



Interim Condensed Profit and Loss Account (Unaudited)
for the nine months ended March 31, 2011

	Note	Nine months ended		Quarter ended	
		March 31, 2011	March 31, 2010	March 31, 2011	March 31, 2010
(Rupees in '000)					
Gross revenue		780,895	743,211	271,351	265,486
Less: Sales tax and special excise duty		135,743	122,915	48,425	43,732
Trade discounts		55,699	44,616	17,252	12,955
		<u>191,442</u>	<u>167,531</u>	<u>65,677</u>	<u>56,687</u>
Net revenue		589,453	575,680	205,674	208,799
Cost of sales	10	(474,826)	(472,592)	(159,291)	(169,603)
Gross profit		114,627	103,088	46,383	39,196
Distribution & marketing expenses		(100,832)	(112,403)	(30,478)	(29,903)
Administrative expenses		(12,222)	(15,120)	(3,512)	(4,608)
Other operating expenses		(1,874)	(3,402)	(782)	(6)
Other operating income	11	16,094	5,910	726	946
Operating profit / (loss)		15,793	(21,927)	12,337	5,625
Finance costs		(816)	(1,101)	(310)	(644)
Profit / (loss) before taxation		14,977	(23,028)	12,027	4,981
Taxation	12	(5,124)	(1,060)	(2,068)	(2,844)
Profit / (loss) after taxation		<u>9,853</u>	<u>(24,088)</u>	<u>9,959</u>	<u>2,137</u>
Earnings / (loss) per share - basic and diluted	13	<u>Rs. 1.04</u>	<u>Rs. (2.55)</u>	<u>Rs. 1.05</u>	<u>Rs. 0.23</u>

The annexed notes from 1 to 18 form an integral part of these financial statements.

Zulfiqar Ali Lakhani
Chief Executive

Tasleemuddin Ahmed Batlay
Director