



The Managing Director
The Karachi Stock Exchange (Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
KARACHI.
Fax # 021 32415763, 021 32437560 or 111-573-329

Shell Pakistan Limited
Shell House
6, Ch. Khaliqzaman Road
Karachi-75530
Tel +92 (21) 111 888 222
P.O. Box 3901 Karachi

March 7, 2012

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2011

This is to inform you that the Board of Directors in their meeting held at the Registered Office of the Company at 9.30 a.m. on Wednesday March 7, 2012 recommended that the members approve the issue of Bonus Shares in the proportion of one share for every four shares held i.e. 25%. The said bonus shares shall rank pari passu in all respects with the existing shares.

FINANCIAL RESULTS

The financial results of the company are as follows:

	(Audited) Year ended December 31, 2011	(Audited) Year ended December 31, 2010
	(Rs'000)	
Sales	247,506,537	223,813,592
Non-fuel retail		
- Others	-	1,255
Other revenue	550,168	406,520
	248,056,705	224,221,367
Less: Sales tax	28,907,356	26,690,456
Net Revenue	219,149,349	197,530,911
Cost of products sold	206,668,670	185,403,153
Gross Profit	12,480,679	12,127,758
Distribution and marketing expenses	4,141,036	4,524,058
Administrative expenses	3,471,447	3,679,805
	4,868,196	3,923,895
Other operating expenses	745,931	738,589
	4,122,265	3,185,306
Other operating income	171,144	527,448
Operating profit	4,293,409	3,712,754
Finance costs	2,095,883	1,264,677
	2,197,526	2,448,077
Share of profit of associate – net of tax	635,191	596,008
Profit Before Taxation	2,832,717	3,044,085
Taxation	1,926,727	1,428,503
Profit After Taxation	905,990	1,615,582
	Rupees	Rupees
Earnings per share	13.23	23.59

Registered in Pakistan No. 2687
Registered Office: Shell House
6, Ch. Khaliqzaman Road Karachi-75530