



Shell Pakistan Limited

The Managing Director
The Karachi Stock Exchange (Guarantee) Limited
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August 18, 2011

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER & SIX MONTHS ENDED JUNE 30, 2011

A meeting of the Board of Directors was held at 10:30 a.m. on August 17, 2011 to consider the accounts for the quarter & six months ended June 30, 2011.

FINANCIAL RESULTS

The financial results of the company are as follows:

	Half year ended		Quarter ended	
	June 30,		June 30,	
	2011	2010	2011	2010
	(Rupees '000)			
Sales	130,417,765	102,015,257	64,795,441	53,509,344
Non-fuel retail - Others	-	1,255	-	-
Other revenue	246,258	205,671	130,552	101,833
	130,664,023	102,222,183	64,925,993	53,611,177
Less: Sales tax	(14,346,098)	(12,070,457)	(7,199,150)	(6,311,299)
Net revenue	116,317,925	90,151,726	57,726,843	47,299,878
Cost of products sold	(108,759,087)	(84,422,177)	(53,959,829)	(44,059,720)
	7,558,838	5,729,549	3,767,014	3,240,158
Distribution and marketing expenses	(1,908,327)	(1,787,802)	(735,094)	(1,106,719)
Administrative expenses	(1,897,588)	(1,952,339)	(1,005,663)	(887,998)
	3,752,923	1,989,408	2,026,257	1,245,441
Other operating expenses	(612,861)	(340,338)	(306,818)	(241,947)
	3,140,062	1,649,070	1,719,439	1,003,494
Other operating income	108,765	387,206	55,886	115,550
Operating profit	3,248,827	2,036,276	1,775,325	1,119,044
Financial charges	(895,091)	(568,983)	(520,892)	(305,513)
	2,353,736	1,467,293	1,254,433	813,531
Share of profit of associate - net of tax	317,418	295,141	139,699	201,865
Profit before taxation	2,671,154	1,762,434	1,394,132	1,015,396
Taxation	(1,263,955)	(1,042,224)	(745,333)	(697,223)
Profit after taxation	1,407,199	720,210	648,799	318,173
	(Rupees)			
Earnings per share - basic	20.55	10.52	9.47	4.65

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