



**PHILIP MORRIS  
(PAKISTAN) LIMITED**

25 October 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 PERIOD ENDED SEPTEMBER 30, 2012**

Dear Sirs

We have to inform you that the Board of Directors of the Company in their meeting held at 11.00 am today considered and approved the un-audited financial statements of the Company for the period ended September 30, 2012 and recommended the following:

	Quarter ended		Nine months period ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
------(Rupees in thousand)-----				
Gross turnover	8,007,783	7,389,063	26,971,224	24,692,091
Less: Sales tax	1,123,274	1,055,110	3,754,279	3,526,957
Excise duty	3,774,443	3,561,937	12,651,429	11,631,150
	4,897,717	4,617,047	16,405,708	15,158,107
Turnover - net of sales tax and excise duty	3,110,066	2,772,016	10,565,516	9,533,984
Cost of sales	2,120,021	2,091,082	7,365,578	7,267,490
Gross profit	990,045	680,934	3,199,938	2,266,494
Distribution and marketing expenses	790,944	557,096	2,300,175	1,649,870
Administrative expenses	292,073	225,634	857,929	708,157
	1,083,017	782,730	3,158,104	2,358,027

**Phillip Morris (Pakistan) Limited**

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