



GlaxoSmithKline

April 20, 2012

The General Manager
Karachi Stock Exchange (Guarantee) Limited,
Stock Exchange Building
Stock Exchange Road
Karachi

GlaxoSmithKline Pakistan Limited

35-Dockyard Road, West Wharf,
Karachi-74000, Pakistan.
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Total 02 (two) pages

Subject: Financial Results for the First Quarter ended March 31, 2012

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on April 20, 2012 at 03:30 p.m. in the Board Room, Sykes Building, Dockyard Road, Karachi approved the un-audited financial information of the Company for the first quarter ended March 31, 2012.

The financial results of the Company are as follows:

	Quarter ended March 31, 2012 Rs. "000"	Quarter ended March 31, 2011 Rs. "000"
Net Sales	5,833,327	5,732,101
Cost of sales	<u>(4,102,030)</u>	<u>(4,211,694)</u>
Gross Profit	1,731,297	1,520,407
Selling, marketing and distribution expenses	(643,457)	(628,652)
Administrative expenses	(193,886)	(194,469)
Other Operating expenses	(75,400)	(63,651)
Other Operating Income	<u>81,566</u>	<u>137,730</u>
Operating Profit	900,120	771,365
Financial Charges	<u>(2,996)</u>	<u>(4,287)</u>
Profit before taxation	897,124	767,078
Taxation	<u>(412,000)</u>	<u>(348,468)</u>
Profit after taxation	<u>485,124</u>	<u>418,610</u>
Earnings per share - basic and diluted	<u>1.84</u>	<u>Rs. 1.59</u>