



20<sup>th</sup> April, 2016

Managing Director  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Dear Sir,

**Financial Results for the Three months ended March 31, 2016**

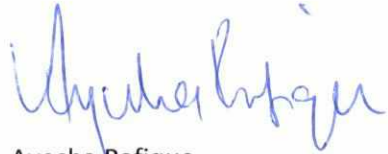
We have to inform you that the Board of Directors of our Company in their meeting held on 20th April, 2016 at 2 :30 pm at Company's Head Office in Islamabad recommended the following:

The financial results of the Company are as follows:

	Rs in '000'	Rs in '000'
	Jan - Mar 2016	Jan - Mar 2015
Gross turnover	33,125,148	32,860,780
Excise duties	(16,594,144)	(16,568,762)
Sales tax	(4,983,522)	(4,946,065)
<b>Net turnover</b>	<b>11,547,482</b>	<b>11,345,953</b>
Cost of sales	(5,646,739)	(6,622,310)
<b>Gross profit</b>	<b>5,900,743</b>	<b>4,723,643</b>
Selling and distribution expenses	(901,268)	(919,312)
Administrative expenses	(598,678)	(484,657)
Other operating expenses	(323,940)	(246,019)
Other operating income	6,868	26,300
	(1,817,018)	(1,623,688)
<b>Operating profit</b>	<b>4,083,725</b>	<b>3,099,955</b>
Finance income	38,173	47,667
Finance cost	(15,390)	(21,300)
Net finance income / (cost)	22,783	26,367
<b>Profit before income tax</b>	<b>4,106,508</b>	<b>3,126,322</b>
Income tax expense	(1,293,230)	(1,043,110)
<b>Profit for the period</b>	<b>2,813,278</b>	<b>2,083,212</b>
Earnings per share (Rupees)	11.01	8.15

We will be sending you 200 copies of printed reports for distribution amongst members of the Exchange in due course of time.

Yours faithfully  
Pakistan Tobacco Company Limited



Ayesha Rafique  
Company Secretary