

April 27, 2016

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

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED MARCH 31, 2016

We have to inform you that the Board of Directors of the Company in their meeting held on Wednesday April 27, 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/period ended March 31, 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



**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT
FOR THE QUARTER AND NINE MONTHS ENDED MARCH 31, 2016**

	Quarter ended March 31, 2016	Quarter ended March 31, 2015 <small>(Rupees in '000)</small>	Nine months period ended March 31, 2016	Nine months period ended March 31, 2015
Turnover	8,425,658	7,937,626	24,428,853	23,413,810
Sales tax	(1,342,069)	(1,265,289)	(3,893,365)	(3,724,870)
Trade discounts	(513,679)	(489,956)	(1,498,354)	(1,348,113)
Net turnover	<u>6,569,910</u>	<u>6,182,381</u>	<u>19,037,134</u>	<u>18,340,827</u>
Cost of sales	(4,145,991)	(4,193,517)	(12,199,066)	(12,588,050)
Gross profit	<u>2,423,919</u>	<u>1,988,864</u>	<u>6,838,068</u>	<u>5,752,777</u>
Selling and distribution costs	(1,274,391)	(1,075,814)	(3,542,947)	(3,116,371)
Administrative expenses	(88,415)	(67,228)	(235,331)	(196,603)
Other expenses	(85,960)	(63,992)	(244,227)	(190,565)
Other income	106,881	66,060	221,119	175,726
Profit from operations	<u>1,082,034</u>	<u>847,890</u>	<u>3,036,682</u>	<u>2,424,964</u>
Finance cost and bank charges	(5,076)	(5,003)	(16,410)	(14,973)
Profit before taxation	<u>1,076,958</u>	<u>842,887</u>	<u>3,020,272</u>	<u>2,409,991</u>
Taxation				
- Current - for the period	345,032	271,502	983,400	772,300
- for prior year	-	-	(11,263)	(3,857)
- Deferred	345,032 (14,451)	271,502 (1,154)	972,137 (32,250)	768,443 (21,960)
Profit after taxation	<u>(330,581)</u>	<u>(270,348)</u>	<u>(939,887)</u>	<u>(746,483)</u>
	<u>746,377</u>	<u>572,539</u>	<u>2,080,385</u>	<u>1,663,508</u>
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'	8,665	9,099	90,116	39,104
Impact of deferred tax	(1,300)	(1,137)	(13,517)	(5,665)
	7,365	7,962	76,599	33,439
Total comprehensive income for the period	<u>753,742</u>	<u>580,501</u>	<u>2,156,984</u>	<u>1,696,947</u>
		(Rupees in '000)		
Earnings per share (Rupees)	<u>15.56</u>	<u>11.94</u>	<u>43.38</u>	<u>34.69</u>

