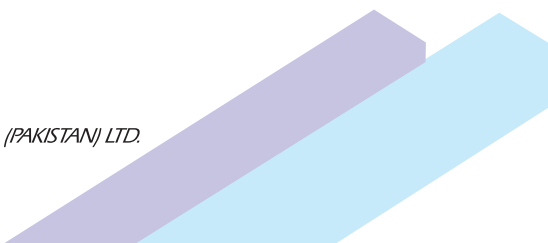




FIRST QUARTER REPORT
JULY - SEPTEMBER 2021



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COMPANY INFORMATION

BOARD OF DIRECTORS

Iqbal Ali Lakhani - Chairman
Amin Mohammed Lakhani
Aliya Saeeda Khan
Kamran Yousuf Mirza
Syed Shahid Ali Bukhari
Peter John Graylin
Xuan Dai
Zulfiqar Ali Lakhani - Chief Executive

ADVISOR

Sultan Ali Lakhani

AUDIT COMMITTEE

Aliya Saeeda Khan - Chairperson
Iqbal Ali Lakhani
Amin Mohammed Lakhani
Kamran Yousuf Mirza

HUMAN RESOURCE & REMUNERATION COMMITTEE

Kamran Yousuf Mirza - Chairman
Iqbal Ali Lakhani
Zulfiqar Ali Lakhani
Aliya Saeeda Khan

COMPANY SECRETARY

Mansoor Ahmed

CHIEF FINANCIAL OFFICER

Mudassir Iqbal

EXTERNAL AUDITORS

A. F. Ferguson & Co.
Chartered Accountants

INTERNAL AUDITORS

BDO Ebrahim & Co.
Chartered Accountants

SHARES REGISTRAR

FAMCO Associates (Private) Limited
8-F, Near Hotel Faran, Nursery, Block-6,
P.E.C.H.S., Shakra-e-Faisal, Karachi.

REGISTERED OFFICE

Lakson Square, Building No. 2,
Sarwar Shaheed Road,
Karachi-74200 Pakistan

FACTORIES

G-6, S.I.T.E., Kotri
District Jamshoro (Sindh)

H-36 (B), S.I.T.E., Kotri
District Jamshoro (Sindh)

217, Sundar Industrial Estate,
Raiwind Road, Lahore

WEBSITE

www.colgate.com.pk

DIRECTORS' REVIEW

The directors of your Company are pleased to present the un-audited, condensed financial statements of the Company for the quarter ended September 30, 2021.

Financial Performance at a Glance

A brief financial analysis of the Company's performance for the quarter is summarized below:

Operating Results	July- September 2021	July- September 2020	Increase / (Decrease)
	Amount in PKR million		
Turnover	18,793	16,419	14.46%
Net Turnover	14,072	12,299	14.42%
Gross Profit	3,860	3,664	5.35%
Gross Profit %	27.43%	29.79%	(236 bps)
Selling & Distribution Cost	1,619	1,481	9.32%
Administrative Expenses	166	148	12.16%
Profit from Operations	2,134	2,027	5.28%
Profit after Tax	1,488	1,441	3.26%
Earnings Per Share - Rupees	20.44	19.80	3.26%

Financial Performance Highlights

Net turnover of the Company grew by 14.42% as a result of volume gains and increase in selling price.

Gross margin however remained under pressure throughout this period. Increase in prices of key inputs, including international freight and oil prices, resulted in the gross margin decreasing by 236 bps.

Selling and distribution costs went up by 9.32% primarily due to freight charges. Administrative expenses increased by 12.16% mainly due to employee related costs.

Business Performance Highlights

With the focus on increasing consumption of toothpaste, Colgate fortified its leadership position by conducting consumer trial programs via the Bright Smiles Bright Futures school program and visible distribution targeted towards non-users and light users of toothpaste.

Palmolive continues to make its mark as a mega brand with its diverse portfolio of personal care products meeting consumer's beauty as well as hygiene needs.

Despite cost pressure, players in the laundry segment have intensified efforts to gain market share via unprecedented high level of spending on the trade and advertising front. In the Dish care segment, Max equity enjoys leadership position, but local, unorganized players continue to flourish in semi urban and rural markets.


Future Outlook

Pressure on gross margin is expected to continue due to unprecedented increase in input costs and devaluation of rupee against USD. Supply constraints in some materials, uncertainty about prices of international freight, rising inflation and uncertain economic outlook would further add to this challenge.

Acknowledgement

We would like to extend our sincere gratitude to our consumers for their trust in our brands. We are thankful to our customers, distributors, supply chain partners bankers and shareholders for their continued support. We also appreciate our employees for their relentless dedication and immense contribution to the Company.

On behalf of Board of Directors



Iqbal Ali Lakhani
Chairman



Zulfiqar Ali Lakhani
Chief Executive

Karachi : October 27, 2021

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION


As at September 30, 2021

	Note	September 30, 2021 (unaudited)	June 30, 2021 (audited)
(Rupees in '000)			
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	4	7,160,995	6,714,324
Intangible assets		7,128	8,662
Long term loans		48,050	45,542
Long term security deposits		40,804	40,712
Staff retirement benefit		12,896	24,606
		<u>7,269,873</u>	<u>6,833,846</u>
CURRENT ASSETS			
Stores and spares		410,422	415,959
Stock in trade	5	7,123,146	7,251,915
Trade debts		1,301,138	1,155,879
Loans and advances		145,912	109,986
Trade deposits and short term prepayments		163,993	66,215
Other receivables		707,958	289,345
Accrued profit		3,206	12,158
Taxation - net		2,306	-
Short term investments	6	9,991,206	9,881,592
Cash and bank balances		2,384,135	2,121,764
		<u>22,233,422</u>	<u>21,304,813</u>
TOTAL ASSETS		<u>29,503,295</u>	<u>28,138,659</u>
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised share capital		1,250,000	750,000
Issued, subscribed and paid-up share capital	7	727,956	633,005
Reserves		19,422,357	19,548,297
Remeasurement of post retirement benefits obligation		(168,676)	(168,676)
		<u>19,981,637</u>	<u>20,012,626</u>
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred taxation		62,281	58,817
Long term deposits		79,638	122,672
Deferred liability		77,831	87,139
Long-term financing	8	756,734	631,297
Deferred grant		281,730	182,296
Lease liabilities		336,968	332,019
		<u>1,595,182</u>	<u>1,414,240</u>
CURRENT LIABILITIES			
Trade and other payables	9	6,807,072	5,921,549
Accrued mark-up		6,006	4,978
Current maturity of long-term financing		506,486	506,486
Current maturity of lease liabilities		43,671	39,040
Taxation - net		-	212,470
Unpaid dividend		536,285	-
Unclaimed dividend		26,956	27,270
		<u>7,926,476</u>	<u>6,711,793</u>
TOTAL LIABILITIES		<u>9,521,658</u>	<u>8,126,033</u>
TOTAL EQUITY AND LIABILITIES		<u>29,503,295</u>	<u>28,138,659</u>
CONTINGENCIES AND COMMITMENTS	10		

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
 Chairman/Director


Zulfiqar Ali Lakhani
 Chief Executive


Mudassar Iqbal
 Chief Financial Officer

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (Unaudited)

For the Quarter ended September 30, 2021

	Note	Quarter ended September 30, 2021	Quarter ended September 30, 2020
		(Rupees in '000)	
Turnover		18,793,329	16,418,706
Sales tax		(2,986,448)	(2,606,584)
Trade and other discounts		(1,735,261)	(1,512,710)
Net turnover		<u>14,071,620</u>	<u>12,299,412</u>
Cost of sales		(10,211,632)	(8,635,845)
Gross profit		3,859,988	3,663,567
Selling and distribution cost		(1,619,438)	(1,480,806)
Administrative expenses		(165,806)	(147,613)
Other expenses		(213,184)	(167,060)
Other income		272,574	159,348
Profit from operations		<u>2,134,134</u>	<u>2,027,436</u>
Finance cost and bank charges		(31,093)	(26,696)
Profit before taxation		<u>2,103,041</u>	<u>2,000,740</u>
Taxation			
- Current - for the quarter		(611,354)	(581,616)
- Deferred		(3,464)	21,928
		<u>(614,818)</u>	<u>(559,688)</u>
Profit after taxation		<u>1,488,223</u>	<u>1,441,052</u>
Other comprehensive income for the quarter - net of tax			
Items that may be reclassified subsequently to profit or loss			
Gain on investments categorised as fair value through other comprehensive income		-	106
Impact of tax		-	(27)
		<u>-</u>	<u>79</u>
Total comprehensive income for the quarter		<u>1,488,223</u>	<u>1,441,131</u>
		----- (Rupees) -----	
			(Restated)
Earnings per share - basic and dilutive	11	<u>20.44</u>	<u>19.80</u>

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfiqar Ali Lakhani
Chief Executive


Mudassir Iqbal
Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

For the Quarter ended September 30, 2021

	Issued, subscribed and paid up share capital	Reserves			Remeasurement on post retirement benefits obligation- net of tax	Deficit/Surplus on revaluation of investments- net of tax	Total Equity	
		Capital reserve- share premium	Revenue reserves General reserve	Unappropriated profit				Sub Total- reserves
(Rupees in '000)								
Balance as at July 1, 2020	575,459	13,456	13,280,000	3,570,481	16,863,937	(188,474)	259	17,251,181
Transactions with owners								
Final dividend for the year ended June 30, 2020 at the rate of Rs 23.5 per share	-	-	-	(1,352,330)	(1,352,330)	-	-	(1,352,330)
Bonus shares issued at the rate of one share for every ten shares held	57,546	-	-	(57,546)	(57,546)	-	-	-
Total transactions with owners	57,546	-	-	(1,409,876)	(1,409,876)	-	-	(1,352,330)
Comprehensive income for the quarter								
Profit after taxation for the quarter ended September 30, 2020	-	-	-	1,441,052	1,441,052	-	-	1,441,052
Other comprehensive income	-	-	-	-	-	-	79	79
Total comprehensive income for the quarter ended September 30, 2020	-	-	-	1,441,052	1,441,052	-	79	1,441,131
Transfer to general reserve	-	-	2,160,000	(2,160,000)	-	-	-	-
Balance as at September 30, 2020	633,005	13,456	15,440,000	1,441,657	16,895,113	(188,474)	338	17,339,982
Balance as at July 1, 2021	633,005	13,456	15,440,000	4,094,841	19,548,297	(168,676)	-	20,012,626
Transactions with owners								
Final dividend for the year ended June 30, 2021 at the rate of Rs 24 per share	-	-	-	(1,519,212)	(1,519,212)	-	-	(1,519,212)
Bonus shares issued at the rate of three shares for every twenty shares held	94,951	-	-	(94,951)	(94,951)	-	-	-
Total transactions with owners	94,951	-	-	(1,614,163)	(1,614,163)	-	-	(1,519,212)
Comprehensive income for the quarter								
Profit after taxation for the quarter ended September 30, 2021	-	-	-	1,488,223	1,488,223	-	-	1,488,223
Other comprehensive income	-	-	-	-	-	-	-	-
Total comprehensive income for the quarter ended September 30, 2021	-	-	-	1,488,223	1,488,223	-	-	1,488,223
Transfer to general reserve	-	-	2,480,000	(2,480,000)	-	-	-	-
Balance as at September 30, 2021	727,956	13,456	17,920,000	1,488,901	19,422,357	(168,676)	-	19,981,637

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.



Iqbal Ali Lakhani
Chairman/Director



Zulfiqar Ali Lakhani
Chief Executive



Mudassir Iqbal
Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CASH FLOWS

 (Unaudited)

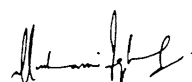
For the Quarter ended September 30, 2021

	Note	Quarter ended September 30, 2021	Quarter ended September 30, 2020
(Rupees in '000)			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	12	2,510,674	2,492,798
Finance cost and bank charges paid		(15,564)	(13,196)
Taxes paid		(826,130)	(211,473)
Staff retirement benefit paid		-	(58,015)
Long term loans		(2,508)	(1,030)
Long term security deposits (assets)		(92)	(6,028)
Long term deposits		(43,034)	1,013
Net cash generated from operating activities		1,623,346	2,204,069
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(645,564)	(564,961)
Purchase of intangible assets		-	(2,025)
Short term investments made during the quarter		(12,374,883)	(8,163,304)
Proceeds from sale of property, plant and equipment		8,103	7,069
Profit received on saving accounts		28,430	21,148
Profit received on treasury bills		33,972	25,695
Profit received on Sukuks bonds		-	813
Profit received on term deposit receipts		17,389	20,666
Sale proceeds on disposal of short term investments		11,087,853	5,623,849
Net cash used in investing activities		(1,844,700)	(3,031,050)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(983,241)	(51)
Long-term financing obtained		351,492	335,556
Long-term financing repaid		(126,621)	-
Payment of lease liabilities		(16,905)	(15,729)
Net cash (used in) / generated from financing activities		(775,275)	319,776
Net decrease in cash and cash equivalents		(996,629)	(507,205)
Cash and cash equivalents at the beginning of the quarter		4,807,764	5,226,835
Cash and cash equivalents at the end of the quarter	13	3,811,135	4,719,630

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfiqar Ali Lakhani
Chief Executive


Mudassir Iqbal
Chief Financial Officer

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Quarter ended September 30, 2021

1. THE COMPANY AND ITS OPERATIONS

Colgate-Palmolive (Pakistan) Limited (the Company) was initially incorporated in Pakistan on December 5, 1977 as a public limited company with the name of National Detergents Limited. The name of the Company was changed to Colgate-Palmolive (Pakistan) Limited on March 28, 1990 when the Company entered into a Participation Agreement with Colgate-Palmolive Company, USA. The Company is listed on Pakistan Stock Exchange. The registered office of the Company is situated at Lakson Square, Building No. 2, Sarwar Shaheed Road, Karachi, Pakistan.

The Company is mainly engaged in the manufacture and sale of detergents, personal care and other related products.

2. BASIS OF PREPARATION AND SIGNIFICANT ACCOUNTING POLICIES

2.1 Statement of compliance

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting which comprise of International Accounting Standard (IAS) 34 'Interim Financial Reporting' issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act) and provisions of and directives issued under the Act.

Where the provisions of and directives issued under the Act differ with the requirements of IAS 34, the provisions of and directives issued under the Act have been followed.

2.2 These condensed interim financial statements do not include all the information and disclosures required in an annual audited financial statements, and should be read in conjunction with the Company's annual audited financial statements for the year ended June 30, 2021.

2.3 New standards, amendments to approved accounting standards and new interpretations

2.3.1 Amendments to approved accounting standards which are effective during the year ending June 30, 2022

There are certain amendments to approved accounting standards which are mandatory for accounting periods beginning on or after July 1, 2021 but are considered not to be relevant or have any significant effect on the Company's financial reporting.

2.3.2 New standards and amendments to approved accounting standards that are effective for the Company's accounting periods beginning on or after July 1, 2022.

There is a new standard and certain amendments to approved accounting standards that will be mandatory for accounting periods beginning on or after July 1, 2022 but are considered not to be relevant or expected to have any significant effect on the Company's financial reporting.

2.4 The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are same as those applied in the preparation of the financial statements for the year ended June 30, 2021.

3. SIGNIFICANT ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of these condensed interim financial statements in conformity with the approved accounting and reporting standards as applicable in Pakistan for interim reporting requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on the historical experience and other factors, including reasonable expectations of future events. Revision to accounting estimates are recognised prospectively commencing from the period of revision.

Judgments and estimates made by the management in the preparation of these condensed interim financial statements are same as those applied to financial statements as at and for the year ended June 30, 2021.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2021.

Note	September 30, 2021 (unaudited)	June 30, 2021 (audited)
	(Rupees in '000)	

4. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets - at net book value 4.1 to 4.4	4,109,807	3,817,846
Capital work in progress - at cost 4.5	2,751,632	2,597,752
Right of use assets - at net book value	299,556	298,726
	7,160,995	6,714,324

	Quarter ended September 30, 2021	Quarter ended September 30, 2020
	(Rupees in '000)	
4.1 Additions - operating fixed assets (at cost)		
Building on leasehold land	8,716	53,315
Plant and machinery	268,713	158,622
Fittings and installation	140,269	6,096
Furniture and fixtures	2,372	447
Tools and equipment	15,687	12,325
Vehicles	49,842	52,142
Computers and accessories	2,868	9,356
Office equipment	3,216	4,343
	<u>491,683</u>	<u>296,646</u>
4.1.1 Additions include transfers from capital work in progress aggregating Rs 401.406 million (September 30, 2020: Rs 228.283 million).		
4.2 Disposals - operating fixed assets (at net book value)		
Furniture and fixtures	-	27
Vehicles	3,497	4,592
Computers and accessories	-	14
Office equipment	1	14
	<u>3,498</u>	<u>4,647</u>
4.3 Depreciation charge for the quarter	<u>196,224</u>	<u>195,647</u>
4.4 Included in operating fixed assets are items having aggregate cost of Rs 44.822 million (June 30, 2021: Rs 44.822 million) held by third parties for manufacturing certain products of the Company. These operating fixed assets are free of lien and the Company has full right of repossession of these assets.		
4.5 Additions - capital work-in-progress (at cost)		
Building on leasehold land	84,290	152,151
Plant and machinery	447,505	267,085
Vehicles	975	1,700
Electric fittings and installation	12,922	31,578
Tools and equipment	19,828	687
Furniture and fixtures	3,968	2,811
Office equipment	6,892	2,571
Computer and accessories	3,389	265
	<u>579,769</u>	<u>458,848</u>

September 30,
2021
(unaudited)

June 30,
2021
(audited)

(Rupees in '000)

5. STOCK IN TRADE

Raw and packing materials	4,606,079	5,182,299
Work-in-process	738,509	314,797
Finished goods - Manufactured	1,588,243	1,506,218
Finished goods - Trading	190,315	248,601
	<u>1,778,558</u>	<u>1,754,819</u>
	<u>7,123,146</u>	<u>7,251,915</u>

5.1 Stock in trade include raw and packing materials in transit aggregating Rs 840.328 million (June 30, 2021: Rs 646.669 million) and finished goods in transit aggregating Rs 5.435 million (June 30, 2021: Rs 1.791 million).

6. SHORT TERM INVESTMENTS

- Amortised cost	6.1	1,427,000	2,686,000
- Fair value through profit or loss		<u>8,564,206</u>	<u>7,195,592</u>
		<u>9,991,206</u>	<u>9,881,592</u>

6.1 The profits on these term deposits range between 6.75% and 8.75% per annum (2021: between 5.75% and 7.95% per annum) having maturity in October 2021.

7. ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

7.1 Movement in issued, subscribed and paid-up share capital during the quarter ended is as follows:

September 30, 2021 (unaudited)	September 30, 2020 (unaudited)		September 30, 2021 (unaudited)	September 30, 2020 (unaudited)
Number of shares			———— (Rupees in '000) ————	
63,300,507	57,545,915	Ordinary shares of Rs. 10 each at the beginning of the quarter	633,005	575,459
9,495,076	5,754,592	Issued during the quarter as fully paid bonus shares	94,951	57,546
<u>72,795,583</u>	<u>63,300,507</u>	At the end of the quarter	<u>727,956</u>	<u>633,005</u>

	September 30, 2021 (unaudited)	June 30, 2021 (audited)
(Rupees in '000)		
8. LONG-TERM FINANCING		
Financing under:		
- salary refinance scheme	748,961	873,788
- temporary economic refinance facility	751,122	399,630
- renewable energy finance facility	44,867	46,661
	1,544,950	1,320,079
Less reclassified to deferred grant	281,730	182,296
Less current maturity of financing under:		
- salary refinance scheme	499,308	499,308
- renewable energy finance facility	7,178	7,178
	506,486	506,486
	756,734	631,297

8.1 There has been no change in the terms and conditions as disclosed in note 21 to the Companies financial statements for the year ended June 30, 2021.

9. TRADE AND OTHER PAYABLES

Trade creditors	9.1	1,778,480	1,390,668
Accrued liabilities	9.2	2,191,531	2,337,495
Bills payable		1,341,295	637,968
Advances from customers - unsecured		131,065	110,726
Sales tax payable		411,315	335,630
Royalty payable to Colgate-Palmolive Co., USA - associated company		505,222	402,068
Workers' profits participation fund		112,900	427,415
Workers' welfare fund		201,005	158,944
Retention money payable		14,633	14,667
Gas Infrastructure Development Cess liability		36,222	35,518
Others	9.3	83,404	70,450
		6,807,072	5,921,549

9.1 These include Rs 232.975 million (June 30, 2021: Rs 127.602 million) payable to related parties.

9.2 These include Rs 87.380 million (June 30, 2021: Rs 83.687 million) accrued to related parties.

9.3 These include Rs 13.083 million (June 30, 2021: Rs 6.800 million) payable to related parties.

9.4 There has been no change in short-term borrowing facilities from various banks on mark-up basis from those that are mentioned in note 24 of the Company's financial statements for the year ended June 30, 2021.

10. CONTINGENCIES AND COMMITMENTS

10.1 Contingencies

10.1.1 There has been no material change in the status of contingencies disclosed in note 25 to the Company's financial statements for the year ended June 30, 2021.

10.2 Commitments

10.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 292.629 million and Rs 979.485 million respectively (June 30, 2021: Rs 357.068 million and Rs 984.946 million respectively).

10.2.2 Outstanding letters of credit amount to Rs 1,863.521 million (June 30, 2021: Rs 1,589.214 million).

10.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 5.923 million (June 30, 2021: Rs 13.688 million).

10.2.4 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 292.331 million (June 30, 2021: Rs 127.038 million).

11. EARNINGS PER SHARE

	Quarter ended September 30, 2021	Quarter ended September 30, 2020
	(Rupees in '000)	
Profit after taxation	1,488,223	1,441,052
	(Number of shares)	
Weighted average number of ordinary shares outstanding during the quarter (restated)	72,795,583	72,795,583
	(Rupees)	
Earnings per share - basic & dilutive (restated)	20.44	19.80

11.1 There are no dilutive potential ordinary shares outstanding as at September 30, 2021 and 2020.

	Quarter ended September 30, 2021	Quarter ended September 30, 2020
	(Rupees in '000)	
12. CASH GENERATED FROM OPERATIONS		
Profit before taxation	2,103,041	2,000,740
Adjustment for non-cash charges and other items:		
Depreciation on operating fixed assets	196,224	195,647
Depreciation on right-of-use assets	13,443	11,489
Amortisation expense	1,534	2,542
Gain on disposal of items of property, plant and equipment	(4,605)	(2,422)
Staff retirement benefit	11,710	11,026
Profit on saving accounts	(28,220)	(21,003)
Profit on a term deposit receipt	(8,647)	(29,649)
Profit on treasury bills	(33,972)	(25,695)
Profit on Sukuks bonds	-	(530)
Unrealised gain on investments classified as fair value through profit or loss	(81,584)	(19,664)
Finance cost and bank charges	31,093	26,696
Property, plant and equipment written off	-	146
Working capital changes 12.1	310,657	343,475
	<u>2,510,674</u>	<u>2,492,798</u>

12.1 Working capital changes

(Increase) / decrease in current assets:		
Stores and spares	5,537	6,489
Stock in trade	128,769	165,445
Trade debts	(145,259)	(206,106)
Loans and advances	(35,926)	(72,809)
Trade deposits and short term prepayments	(97,778)	(96,327)
Other receivables	(418,613)	56,372
	<u>(563,270)</u>	<u>(146,936)</u>
Increase in current liabilities:		
Trade and other payables	873,927	490,411
	<u>310,657</u>	<u>343,475</u>

September 30, 2021
(Unaudited)
(Rupees in '000)

September 30, 2020
(Unaudited)

13. CASH AND CASH EQUIVALENTS

Cash and bank balances	2,384,135	1,787,630
Short term investments	1,427,000	2,932,000
	<u>3,811,135</u>	<u>4,719,630</u>

14. RELATED PARTIES

14.1 Disclosure of transactions and closing balances between the Company and related parties:

The related parties include associated companies, staff retirement funds, directors, key management personnel and close family members of directors and key management personnel. The Company in the normal course of business carries out transactions with various related parties. The Company enters into transactions with related parties on the basis of mutually agreed terms. Significant balances and transactions with related parties are as follows:

Quarter ended September 30, 2021
(Rupees in '000)

Quarter ended September 30, 2020

Nature of transactions

Associated companies

Sale of goods and services provided and reimbursement of expenses	35,506	6,370
Purchase of goods and services received and reimbursement of expenses	1,019,881	887,624
Profit on short term investments	24,989	14,882
Rent, allied and other charges	10,388	9,200
Royalty charges	103,154	87,567
Insurance claims received	1,435	582
Purchase of property, plant and equipment	-	389
Donations	5,500	5,500
Dividend received on mutual funds	22,237	14,612
Dividend paid	880,373	-

Employee funds

Contribution to staff retirement benefits	27,980	25,437
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Key management personnel

Compensation paid to key management personnel	30,722	27,524
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**September 30,
2021
(unaudited)** June 30,
2021
(audited)
(Rupees in '000)

Nature of balances

Associated companies

Trade debts	1,976	-
Loans and advances	221	221
Other receivables	29,701	2,240
Short term investments	1,506,210	1,462,320
Lease liabilities	163,904	160,486
Unpaid dividend	455,764	-
Trade and other payables	Refer note 9	

15. ENTITY-WIDE INFORMATION

15.1 The Company constitutes of a single reportable segment, the principal classes of products of which are Personal Care, Home Care and Others.

15.2 Information about products

The Company's principal classes of products accounted for the following percentages of sales:

	Quarter ended September 30, 2021	Quarter ended September 30, 2020
Personal Care	29%	29%
Home Care	67%	67%
Others	4%	4%
	<u>100%</u>	<u>100%</u>

15.3 Information about geographical areas

The Company does not hold non-current assets in any foreign country. Revenues from external customers attributed to foreign countries in aggregate are not material in the overall context of these financial statements.

15.4 Information about major customers

The Company does not have transactions with any external customer which amount to 10 percent or more of its revenues.

16. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on October 27, 2021 by the Board of Directors of the Company.


Iqbal Ali Lakhani
Chairman/Director


Zulfqar Ali Lakhani
Chief Executive


Mudassir Iqbal
Chief Financial Officer

کاروباری کارکردگی کی جھلکیاں

ٹوتھ پیسٹ کی کھپت میں اضافے پر توجہ مرکوز کرنے کے ساتھ لوکلٹیٹ نے اپنی قائدانہ حیثیت کو کتر یومر ٹرائل پروگرامز، برائٹ سائلز برائٹ نیوچرز اسکول پروگرام اور ٹوتھ پیسٹ استعمال نہ کرنے یا کم استعمال کرنے والوں کی جانب واضح اور یکسوئی سے ترسیل کے ذریعے مضبوط کیا۔ پامولیو، صارفین کی خوبصورتی کے ساتھ ساتھ حفظانِ صحت کی ضروریات کو پورا کرنے والے ذاتی نگہداشت کی مصنوعات کے متنوع پورٹ فولیو کے ساتھ ایک میگا برانڈ کے طور پر اپنی شناخت بنا رہا ہے۔

لاگت کے دباؤ کے باوجود لائڈری کے شعبے کے شرکانے تجارت اور انتہائی محاذ پر بے مثال بلند اخراجات کے ذریعے مارکیٹ شیئر حاصل کرنے کی کوششیں تیز کر دی ہیں۔ ڈش کیئر سیگمنٹ میں میکس ایکویٹی کو قائدانہ مقام حاصل ہے، لیکن مقامی، غیر منظم تیار کنندگان قصباتی اور دیہی بازاروں میں فروغ پارہے ہیں۔


مستقبل میں توقعات


خام مال کی لاگتوں میں غیر معمولی اضافے اور ڈالر کے مقابلے روپے کی قدر میں کمی کی وجہ سے مجموعی منافع جات پر دباؤ جاری رہنے کی توقع ہے۔ کچھ میٹریلز کی فراہمی میں رکاوٹیں، بین الاقوامی مال برداری کی قیمتوں کے بارے میں غیر یقینی صورتحال، بڑھتا ہوا افراط زر اور غیر یقینی اقتصادی منظر نامہ اس چیلنج میں مزید اضافہ کرے گا۔

تشکر

ہمارے برانڈز پر ان کے اعتماد پر ہم اپنے صارفین کا پُر خلوص شکر ادا کرتے ہیں۔ ہم لگا تار معادنت کے لیے اپنے کسٹمرز، ڈسٹری بیوٹرز، سپلائی چین پارٹنرز، بینکرز اور شیئر ہولڈرز سے اظہار تشکر کرتے ہیں۔ ہم اپنے ملازمین کی لگن اور کھینچی کے لیے ان کے قابل قدر کردار کا بھی اعتراف کرنا چاہیں گے۔

بورڈ آف ڈائریکٹرز کی جانب سے


ذوالفقار علی لاکھانی
چیف ایگزیکٹو


اقبال علی لاکھانی
چیئر مین

کراچی: 27 اکتوبر، 2021

ڈائریکٹرز رپورٹ

کمپنی ڈائریکٹرز مسرت کے ساتھ 30 ستمبر 2021 کو اختتام پذیر ہونے والے سرمایہ کے غیر آڈٹ شدہ مختصر مالیاتی گوشوارے پیش کرتے ہیں۔

مالیاتی کارکردگی ایک نظر میں

کمپنی کی کارکردگی کا ایک مختصر مالیاتی تجزیہ ذیل کے مطابق ہے :

اضافہ/ (کمی)	جولائی - ستمبر	جولائی - ستمبر	کاروباری کارکردگی کے نتائج
	2020	2021	
	(روپے ملین میں)		
14.46%	16,419	18,793	مجموعی آمدنی
14.42%	12,299	14,072	خالص آمدنی
5.35%	3,664	3,860	مجموعی منافع
(236 بنیادی پوائنٹس)	29.79%	27.43%	مجموعی منافع %
9.32%	1,481	1,619	فروخت اور ترسیل کے اخراجات
12.16%	148	166	انتظامی اخراجات
5.28%	2,027	2,134	آپریٹنگ منافع
3.26%	1,441	1,488	بعد از ٹیکس منافع
3.26%	19.80	20.44	فی شیئر آمدنی - (روپے)

مالیاتی کارکردگی کی جھلکیاں

تجم اور قیمت فروخت میں اضافے کی وجہ سے کمپنی کی خالص آمدنی میں 14.42% اضافہ ہوا۔

مجموعی منافع جات پوری مدت میں دباؤ میں رہے۔ کلیدی خام مال بشمول بین الاقوامی مال برداری اور تیل کی قیمتوں میں اضافے کی وجہ سے مجموعی منافع جات میں 236 بنیادی پوائنٹس کمی واقع ہوئی۔

مال برداری کے اخراجات کی وجہ سے فروخت اور ترسیل کے اخراجات کی لاگت میں 9.32% اضافہ ہوا۔ انتظامی اخراجات میں 12.16% اضافہ ہوا جس کی بنیادی وجہ ملازمتوں سے متعلق اخراجات ہیں۔

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Lakson Square, Building No. 2,
Sarwar Shaheed Road, Karachi-74200.
Tel: +9221-38400000