



Shell Pakistan Limited

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The Managing Director
The Karachi Stock Exchange (Guarantec) Limited
Stock Exchange Building
Stock Exchange Road
KARACHI.
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October 22, 2010

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED SEPTEMBER 30, 2010

A meeting of the Board of Directors was held at 10:00 a.m. on October 22, 2010 to consider the accounts for the quarter & nine months ended September 30, 2010.

FINANCIAL RESULTS

The financial results of the company are as follows:

	Jan - Sept 2010 (Rs'000)	Jan - Sept 2009 (Rs'000)	Jul - Sept 2010 (Rs'000)	Jul - Sept 2009 (Rs'000)
Sales	157,729,422	128,981,928	55,714,167	46,979,618
Non - fuel retail				
- Sales	-	5,356	-	-
- Others	1,255	12,760	-	6,633
Other revenue	316,330	354,199	110,660	124,240
	158,047,007	129,354,243	55,824,827	47,110,491
Less: Sales tax	18,691,961	15,950,118	6,621,504	5,662,837
Net Revenue	139,355,046	113,404,125	49,203,323	41,447,654
Cost of products sold	131,085,881	104,486,910	46,663,705	37,736,600
Gross profit	8,269,165	8,917,215	2,539,618	3,711,054
Distribution expenses	3,279,731	2,222,532	1,491,929	740,300
Administrative and marketing expenses	2,882,453	2,692,827	930,114	858,730
	2,106,981	4,001,856	117,575	2,112,024
Other operating Income	395,115	223,751	7,907	67,435
	2,502,096	4,225,607	125,482	2,179,459
Other operating expenses	541,240	774,624	200,901	393,081
Operating profit / (loss)	1,960,856	3,450,983	(75,419)	1,786,378
Finance cost	900,357	1,142,278	331,374	240,006
	1,060,499	2,308,705	(406,793)	1,546,372
Share of profit of associate- net of tax	431,001	276,740	135,861	76,861
Profit / (loss) before Taxation	1,491,500	2,585,445	(270,932)	1,623,233
Taxation	1,503,013	881,684	460,789	933,434
Profit / (loss) after Taxation	(11,513)	1,703,761	(731,721)	689,799
	Rupees	Rupees	Rupees	Rupees
Earnings per share - basic and diluted	(0.17)	24.88	(10.68)	10.07