



Shell Pakistan Limited

The Managing Director
The Karachi Stock Exchange (Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
KARACHI
Fax # 111-573-329, 021 32475763, 021 32437560

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

October 17, 2012

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED SEPTEMBER 30, 2012

This is to inform you that a meeting of the Board of Directors was held at 11:00 a.m on Wednesday October 17, 2012 to consider the accounts for the quarter & nine months ended September 30, 2012.

FINANCIAL RESULTS:

The financial results of the company are as follows:

	Nine Months Ended		Quarter Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
	-----Rupees '000-----			
Sales	175,822,315	187,958,915	56,393,570	57,541,150
Other Revenue	501,621	392,827	168,371	146,569
	176,323,936	188,351,742	56,561,941	57,687,719
Sales tax	(23,249,649)	(21,087,872)	(7,322,899)	(6,741,774)
Net Revenue	153,074,287	167,263,870	49,239,042	50,945,945
Cost of products sold	(145,553,341)	(157,394,977)	(45,716,781)	(48,635,890)
Gross Profit	7,520,946	9,868,893	3,522,261	2,310,055
Distribution and marketing expenses	(2,570,543)	(3,024,285)	(789,628)	(1,086,858)
Administrative expenses	(3,052,339)	(2,708,101)	(1,374,201)	(839,613)
	1,898,064	4,136,507	1,358,432	383,584
Other operating expenses	(692,500)	(552,440)	(136,797)	95,421
	1,205,564	3,584,067	1,221,635	479,005
Other operating income	232,569	146,716	100,004	37,950
Operating profit	1,438,133	3,730,783	1,321,639	516,955
Financing cost	(1,346,036)	(1,505,909)	(379,507)	(645,818)
	92,097	2,224,874	942,132	(128,863)
Share of profit of associate - net of tax	530,680	483,050	171,810	165,632
Profit before taxation	622,777	2,707,924	1,113,942	36,769
Taxation	(2,169,952)	(1,585,505)	(672,669)	(321,549)
(Loss) / Profit after tax	(1,547,175)	1,122,419	441,273	(284,780)
(Loss) / Earnings per share (Rupees)	(18.07)	13.11	5.15	(3.33)