



The Managing Director
 The Karachi Stock Exchange (Guarantee) Limited
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Shell Pakistan Limited

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April 18, 2008

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED MARCH 31, 2008

A meeting of the Board of Directors was held at 2:00 p.m. on April 17, 2008 to consider the accounts for the quarter & nine months ended March 31, 2008.

FINANCIAL RESULTS

The financial results of the company are as follows:

	Jan - Mar 2008 (Rs'000)	Jan - Mar 2007 (Rs'000)	Jul - Mar 2008 (Rs'000)	Jul - Mar 2007 (Rs'000)
Sales	38,988,403	30,001,731	108,552,238	95,410,953
Non - fuel retail				
- Sales	26,317	36,931	88,466	103,323
- Others	3,348	5,272	13,055	13,772
Other revenue	84,071	130,093	183,188	336,205
	<u>39,102,139</u>	<u>30,174,027</u>	<u>108,836,947</u>	<u>95,864,253</u>
Less: Sales tax	4,430,218	3,651,083	12,570,483	11,443,914
Net Revenue	<u>34,671,921</u>	<u>26,522,944</u>	<u>96,266,464</u>	<u>84,420,339</u>
Cost of products sold	31,802,981	24,883,839	87,647,696	80,554,715
	<u>2,868,940</u>	<u>1,639,105</u>	<u>8,618,768</u>	<u>3,865,624</u>
Administrative and marketing expenses	543,747	645,978	1,862,334	1,534,735
Distribution expenses	677,862	773,674	2,274,958	2,471,147
	<u>1,647,331</u>	<u>219,453</u>	<u>4,481,476</u>	<u>(140,258)</u>
Other operating income	9,777	16,734	50,274	85,371
	<u>1,657,108</u>	<u>236,187</u>	<u>4,531,750</u>	<u>(54,887)</u>
Workers' Profit Participation Fund	63,890	-	187,155	-
Workers' Welfare Fund	26,184	6,874	71,119	16,211
Operating profit / (loss)	<u>1,567,034</u>	<u>229,313</u>	<u>4,273,476</u>	<u>(71,098)</u>
Financial cost	322,684	212,858	788,653	702,812
	<u>1,244,350</u>	<u>16,455</u>	<u>3,484,823</u>	<u>(773,910)</u>
Share of profit of associates- net of tax	43,726	12,675	145,803	16,903
	<u>1,288,076</u>	<u>29,130</u>	<u>3,630,626</u>	<u>(757,007)</u>
Profit / (loss) before Taxation	<u>1,288,076</u>	<u>29,130</u>	<u>3,630,626</u>	<u>(757,007)</u>
Taxation	325,757	(132,955)	979,264	(525,399)
Profit / (loss) After Taxation	<u>962,319</u>	<u>162,085</u>	<u>2,651,362</u>	<u>(231,608)</u>
	Rupees	Rupees	Rupees	Rupees
Earnings per share – basic and diluted	17.56	2.96	48.39	(4.23)