



April 26, 2018

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

**Financial results for the Quarter ended March 31, 2018**

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 unaudited financial statements of the Company for the Quarter ended March 31, 2018:

	<b>Quarter Ended</b>	
	<b>March 31, 2018</b>	<b>March 31, 2017</b>
	<b>(Un-audited)</b>	<b>(Un-audited)</b>
	<b>(Rupees in thousand)</b>	
Turnover - net	3,785,412	1,735,462
Cost of sales	1,893,835	1,322,515
Gross profit	1,891,577	412,947
Distribution and marketing expenses	915,562	578,115
Administrative expenses	318,476	277,521
Other expenses	101,583	9,973
Other income	(63,245)	(4,238)
	1,272,376	861,371
Operating profit / (loss)	619,201	(448,424)
Finance cost and bank charges	5,164	32,570
Profit / (Loss) before taxation	614,037	(480,994)



PHILIP MORRIS  
(PAKISTAN) LIMITED

Taxation	<u>208,940</u>	<u>(180,560)</u>
Profit / (Loss) after taxation	<u>405,097</u>	<u>(300,434)</u>

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

Earnings / (Loss) per share		
- Basic	<u>6.58</u>	<u>(4.88)</u>
- Diluted	<u>6.21</u>	<u>(4.88)</u>

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



Mustafa Kamal Zuberi  
Company Secretary

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