



October 21, 2016

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi – 74000

Dear Sir,

**Re: Announcement - Financial Results for the Nine Months Period Ended September 30, 2016**

We have to inform you that the Board of Directors of our Company in their meeting held on, Friday, October 21, 2016 at 11:00 a.m., at the registered office of the Company viz. Plot No.23, Sector 22, Korangi Industrial Area, Karachi, recommended the following:

(i) **CASH DIVIDEND**

Nil

(ii) **BONUS SHARES**

Nil

(iii) **RIGHT SHARES**

Nil

(iv) **ANY OTHER ENTITLEMENT / CORPORATE ACTION**

Nil

(v) **ANY OTHER PRICE-SENSITIVE INFORMATION**

Nil

**sanofi-aventis Pakistan limited**

Plot No. 23, Sector No. 22, Korangi Industrial Area, Karachi-74900, Pakistan.  
PABX: +92-21-35060221-35 Fax: +92-21-35060358 Web: sanofi.com.pk



The financial results of the Company are as follows:

	Nine Months Ended		Quarter Ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
	----- Rupees in '000 -----			
Net Sales	9,448,593	8,328,257	3,732,987	2,901,811
Cost of sales	(6,256,813)	(6,092,365)	(2,476,815)	(2,187,445)
<b>GROSS PROFIT</b>	<b>3,191,780</b>	<b>2,235,892</b>	<b>1,256,172</b>	<b>714,366</b>
Distribution and marketing expenses	(1,603,527)	(1,557,232)	(438,193)	(513,140)
Administrative expenses	(224,807)	(233,234)	(76,198)	(88,854)
Other operating expenses	(150,739)	(34,113)	(74,346)	(2,770)
Other operating income	27,331	81,151	9,989	(22,000)
	(1,951,742)	(1,743,428)	(578,748)	(626,764)
<b>OPERATING PROFIT</b>	<b>1,240,038</b>	<b>492,464</b>	<b>677,424</b>	<b>87,602</b>
Finance costs	(131,394)	(234,260)	(37,811)	(65,099)
<b>PROFIT BEFORE TAXATION FOR THE PERIOD</b>	<b>1,108,644</b>	<b>258,204</b>	<b>639,613</b>	<b>22,503</b>
Taxation - Current	(489,051)	(221,499)	(285,806)	(81,899)
- Deferred	(12,954)	72,201	10,277	49,655
	(502,005)	(149,298)	(275,529)	(32,244)
<b>NET PROFIT / (LOSS) FOR THE PERIOD</b>	<b>606,639</b>	<b>108,906</b>	<b>364,084</b>	<b>(9,741)</b>
<b>BASIC AND DILUTED EARNINGS / (LOSS) PER SHARE (Rs. Per share)</b>	<b>62.90</b>	<b>11.29</b>	<b>37.75</b>	<b>(1.01)</b>

Yours sincerely,

Saad Usman  
Company Secretary

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