



Ref. No.: Fin/

/2012

October 25, 2012

The Managing Director  
Karachi Stock Exchange (Guarantee) Limited, Karachi  
The Managing Director  
Lahore Stock Exchange (Guarantee) Limited, Lahore  
The Managing Director  
Islamabad Stock Exchange (Guarantee) Limited, Islamabad

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**Financial Results for the Quarter Ended September 30, 2012**

Dear Sir,

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday, October 25, 2012 at 3:00 p.m. at House of Habib Building, 2<sup>nd</sup> Floor, Siddiqueson Tower, Shahrah-e-Faisal, Karachi, recommended the following:

|               |   |     |                       |   |     |
|---------------|---|-----|-----------------------|---|-----|
| Cash Dividend | : | NIL | Bonus Shares          | : | NIL |
| Right Shares  | : | NIL | Any other entitlement | : | NIL |

The financial results of the Company are as follows:

|                                        | July<br>2012     | to<br>September<br>2011 |
|----------------------------------------|------------------|-------------------------|
|                                        | (Rupees in '000) |                         |
| Turnover – net                         | 1,195,651        | 1,176,632               |
| Cost of sales                          | (893,669)        | (848,166)               |
| Gross profit                           | 301,982          | 328,466                 |
| Distribution costs                     | (153,605)        | (170,713)               |
| Administrative expenses                | (22,379)         | (18,380)                |
|                                        | (175,984)        | (189,093)               |
| Other operating income                 | 896              | 3,643                   |
| Operating profit                       | 126,894          | 143,016                 |
| Finance costs                          | (86,253)         | (100,066)               |
| Other Charges                          | (4,550)          | (4,681)                 |
| Profit before taxation                 | 36,091           | 38,269                  |
| Taxation                               |                  |                         |
| - Current                              | (6,320)          | (13,386)                |
| - Deferred                             | (6,450)          | (14,044)                |
|                                        | (12,770)         | (27,430)                |
| Profit after taxation                  | 23,321           | 10,839                  |
| Earnings per share – basic and diluted | 0.16             | 0.08                    |

We will be sending requisite copies of published unaudited accounts for distribution amongst the members of the Exchange in due course of time.

Thanking you.

Yours faithfully,

*Aziz Ahmed*  
(AZIZ AHMED)  
Company Secretary

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