

January 31, 2017

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

Dear Sir,

**FINANCIAL RESULTS FOR THE HALF-YEAR ENDED DECEMBER 31, 2016**

We have to inform you that the Board of Directors of our Company in their meeting held on Tuesday January 31, 2017 at 12:00 noon at the Registered Office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi has approved the un-audited financial statements duly reviewed by the auditors of the Company for the half year ended December 31, 2016 and recommended the following:

**CASH DIVIDEND**

An Interim cash dividend for the year ending June 30, 2017 @ Rs. 15/- per share of Rs.10/- each i.e. 150%.

The financial results of the Company are as per Annexure 'A' attached.

The above entitlement will be paid to the Shareholders whose names will appear in the Register of members on February 24, 2017.

The Share Transfer Books of the Company will be closed from February 18, 2017 to February 24, 2017 (both days inclusive). Transfers received by the Shares Registrar of the Company, M/s. FAMCO Associates (Private) Limited, 8-F, Next to Hotel Faran, Nursery, Block-6, P.E.C.H.S., Shakra-e-Faisal, Karachi up to the close of business on February 17, 2017 will be treated in time for entitlement of the Interim Dividend.

We will be sending you 200 copies of printed accounts of the Company for distribution amongst the TRE Certificate Holders of the Exchange.

Kindly acknowledge.

Yours faithfully,  
**For COLGATE-PALMOLIVE (PAKISTAN) LIMITED**

  
**(MANSOOR AHMED)**  
Company Secretary



Annexure 'A'

**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT  
FOR THE HALF-YEAR ENDED DECEMBER 31, 2016**

	Quarter ended December 31, 2016	Quarter ended December 31, 2015	Six months period ended December 31, 2016	Six months period ended December 31, 2015
------(Rupees in '000)-----				
Turnover	9,248,379	8,209,138	18,043,191	16,003,195
Sales tax	(1,469,134)	(1,309,072)	(2,860,427)	(2,551,296)
Trade discounts	(521,511)	(495,092)	(1,063,982)	(984,675)
Net turnover	7,257,734	6,404,974	14,118,782	12,467,224
Cost of sales	(4,505,782)	(4,090,088)	(8,825,422)	(8,053,075)
Gross profit	2,751,952	2,314,886	5,293,360	4,414,149
Selling and distribution costs	(1,448,510)	(1,183,115)	(2,798,919)	(2,268,556)
Administrative expenses	(91,041)	(75,113)	(180,216)	(146,916)
Other expenses	(91,179)	(84,051)	(179,884)	(158,267)
Other income	68,415	63,527	135,757	114,238
Profit from operations	1,189,637	1,036,134	2,270,098	1,954,648
Finance cost and bank charges	(6,914)	(6,140)	(12,231)	(11,334)
Profit before taxation	1,182,723	1,029,994	2,257,867	1,943,314
Taxation				
- Current - for the period	375,461	341,868	722,961	638,368
- for prior years	(29,518)	(11,263)	(29,518)	(11,263)
- Deferred	345,943	330,605	693,443	627,105
	(32,980)	17,158	(41,170)	(17,799)
	312,963	347,763	652,273	609,306
Profit after taxation	869,760	682,231	1,605,594	1,334,008
<b>Other comprehensive income for the period - net of tax</b>				
Items that may be reclassified subsequently to profit and loss				
Surplus on investments categorised as 'available for sale' - net Impact of deferred tax	44,755	33,876	74,355	81,451
	(6,713)	(6,270)	(11,153)	(12,217)
	38,042	27,606	63,202	69,234
<b>Total comprehensive income for the period</b>	907,802	709,837	1,668,796	1,403,242
------(Rupees)-----				
Earnings per share	18.14	14.23	33.48	27.82


