three months ended 31<sup>st</sup> March, 2013**

We have to inform you that the Board of Directors of our Company in their meeting held on 19<sup>th</sup> April, 2013 at 12 pm at Company's Head Office in Islamabad recommended the following:

**Cash Dividend**

1st interim Dividend for the 1<sup>st</sup> Quarter ended 31<sup>st</sup> March, 2013 at Rupees 2 per share i.e. 20%

The financial results of the Company are as follows:

|                                   | Rs in '000'      |                  |
|-----------------------------------|------------------|------------------|
|                                   | Jan - Mar 2013   | Jan - Mar 2012   |
| Gross turnover                    | 22,423,592       | 17,705,137       |
| Excise duties                     | (11,471,006)     | (9,118,820)      |
| Sales tax                         | (3,206,279)      | (2,529,173)      |
| <b>Net turnover</b>               | <b>7,746,307</b> | <b>6,057,144</b> |
| Cost of sales                     | (5,026,968)      | (4,196,791)      |
| <b>Gross profit</b>               | <b>2,719,339</b> | <b>1,860,353</b> |
| Selling and distribution expenses | (597,493)        | (897,000)        |
| Administrative expenses           | (331,722)        | (329,749)        |
| Other operating expenses          | (136,537)        | (50,816)         |
| Other operating income            | 20,985           | 8,585            |
|                                   | (1,044,767)      | (1,268,980)      |
| <b>Operating profit</b>           | <b>1,674,572</b> | <b>591,373</b>   |
| Finance income                    | 13,155           | 1,085            |
| Finance cost                      | (14,816)         | (40,872)         |
| Net finance income / (cost)       | (1,661)          | (39,787)         |
| <b>Profit before income tax</b>   | <b>1,672,911</b> | <b>551,586</b>   |
| Income tax expense                | (585,273)        | (191,943)        |
| <b>Profit for the period</b>      | <b>1,087,638</b> | <b>359,643</b>   |
| Earnings per share (Rupees)       | 4.26             | 1.40             |