



FAX # 021-111-573-329

October 23, 2012

The General Manager  
Karachi Stock Exchange(Guarantee) Ltd.  
Karachi Stock Exchange Building  
Stock Exchange Road  
Karachi.

**Sub: FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2012**

Dear Sir,

We would like to inform you that the Board of Directors of our company in their meeting held on Tuesday, October 23, 2012, at 2:00 pm at the registered office 12th Floor, Executive Tower, Dolmen City, Marine Drive, Block - IV, Clifton, Karachi, declared the following results:

|                                      | (Rs. in '000)                |                              |
|--------------------------------------|------------------------------|------------------------------|
|                                      | July to<br>September<br>2012 | July to<br>September<br>2011 |
| Net sales                            | 367,240                      | 505,756                      |
| Cost of goods sold                   | <u>(272,597)</u>             | <u>(372,211)</u>             |
| <b>Gross profit</b>                  | <b>94,643</b>                | <b>133,544</b>               |
| Selling and distribution expenses    | <u>(82,557)</u>              | <u>(137,236)</u>             |
| Administrative expenses              | <u>(26,748)</u>              | <u>(22,379)</u>              |
|                                      | <u>(109,305)</u>             | <u>(159,615)</u>             |
|                                      | <b>(14,662)</b>              | <b>(26,071)</b>              |
| Other operating income               | 1,593                        | 1,550                        |
| Other operating expenses             | <u>685</u>                   | <u>419</u>                   |
|                                      | <u>(12,384)</u>              | <u>(24,102)</u>              |
| Financial charges                    | <u>(5,662)</u>               | <u>(3,640)</u>               |
| <b>Profit/(Loss) before taxation</b> | <b>(18,046)</b>              | <b>(27,742)</b>              |
| Taxation                             | <u>6,621</u>                 | <u>9,535</u>                 |
| <b>Profit/(Loss) after taxation</b>  | <b><u>(11,426)</u></b>       | <b><u>(18,207)</u></b>       |
| <b>Earnings/(Loss) per share</b>     | <b><u>(2.15)</u></b>         | <b><u>(3.42)</u></b>         |

We will be sending you 300 copies of printed accounts for the distribution amongst the members of the exchange.

Yours truly,  
For ZIL LIMITED,

  
(ATA-UR-REHMAN SHAIKH)  
Company Secretary