

22 April 2015

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

FAX NO.111-573-329

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED MARCH 31, 2015

We have to inform you that the Board of Directors of the Company in their meeting held on Wednesday 22 April 2015 at 01:30 p.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/period ended March 31, 2015.

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 and Nine months period ended March 31, 2015

	Quarter ended March 31, 2015	Quarter ended March 31, 2014	Nine months period ended March 31, 2015	Nine months period ended March 31, 2014
	(Rupees in '000)			
Turnover	7,937,626	7,467,738	23,413,810	21,589,317
Sales tax	(1,265,289)	(1,189,342)	(3,724,870)	(3,431,742)
Trade discounts	(489,956)	(356,635)	(1,348,113)	(1,086,347)
Net turnover	<u>6,182,381</u>	<u>5,921,761</u>	<u>18,340,827</u>	<u>17,071,228</u>
Cost of sales	<u>(4,193,517)</u>	<u>(4,248,709)</u>	<u>(12,588,050)</u>	<u>(12,366,360)</u>
Gross profit	1,988,864	1,673,052	5,752,777	4,704,868
Selling and distribution costs	(1,075,814)	(968,363)	(3,116,371)	(2,688,371)
Administrative expenses	(67,228)	(56,350)	(196,603)	(160,705)
Other expenses	(63,992)	(53,052)	(190,565)	(149,122)
Other income	66,060	42,067	175,726	104,320
Profit from operations	<u>847,890</u>	<u>637,354</u>	<u>2,424,964</u>	<u>1,810,990</u>
Finance cost and bank charges	(5,003)	(4,663)	(14,973)	(13,513)
Profit before taxation	<u>842,887</u>	<u>632,691</u>	<u>2,409,991</u>	<u>1,797,477</u>
Taxation				
- Current - for the period	271,502	204,251	772,300	543,700
- for prior years	0	-	(3,857)	(1,715)
- Deferred	271,502	204,251	768,443	541,985
	(1,154)	(15,444)	(21,960)	(393)
	<u>(270,348)</u>	<u>(188,807)</u>	<u>(746,483)</u>	<u>(541,592)</u>
Profit after taxation	572,539	443,884	1,663,508	1,255,885
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'	9,099	18,247	39,104	35,251
Impact of deferred tax	(1,137)	(1,825)	(5,665)	(3,525)
	7,962	16,422	33,439	31,726
Total comprehensive income for the period	<u>580,501</u>	<u>460,306</u>	<u>1,696,947</u>	<u>1,287,611</u>
	(Rupees)			
Earnings per share - restated	<u>11.94</u>	<u>9.26</u>	<u>34.69</u>	<u>26.19</u>


