

October 26, 2016

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

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2016

We have to inform you that the Board of Directors of the Company in their meeting held on Wednesday October 26, 2016 at 11:00 a.m. at the Registered Office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi considered and approved the un-audited financial statements of the Company for the quarter ended September 30, 2016.

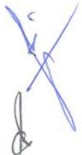
The financial results of the Company are as per Annexure 'A' attached.

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

Kindly acknowledge.

Yours faithfully,
For COLGATE-PALMOLIVE (PAKISTAN) LIMITED


(TASLEEMUDDIN A. BATLAY)
Director



ANNEXURE 'A'

CONDENSED INTERIM PROFIT AND LOSS ACCOUNT
For the Quarter ended September 30, 2016

	Quarter ended September 30, 2016	Quarter ended September 30, 2015
	(Rupees in '000)	
Turnover	8,794,812	7,794,057
Sales tax	(1,391,293)	(1,242,224)
Trade discounts	(542,471)	(489,583)
Net turnover	<u>6,861,048</u>	<u>6,062,250</u>
Cost of sales	<u>(4,319,640)</u>	<u>(3,962,987)</u>
Gross profit	2,541,408	2,099,263
Selling and distribution costs	(1,350,409)	(1,085,441)
Administrative expenses	(89,175)	(71,803)
Other expenses	(88,705)	(74,216)
Other income	67,342	50,711
Profit from operations	<u>1,080,461</u>	<u>918,514</u>
Finance costs and bank charges	(5,317)	(5,194)
Profit before taxation	<u>1,075,144</u>	<u>913,320</u>
Taxation		
- Current - for the period	347,500	296,500
- Deferred	(8,190)	(34,957)
	<u>(339,310)</u>	<u>(261,543)</u>
Profit after taxation	735,834	651,777
Other comprehensive income for the period-net of tax		
Items that may be reclassified subsequently to profit and loss		
Surplus on investments categorised as 'available for sale'	29,600	47,575
Impact of deferred tax	(4,440)	(5,947)
	<u>25,160</u>	<u>41,628</u>
Total comprehensive income for the period	<u>760,994</u>	<u>693,405</u>
	----- (Rupees) -----	
Earnings per share	<u>15.34</u>	<u>13.59</u>

M. Anwar

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