



October 18, 2018

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

**Financial results for the nine months period ended September 30, 2018**

Dear Sirs,

We have to inform you that the Board of Directors of the Company in their meeting held at 02:00 p.m. today considered and approved the unaudited financial statements of the Company for the nine months ended September 30, 2018:

	<u>Quarter ended</u>		<u>Nine months period ended</u>	
	<u>September 30,</u>	<u>September 30,</u>	<u>September 30,</u>	<u>September 30,</u>
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
	<u>------(Rupees in thousand)-----</u>			
Turnover - net	<b>3,502,849</b>	4,234,272	<b>11,157,186</b>	8,419,787
Cost of sales	<b>2,131,881</b>	2,327,290	<b>6,295,689</b>	5,170,706
Gross profit	<b>1,370,968</b>	1,906,982	<b>4,861,497</b>	3,249,081
Distribution and marketing expenses	<b>758,519</b>	742,677	<b>2,440,898</b>	1,903,658
Administrative expenses	<b>333,566</b>	354,198	<b>992,166</b>	968,761
Other expenses	<b>138,924</b>	50,109	<b>390,178</b>	85,203
Other income	<b>(44,523)</b>	(43,654)	<b>(156,044)</b>	(99,468)
	<b>1,186,486</b>	1,103,330	<b>3,667,198</b>	2,858,154
Operating profit	<b>184,482</b>	803,652	<b>1,194,299</b>	390,927
Finance cost and bank charges	<b>6,683</b>	17,649	<b>15,982</b>	82,720
Profit before taxation	<b>177,799</b>	786,003	<b>1,178,317</b>	308,207



**PHILIP MORRIS  
(PAKISTAN) LIMITED**

	<u>Quarter ended</u>		<u>Nine months period ended</u>	
	<u>September 30,</u>	<u>September 30,</u>	<u>September 30,</u>	<u>September 30,</u>
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
	------(Rupees in thousand)-----			
Taxation charge	<u>20,516</u>	243,261	<u>296,894</u>	228,915
Profit after taxation	<u>157,283</u>	542,742	<u>881,423</u>	79,292
	------(Rupees)-----			
Earnings per share				
- Basic and diluted	<u>2.55</u>	<u>8.81</u>	<u>7.18</u>	<u>1.29</u>

The quarterly report of the company for the period ended September 30, 2018 will be transmitted through PUCARS separately, within the specified time.

Yours faithfully,

**For PHILIP MORRIS (PAKISTAN) LIMITED**

  
**Mustafa Kamal Zuberi**  
Company Secretary

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**Philip Morris (Pakistan) Limited**

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