



The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Shell Pakistan Limited

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Karachi-75530
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P.O. Box 3901 Karachi

October 18, 2017

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED SEPTEMBER 30, 2017

This is to inform you that the Board of Directors of our Company in a meeting held on Wednesday, October 18, 2017 at 09:00 a.m. at the Registered Office of the Company recommended the following:

(i) **CASH DIVIDEND**

An Interim cash dividend for the quarter and nine months ended September 30, 2017 at Rs. **NIL** per share (i.e. **NIL%**).

(ii) **BONUS SHARES**

It has been recommended by the Board of Directors to issue Bonus Shares in the proportion of **NIL** share(s) for every **NIL** share(s) held i.e. **NIL %**. This is in addition to the Interim Bonus Shares already issued @ **NIL %**.

(iii) **RIGHT SHARES**

The Board has recommended to issue **NIL %** Right Shares at par/at a discount/premium of Rs. **NIL** per share in proportion of **NIL** share(s) for every **NIL** share(s). The entitlement of right shares being declared simultaneously will be/will not be applicable on Bonus Shares as declared above.

(iv) **ANY OTHER ENTITLEMENT/CORPORATE ACTION**

NIL

(v) **ANY OTHER PRICE-SENSITIVE INFORMATION**

NIL

FINANCIAL RESULTS

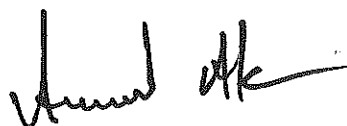
The financial results of the Company are as follows:

CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2017

Note	Nine months ended		Quarter ended	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	------(Rupees '000)-----			
Sales	158,970,036	171,753,186	41,599,113	54,318,044
Other revenue	838,053	738,023	299,410	245,929
	<u>159,808,089</u>	<u>172,491,209</u>	<u>41,898,523</u>	<u>54,563,973</u>
Sales tax	(29,666,120)	(37,537,133)	(7,800,746)	(9,672,851)
Net revenue	<u>130,141,969</u>	<u>134,954,076</u>	<u>34,097,777</u>	<u>44,891,122</u>
Cost of products sold	(118,885,544)	(124,712,239)	(30,574,052)	(41,235,267)
Gross profit	<u>11,256,425</u>	<u>10,241,837</u>	<u>3,523,725</u>	<u>3,655,855</u>
Distribution and marketing expenses	(3,866,193)	(3,631,987)	(1,196,238)	(1,333,799)
Administrative expenses	(3,084,450)	(2,925,113)	(1,147,279)	(1,044,239)
	<u>4,305,782</u>	<u>3,684,737</u>	<u>1,180,208</u>	<u>1,277,817</u>
Other expenses	(591,286)	(449,733)	(222,004)	(244,980)
	<u>3,714,496</u>	<u>3,235,004</u>	<u>958,204</u>	<u>1,032,837</u>
Other income	379,776	531,496	84,549	108,548
Operating profit	<u>4,094,272</u>	<u>3,766,500</u>	<u>1,042,753</u>	<u>1,141,385</u>
Finance costs	(176,872)	(145,252)	(83,077)	(53,835)
	<u>3,917,400</u>	<u>3,621,248</u>	<u>959,676</u>	<u>1,087,550</u>
Share of profit of associate - net of tax	6 555,413	508,172	192,576	233,994
Profit before taxation	<u>4,472,813</u>	<u>4,129,420</u>	<u>1,152,252</u>	<u>1,321,544</u>
Taxation	12 (1,367,739)	(707,443)	(385,542)	(112,400)
Profit for the period	<u>3,105,074</u>	<u>3,421,977</u>	<u>766,710</u>	<u>1,209,144</u>
Other comprehensive income	-	-	-	-
Total comprehensive income for the period	<u>3,105,074</u>	<u>3,421,977</u>	<u>766,710</u>	<u>1,209,144</u>
	------(Rupees)-----			
Earnings per share (basic and diluted)	<u>29.02</u>	<u>31.98</u>	<u>7.16</u>	<u>11.30</u>

We will be sending you 200 copies of the printed Accounts for distribution amongst the TRE Certificate Holders of the Exchange.

Yours faithfully,
Shell Pakistan Limited



Andalib Alavi
Secretary