



October 25, 2018

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

Dear Sir,

Re: Announcement - Financial Results for the Period Ended September 30, 2018

We have to inform you that the Board of Directors of our Company in their meeting held on, Thursday, October 25, 2018 at 02:00 p.m. in 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

A handwritten signature in blue ink, appearing to be "Y. M. H.", located in the bottom left corner of the page.

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		Three Months Ended	
	September 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017
----- Rupees in '000 -----				
NET SALES	10,099,022	9,767,953	3,329,142	3,138,836
Cost of sales	(6,837,318)	(6,123,933)	(2,433,653)	(1,967,423)
GROSS PROFIT	3,261,704	3,644,020	895,489	1,171,413
Distribution and marketing costs	(1,675,505)	(1,613,300)	(585,176)	(491,154)
Administrative expenses	(353,860)	(294,998)	(107,029)	(96,375)
Other expenses	(277,446)	(348,888)	(91,331)	(138,232)
Other income	20,011	35,858	6,995	8,242
	(2,286,800)	(2,221,328)	(776,541)	(717,519)
OPERATING PROFIT	974,904	1,422,692	118,948	453,894
Finance costs	(12,164)	(29,405)	(5,608)	(2,017)
PROFIT BEFORE TAXATION	962,740	1,393,287	113,340	451,877
Taxation - Current	(418,709)	(437,119)	(131,814)	(154,810)
- Prior	13,959	(46,723)	-	-
- Deferred	30,461	37,855	2,693	37,622
	(374,289)	(445,987)	(129,121)	(117,188)
NET PROFIT / (LOSS) FOR THE PERIOD	588,451	947,300	(15,781)	334,689
BASIC AND DILUTED EARNINGS / (LOSS) PER SHARE (Rs. Per share)	61.01	98.22	(1.64)	34.70

Yours sincerely,

Muhammad Yousuf
Company Secretary

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