



**PHILIP MORRIS  
(PAKISTAN) LIMITED**  
(Formerly Lakson Tobacco Company Ltd.)

27 April 2012

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

**UNDER SEALED COVER**  
**FAX NO.021-111-573-329**

The Secretary  
Lahore Stock Exchange (Guarantee) Limited  
19, Khayaban-e-Aiwan-e-Iqbal  
Lahore


**BY COURIER**  
**FAX NO.042-111-441-441**

**FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2012**

Dear Sirs

We have to inform you that the Board of Directors of the Company in their meeting held at 11.00 a.m today considered and approved the un-audited financial statements of the Company for the quarter ended March 31, 2012. The financial results of the Company are as follows:

	Quarter Ended	
	March 31, 2012	March 31, 2011
	(Rupees in thousand)	
<b>Gross turnover</b>	9,192,207	8,243,253
Less: Sales tax	1,250,490	1,131,077
Excise duty	4,202,640	3,674,188
Turnover - net of sales tax and excise duty	3,739,077	3,437,988
Cost of sales	2,635,560	2,684,274
<b>Gross profit</b>	1,103,517	753,714
Distribution and marketing expenses	694,996	553,356
Administrative expenses	300,473	195,369
	995,469	748,725
<b>Operating profit</b>	108,048	4,989
Other expenses	1,876	5,728
	106,172	(739)
Other income	6,896	14,248
	113,068	13,509
Finance cost	92,675	72,569

 **Philip Morris (Pakistan) Limited**  
(Formerly Lakson Tobacco Company Limited)  
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