



October 26, 2017

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, 2017

We have to inform you that the Board of Directors of our Company in their meeting held on, Thursday, October 26, 2017 at 3:00 p.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, 2017	September 30, 2016	September 30, 2017	September 30 2016
	----- Rupees in '000 -----			
Net Sales	9,767,953	9,448,593	3,138,836	3,732,987
Cost of sales	(6,123,933)	(6,256,813)	(1,967,423)	(2,476,815)
GROSS PROFIT	3,644,020	3,191,780	1,171,413	1,256,172
Distribution and marketing expenses	(1,613,300)	(1,603,527)	(491,154)	(438,193)
Administrative expenses	(294,998)	(224,807)	(96,375)	(76,198)
Other operating expenses	(348,888)	(150,739)	(138,232)	(74,346)
Other operating income	35,858	27,331	8,242	9,989
	(2,221,328)	(1,951,742)	(717,519)	(578,748)
OPERATING PROFIT	1,422,692	1,240,038	453,894	677,424
Finance costs	(29,405)	(131,394)	(2,017)	(37,811)
PROFIT BEFORE TAXATION FOR THE PERIOD	1,393,287	1,108,644	451,877	639,613
Taxation - Current	(437,119)	(489,051)	(154,810)	(285,806)
- Prior	(46,723)	-	-	-
- Deferred	37,855	(12,954)	37,622	10,277
	(445,987)	(502,005)	(117,188)	(275,529)
NET PROFIT FOR THE PERIOD	947,300	606,639	334,689	364,084
BASIC AND DILUTED EARNINGS PER SHARE (Rs. Per share)	98.22	62.90	34.70	37.75

Yours sincerely,

Saad Usman
Company Secretary

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