



**PAKISTAN TOBACCO  
COMPANY**

Pakistan Tobacco Company Ltd.  
Serena Business Complex  
Khayaban-e-Saherwardy,  
Islamabad

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

**FORM -3**  
February 20, 2018

Dear Sir,

**Financial Results for the Year ended 31<sup>st</sup> December 2017**

We have to inform you that the Board of Directors of our Company in their meeting held on 20<sup>th</sup> February 2018 at 2 pm in Company's Head Office situated in Serena Business Complex, Islamabad recommended the following:

- i) **CASH DIVIDEND**  
A Final Dividend for the financial year ended 31<sup>st</sup> December 2017 at Rupees 20.00 per share i.e. 200%. This is in addition to Interim Dividends already paid at Rs. 10 per share i.e.100%.
- ii) **BONUS SHARES** ----- NIL
- iii) **RIGHTS SHARES** ----- NIL
- iv) **ANY OTHER ENTITLEMENTS/CORPORATE ACTIONS** ----- NIL,
- v) **ANY OTHER PRICE SENSITIVE INFORMATION**

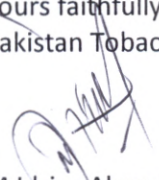
The Financial Results of the Company for the Year ended 31<sup>st</sup> day of December, 2017 are attached as Annex-A to this letter.

The Annual General Meeting of the Company will be held on 20<sup>th</sup> April 2018 at 1030 hrs at Serena Hotel, Khayaban-e-Suhrwardy, Islamabad.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on 13<sup>th</sup> April 2018. The Share Book Transfer Books of the Company will be closed from 14<sup>th</sup> April 2018 to 20<sup>th</sup> April, 2018 (both days inclusive). Transfers received at the office of the Company's Share Registrar, FAMCO Associates (Pvt.) Ltd, 8-F, Near Hotel Faran, Block 6, P.E.C.H.S., Shahrah-e-Faisal, Karachi at the close of business on 13<sup>th</sup> April 2018, will be treated in time for the purpose of above entitlement to the transferees.

We will be sending you 200 copies of printed annual reports for distribution amongst members of the Exchange 21 days before the date of AGM.

Yours faithfully,  
Pakistan Tobacco Company Limited

  
M Idries Ahmed  
Company Secretary

**Annex- A**

The financial results of the Company are as follows:

	Rs in '000'	Rs in '000'
	December 31, 2017	December 31, 2016
Gross turnover	112,523,770	129,278,304
Excise duties	(51,247,115)	(64,976,204)
Sales tax	(16,959,013)	(19,435,596)
<b>Net turnover</b>	<b>44,317,642</b>	<b>44,866,504</b>
Cost of sales	(23,075,361)	(22,092,836)
<b>Gross profit</b>	<b>21,242,281</b>	<b>22,773,668</b>
Selling and distribution Costs	(4,800,695)	(4,743,638)
Administrative expenses	(2,663,970)	(2,185,061)
Other operating expenses	(1,186,191)	(1,198,205)
Other income	242,134	353,070
	(8,408,722)	(7,773,834)
<b>Operating profit</b>	<b>12,833,559</b>	<b>14,999,834</b>
Finance income	234,124	428,143
Finance cost	(56,338)	(45,829)
Net finance income	177,786	382,314
<b>Profit before income tax</b>	<b>13,011,345</b>	<b>15,382,148</b>
Income tax expense	(3,437,783)	(5,020,796)
<b>Profit for the year</b>	<b>9,573,562</b>	<b>10,361,352</b>
Earnings per share - (Rupees)	37.47	40.55