



March 7, 2018

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

**Announcement - Financial Results For The Year Ended December 31, 2017**

Dear Sir,

We have to inform you that the Board of Directors of our Company in their meeting held on, Wednesday, March 7, 2018 at 10:30 a.m., at the registered office of the Company viz. Plot 23, Sector 22, Korangi Industrial Area, Karachi, recommended the following:

(i) **CASH DIVIDEND**

A final cash dividend for the year ended December 31, 2017 @ Rs. 45.00 per share i.e. 450%. Thus, the total dividend out of profits for the year ended December 31, 2017 would amount to Rs. 434,014,200.

(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



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The financial results of the Company are as follows:

	December 31, 2017	December 31, 2016
	----- Rupees in '000-----	
<b>NET SALES</b>	<b>12,446,052</b>	<b>11,890,235</b>
Cost of sales	(8,010,281)	(7,869,106)
<b>GROSS PROFIT</b>	<b>4,435,771</b>	<b>4,021,129</b>
Distribution and marketing expenses	(2,136,935)	(2,083,427)
Administrative expenses	(429,266)	(310,457)
Other expenses	(352,986)	(136,875)
Other income	64,981	76,345
	<b>(2,854,206)</b>	<b>(2,454,414)</b>
<b>OPERATING PROFIT</b>	<b>1,581,565</b>	<b>1,566,715</b>
Finance costs	(35,409)	(159,327)
<b>PROFIT BEFORE TAXATION</b>	<b>1,546,156</b>	<b>1,407,388</b>
Taxation	(540,035)	(388,466)
<b>NET PROFIT FOR THE YEAR</b>	<b>1,006,121</b>	<b>1,018,922</b>
Un-appropriated profit brought forward	57,993	42,353
Actuarial loss recognized directly in equity – net of deferred taxation	(9,526)	(13,939)
	<b>1,054,588</b>	<b>1,047,336</b>
<b>Appropriations:</b>		
Transfer to general reserve	(600,000)	(700,000)
Proposed final dividend @450% (2016: 300%)	(434,014)	(289,343)
	<b>(1,034,014)</b>	<b>(989,343)</b>
<b>Unappropriated profit carried forward</b>	<b>20,574</b>	<b>57,993</b>
<b>BASIC EARNINGS PER SHARE (Rs. per share)</b>	<b>104.32</b>	<b>105.65</b>

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The Annual General Meeting of the Company will be held at 14:00 hours on Thursday, April, 26, 2018 at Karachi, subject to approval from PSX.

The above entitlements, if approved by the Shareholders will be paid to the Shareholders whose names will appear in the Register of the Members at the close of business on April 19, 2018.

The share transfer books of the Company shall remain closed from April 20, 2018 to April 26, 2018 (both days inclusive). Transfers received at FAMCO Associates (Pvt.) Limited, 8-F, Next to Hotel Faran, Nurshery, Block 6, P.E.C.H.S., Shabrae-Faisal, Karachi at the close of business on April 19, 2018 will be treated in time for the purpose of payment of Dividend.

We will be sending you 200 copies of printed accounts for distribution amongst the members of the Exchange 21 days before the date of AGM.

Yours sincerely,

Yasser Pirmuhammad  
Company Secretary