



**PHILIP MORRIS  
(PAKISTAN) LIMITED**

October 27, 2017

The General Manager  
**Pakistan Stock Exchange Limited**  
Stock Exchange Road  
Stock Exchange Building  
Karachi

**Financial results for the nine months period ended September 30, 2017**

Dear Sirs,

We have to inform you that the Board of Directors of the Company in their meeting held at 09:00 a.m. today considered and approved the unaudited financial statements of the Company for the nine months period ended September 30, 2017:

**PHILIP MORRIS (PAKISTAN) LIMITED  
CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (Un-audited)  
FOR THE QUARTER AND NINE MONTHS PERIOD ENDED SEPTEMBER 30, 2017**

	Quarter ended		Nine months period ended	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	----- (Rupees in thousand) -----			
Turnover - net	4,234,272	1,090,699	8,419,787	10,908,609
Cost of sales	2,327,290	1,064,951	5,170,706	6,013,088
Gross profit	1,906,982	25,748	3,249,081	4,895,521
Distribution and marketing expenses	742,677	601,871	1,903,658	2,158,145
Administrative expenses	354,198	339,741	968,761	1,010,860
Other expenses	50,109	(52,397)	85,203	156,041
Other income	(43,654)	(48,450)	(99,468)	(94,933)
	1,103,330	840,765	2,858,154	3,230,113
Operating profit / (loss)	803,652	(815,017)	390,927	1,665,408

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**Philip Morris (Pakistan) Limited**

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(PAKISTAN) LIMITED**

Finance cost and bank charges	<u>17,649</u>	65,552	<u>82,720</u>	346,554
Profit / (loss) before taxation	<u>786,003</u>	(880,569)	<u>308,207</u>	1,318,854
Taxation	<u>243,261</u>	4,699	<u>228,915</u>	659,578
Profit / (loss) after taxation	<u>542,742</u>	(885,268)	<u>79,292</u>	659,276

----- (Rupees) -----

Earnings / (loss) per share				
- Basic	<u>8.81</u>	(14.40)	<u>1.29</u>	10.21
- Diluted	<u>8.29</u>	(14.40)	<u>1.21</u>	10.12

We will send you 200 copies of printed accounts for distribution amongst the members of the Exchange in due course.

Yours faithfully,

**For PHILIP MORRIS (PAKISTAN) LIMITED**

**Faiza Kapadia Raffay**  
Company Secretary