

April 23, 2020

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

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2020

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday, April 23, 2020 at 03:00 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 ended March 31, 2020.

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

The Quarterly Report of the Company for the period ended March 31, 2020 will be transmitted through PUCARS separately, within the specified time.

Kindly acknowledge.

Yours faithfully,

For COLGATE-PALMOLIVE (PAKISTAN) LIMITED


(MANSOOR AHMED)

Company Secretary

Encl. As above.



**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS
AND OTHER COMPREHENSIVE INCOME
FOR THE QUARTER AND NINE MONTHS PERIOD ENDED MARCH 31, 2020**

	Quarter ended March 31, 2020	Quarter ended March 31, 2019	Nine months period ended March 31, 2020	Nine months period ended March 31, 2019
------(Rupees in '000)-----				
Turnover	14,782,184	12,738,161	42,136,833	35,686,379
Sales tax	(2,348,413)	(2,012,005)	(6,689,275)	(5,653,926)
Trade and other discounts	(1,359,970)	(975,381)	(3,780,762)	(2,920,115)
Net turnover	<u>11,073,801</u>	<u>9,750,775</u>	<u>31,666,796</u>	<u>27,112,338</u>
Cost of sales	<u>(7,767,710)</u>	<u>(7,116,241)</u>	<u>(22,497,054)</u>	<u>(19,419,535)</u>
Gross profit	3,306,091	2,634,534	9,169,742	7,692,803
Selling and distribution costs	(1,481,820)	(1,230,840)	(4,135,726)	(3,716,458)
Administrative expenses	(157,371)	(131,709)	(441,899)	(373,136)
Other expenses	(143,753)	(103,003)	(400,882)	(312,732)
Other income	277,390	150,126	793,121	431,887
Profit from operations	<u>1,800,537</u>	<u>1,319,108</u>	<u>4,984,356</u>	<u>3,722,364</u>
Finance cost and bank charges	<u>(23,374)</u>	<u>(9,148)</u>	<u>(70,716)</u>	<u>(27,577)</u>
Profit before taxation	<u>1,777,163</u>	<u>1,309,960</u>	<u>4,913,640</u>	<u>3,694,787</u>
Taxation				
- Current - for the period	507,558	389,369	1,421,408	1,035,000
- for prior year	-	11,517	(92,307)	6,341
	<u>507,558</u>	<u>400,886</u>	<u>1,329,101</u>	<u>1,041,341</u>
- Deferred	(52,869)	13,834	(38,164)	54,285
	<u>(454,689)</u>	<u>(414,720)</u>	<u>(1,290,937)</u>	<u>(1,095,626)</u>
Profit after taxation	<u>1,322,474</u>	<u>895,240</u>	<u>3,622,703</u>	<u>2,599,161</u>
Other comprehensive income/(loss)				
for the period - net of tax				
<i>Items that may be reclassified subsequently to profit or loss</i>				
Surplus/ (deficit) on investments categorised as ' fair value through other comprehensive income' - net	389	1,923	6,672	(7,327)
Impact of tax	(98)	(478)	(2,241)	1,818
	<u>291</u>	<u>1,445</u>	<u>4,431</u>	<u>(5,509)</u>
Total comprehensive income for the period	<u><u>1,322,765</u></u>	<u><u>896,685</u></u>	<u><u>3,627,134</u></u>	<u><u>2,593,652</u></u>
------(Rupees)-----				
Earnings per share - basic and dilutive	<u>22.98</u>	<u>15.56</u>	<u>62.95</u>	<u>45.17</u>


