

October 27, 2016

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

Dear Sir,

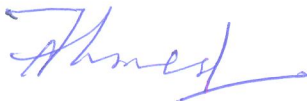
Sub: **FINANCIAL RESULTS FOR THIRD QUARTER ENDED SEPTEMBER 30, 2016**

This is to inform you that Board of Directors of our Company in their 340<sup>th</sup> meeting held on October 27, 2016 at 11.30 a.m. at Plot No. 39, Sector 19, Korangi Industrial Area, Karachi, recommended the following:

- |       |                      |   |            |
|-------|----------------------|---|------------|
| (i)   | <b>BONUS SHARES</b>  | : | <b>NIL</b> |
| (ii)  | <b>CASH DIVIDEND</b> | : | <b>NIL</b> |
| (iii) | <b>RIGHT SHARES</b>  | : | <b>NIL</b> |

The financial results of the Company are enclosed as ANNEXURE 'A'.

Yours very truly,  
For **SINGER PAKISTAN LIMITED**



**TAUSEEF AHMED ZAKAI**  
Company Secretary

Encl: a/a

## ANNEXURE 'A'

	Three months ended 30 September 2016	Nine months ended 30 September 2016	Three months ended 30 September 2015	Nine months ended 30 September 2015
----- (Rupees in '000) -----				
Sales	322,875	1,221,737	399,814	1,309,074
Earned carrying charges	30,100	103,807	60,973	204,140
Gross Revenue	<u>352,975</u>	<u>1,325,544</u>	<u>460,787</u>	<u>1,513,214</u>
Sales tax, excise duty, commissions and discounts	(64,677)	(237,212)	(85,463)	(261,720)
Net revenue	<u>288,298</u>	<u>1,088,332</u>	<u>375,324</u>	<u>1,251,494</u>
Cost of sales	(174,027)	(753,300)	(282,816)	(938,402)
Gross Margin	<u>114,271</u>	<u>335,032</u>	<u>92,508</u>	<u>313,092</u>
Marketing, selling and distribution cost	(84,990)	(234,049)	(74,191)	(218,692)
Administrative expenses	(15,582)	(53,811)	(14,599)	(50,875)
Other operating expenses	29,982	27,764	(3,750)	(11,427)
(Loss) / Profit from operations before finance cost	<u>(70,590)</u>	<u>(260,096)</u>	<u>(92,540)</u>	<u>(280,994)</u>
Finance cost	43,681	74,936	(32)	32,098
	<u>(36,122)</u>	<u>(104,089)</u>	<u>(35,799)</u>	<u>(121,735)</u>
	7,559	(29,153)	(35,831)	(89,637)
Other income	4,374	23,621	3,657	11,444
(Loss) before taxation	<u>11,933</u>	<u>(5,532)</u>	<u>(32,174)</u>	<u>(78,193)</u>
Taxation	(2,506)	(1,836)	9,652	16,973
(Loss) after taxation	<u>9,427</u>	<u>(7,368)</u>	<u>(22,522)</u>	<u>(61,220)</u>
----- Rupee(s) -----				
(Loss) per share - basic and diluted	<u>0.21</u>	<u>(0.16)</u>	<u>(0.50)</u>	<u>(1.35)</u>