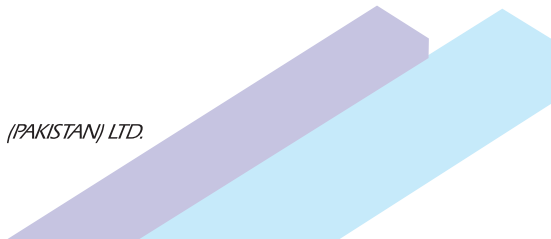




THIRD QUARTER REPORT
JANUARY - MARCH 2022



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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 nine months period ended March 31, 2022.

Financial Performance at a Glance

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

Operating Results	July 2021- March 2022	July 2020- March 2021	Increase / (Decrease)
	Amount in PKR million		
Turnover	59,614	50,043	19.13%
Net Turnover	44,984	37,477	20.03%
Gross Profit	11,895	11,316	5.12%
Gross Profit %	26.44%	30.19%	(375 bps)
Selling & Distribution Cost	5,016	4,723	6.20%
Administrative Expenses	524	478	9.62%
Profit from Operations	6,569	6,260	4.94%
Profit after Tax	4,633	4,332	6.95%
Earnings Per Share - Rupees	63.65	59.50	6.95%

Financial Performance Highlights

Net turnover grew by 20.03% on the back of strong growth momentum witnessed across all categories. Gross margin remained under pressure due to currency depreciation and rising commodity and freight cost.

The Company has increased its inventory levels by Rs 4,825 million at March 31, 2022 versus June 30, 2021 to protect against the risk of price volatility and availability of key raw materials.

Selling and distribution costs went up by 6.2% mainly due to freight charges. Administrative expenses grew by 9.62% primarily on account of employee related costs.

Business Performance Highlights

Colgate focused on growing consumption through regimen packs and direct to consumer activities supplemented by trade drives for visible distribution. Leveraging the Bright Smiles Bright Futures

school program, Colgate reached out to children to increase toothpaste penetration and create awareness about the importance of good oral hygiene habits from an early age.

Both Palmolive bar soap and shampoo continue to experience double digit growth. Together with liquid handwash and Protex anti-bacterial range, the portfolio met consumers' beauty as well as hygiene needs.

Competition remained tough in the home care category as all the key players increased spending on advertising and trade. The key growth challenge in semi urban and rural areas is coming from unorganized sector that continues to flourish unabated.


Future Outlook

The economic outlook remains challenging as increase in commodity prices and currency devaluation are expected to continue amid political and economic uncertainty. Rising inflation coupled with aforesaid challenges will continue to dilute the margin.

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 : April 27, 2022

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at March 31, 2022

	Note	March 31, 2022 (unaudited)	June 30, 2021 (audited)
(Rupees in '000)			
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	4	7,554,905	6,714,324
Intangible assets		4,677	8,662
Long term loans		71,367	45,542
Long term security deposits		20,734	40,712
Staff retirement benefit		-	24,606
		7,651,683	6,833,846
CURRENT ASSETS			
Stores and spares		448,012	415,959
Stock in trade	5	12,077,305	7,251,915
Trade debts		1,655,200	1,155,879
Loans and advances		258,787	109,986
Trade deposits and short term prepayments		79,938	66,215
Other receivables		322,906	289,345
Accrued profit		8,894	12,158
Taxation - net		376,874	-
Short term investments	6	6,764,373	9,881,592
Cash and bank balances		2,678,025	2,121,764
		24,670,314	21,304,813
TOTAL ASSETS		32,321,997	28,138,659
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		20,783,928	19,548,297
Remeasurement of post retirement benefits obligation		(168,676)	(168,676)
		21,343,208	20,012,626
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred taxation		253,071	58,817
Long term deposits		63,729	122,672
Deferred liability		10,523	87,139
Long-term financing	8	715,526	631,297
Deferred grant		374,562	182,296
Lease liabilities		362,100	332,019
		1,779,511	1,414,240
CURRENT LIABILITIES			
Trade and other payables	9	8,049,778	5,921,549
Accrued mark-up		8,290	4,978
Current maturity of long-term financing		526,563	506,486
Current maturity of lease liabilities		48,323	39,040
Taxation - net		-	212,470
Unpaid dividend	10	535,047	-
Unclaimed dividend		31,277	27,270
		9,199,278	6,711,793
TOTAL LIABILITIES		10,978,789	8,126,033
TOTAL EQUITY AND LIABILITIES		32,321,997	28,138,659
CONTINGENCIES AND COMMITMENTS	11		

The annexed notes 1 to 17 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 PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (Unaudited)

For the Nine months period ended March 31, 2022

	Note	Quarter ended March 31, 2022	Quarter ended March 31, 2021	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
(Rupees in '000)					
Turnover		21,433,818	17,251,852	59,613,953	50,043,199
Sales tax		(3,367,589)	(2,739,414)	(9,409,490)	(7,934,457)
Trade and other discounts		(1,840,710)	(1,599,861)	(5,220,475)	(4,631,269)
Net turnover		16,225,519	12,912,577	44,983,988	37,477,473
Cost of sales		(12,120,267)	(8,988,581)	(33,089,383)	(26,161,356)
Gross profit		4,105,252	3,923,996	11,894,605	11,316,117
Selling and distribution cost		(1,728,041)	(1,585,384)	(5,016,109)	(4,723,460)
Administrative expenses		(190,860)	(184,076)	(524,163)	(477,893)
Other expenses		(178,444)	(173,450)	(586,676)	(499,464)
Other income		282,975	235,364	801,432	645,178
Profit from operations		2,290,882	2,216,450	6,569,089	6,260,478
Finance cost and bank charges		(34,179)	(28,736)	(105,352)	(87,358)
Profit before taxation		2,256,703	2,187,714	6,463,737	6,173,120
Taxation					
- Current - for the period		(476,499)	(635,655)	(1,646,269)	(1,816,637)
- for prior period		(13,133)	-	10,072	(63,931)
- Deferred		(489,632)	(635,655)	(1,636,197)	(1,880,568)
		(69,331)	5,498	(194,254)	39,092
		(558,963)	(630,157)	(1,830,451)	(1,841,476)
Profit after taxation		1,697,740	1,557,557	4,633,286	4,331,644
Other comprehensive income for the period - net of tax Items that may be reclassified subsequently to profit or loss					
Gain / (loss) on investments categorised as 'fair value through other comprehensive income'		-	(326)	-	(345)
Impact of tax		-	81	-	86
		-	(245)	-	(259)
Total comprehensive income for the period		1,697,740	1,557,312	4,633,286	4,331,385
Earnings per share - basic and diluted	12	23.32	Restated 21.40	63.65	Restated 59.50

The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfikar Ali Lakhani
Chief Executive


Mudassir Iqbal
Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

For the Nine months period ended March 31, 2022

	Issued, subscribed and paid up share capital	Reserves			Remeasurement on post retirement benefits obligation- net of tax	Surplus on revaluation of investments- net of tax	Total Equity	
		Capital reserve- share premium	General reserve	Revenue reserves 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)	-	-	-
Interim dividend for the year ended June 30, 2021 at the rate of Rs 25 per share	-	-	-	(1,582,513)	(1,582,513)	-	-	(1,582,513)
Total transactions with owners	57,546	-	-	(2,992,389)	(2,992,389)	-	-	(2,934,843)
Comprehensive income for the period								
Profit after taxation for the period ended March 31, 2021	-	-	-	4,331,644	4,331,644	-	-	4,331,644
Other comprehensive income	-	-	-	-	-	-	(259)	(259)
Total comprehensive income for the period ended March 31, 2021	-	-	-	4,331,644	4,331,644	-	(259)	4,331,385
Transfer to general reserve	-	-	2,160,000	(2,160,000)	-	-	-	-
Balance as at March 31, 2021	633,005	13,456	15,440,000	2,749,736	18,203,192	(188,474)	-	18,647,723
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 share for every twenty shares held	94,951	-	-	(94,951)	(94,951)	-	-	-
Interim dividend for the year ending June 30, 2022 at the rate of Rs 24.5 per share	-	-	-	(1,783,492)	(1,783,492)	-	-	(1,783,492)
Total transactions with owners	94,951	-	-	(3,397,655)	(3,397,655)	-	-	(3,302,704)
Comprehensive income for the period								
Profit after taxation for the period ended March 31, 2022	-	-	-	4,633,286	4,633,286	-	-	4,633,286
Other comprehensive income	-	-	-	-	-	-	-	-
Total comprehensive income for the period ended March 31, 2022	-	-	-	4,633,286	4,633,286	-	-	4,633,286
Transfer to general reserve	-	-	2,480,000	(2,480,000)	-	-	-	-
Balance as at March 31, 2022	727,956	13,456	17,920,000	2,850,472	20,783,928	(168,676)	-	21,343,208

The annexed notes 1 to 17 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 Nine months period ended March 31, 2022

	Note	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
(Rupees in '000)			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	13	3,353,934	7,493,744
Finance cost and bank charges paid		(52,540)	(38,682)
Taxes paid		(2,225,541)	(822,813)
Staff retirement benefit paid		-	(79,459)
Long term loans		(25,825)	(17,824)
Long term security deposits (assets)		19,978	(20,768)
Long term deposits		(58,943)	5,768
Net cash generated from operating activities		1,011,063	6,519,966
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(1,415,319)	(1,861,165)
Purchase of intangible assets		-	(3,855)
Short term investments made during the period		(24,247,440)	(29,880,141)
Proceeds from sale of property, plant and equipment		45,865	43,291
Profit received on saving accounts		94,770	68,499
Profit received on treasury bills		52,643	91,624
Profit received on Sukuks bonds		-	2,148
Profit received on Pakistan Investment Bonds		436	-
Profit received on term deposit receipts		36,069	58,108
Sale proceeds on disposal of short term investments		24,908,787	26,696,316
Net cash used in investing activities		(524,189)	(4,785,175)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(2,763,650)	(2,929,256)
Long-term financing obtained		676,436	1,077,299
Long-term financing repaid		(379,864)	-
Payment of lease liabilities		(72,535)	(47,034)
Net cash used in financing activities		(2,539,613)	(1,898,991)
Net decrease in cash and cash equivalents		(2,052,739)	(164,200)
Cash and cash equivalents at the beginning of the period		4,807,764	5,226,835
Cash and cash equivalents at the end of the period	14	2,755,025	5,062,635

The annexed notes 1 to 17 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 Nine months period ended March 31, 2022

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, except as mentioned below:

During the year, the Company has revised the useful lives of 'Buildings' and 'Plant & Machinery' effective January 1, 2022 to better reflect the pattern in which these assets are being utilized. The change in estimate has been accounted for prospectively in accordance with IAS 8 "Accounting policies, change in accounting estimates and errors". Had there been no change in the useful life estimates, depreciation expense would have been higher by Rs 43.112 million for the quarter and nine months period ended March 31, 2022.

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	March 31, 2022 (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		6,954,907	3,817,846
Capital work in progress - at cost 4.5		256,396	2,597,752
Right of use assets - at net book value		343,602	298,726
		<u>7,554,905</u>	<u>6,714,324</u>

	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
	(Rupees in '000)	
4.1 Additions - operating fixed assets (at cost)		
Buildings on leasehold land	1,025,983	77,962
Plant and machinery	1,939,160	408,813
Fittings and installation	478,670	21,760
Furniture and fixtures	17,226	3,105
Tools and equipment	113,488	63,410
Vehicles	125,848	143,047
Computers and accessories	33,261	35,727
Office equipment	23,038	7,313
	<u>3,756,674</u>	<u>761,137</u>

4.1.1 Additions include transfers from capital work in progress aggregating Rs 3,499.676 million (March 31, 2021: Rs 475.820 million).

	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
	(Rupees in '000)	
4.2 Disposals - operating fixed assets (at net book value)		
Plant and Machinery	721	-
Fittings and installation	920	-
Furniture and fixtures	-	27
Tools and equipment	309	-
Vehicles	17,527	16,094
Computers and accessories	208	50
Office equipment	151	23
	<u>19,836</u>	<u>16,194</u>
4.3 Depreciation charge for the period	<u>599,777</u>	<u>594,194</u>

4.4 Included in operating fixed assets are items having aggregate cost of Rs 46.322 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.

		Nine months period ended March 31, 2022 (Rupees in '000)	Nine months period ended March 31, 2021
4.5 Additions - capital work-in-progress (at cost)			
Buildings on leasehold land		219,518	370,058
Plant and machinery		839,821	955,547
Vehicles		17,500	1,700
Fittings and installation		137,780	88,788
Tools and equipment		118,824	26,441
Furniture and fixtures		18,525	14,296
Office equipment		19,111	4,541
Computer and accessories		-	623
		<u>1,371,079</u>	<u>1,461,994</u>
		March 31, 2022 (unaudited)	June 30, 2021 (audited)
		(Rupees in '000)	
5. STOCK IN TRADE			
Raw and packing materials		8,735,228	5,182,299
Work-in-process		999,858	314,797
Finished goods - Manufactured		2,014,082	1,506,218
Finished goods - Trading		328,137	248,601
		<u>2,342,219</u>	<u>1,754,819</u>
		<u>12,077,305</u>	<u>7,251,915</u>
5.1	Stock in trade include raw and packing materials in transit aggregating Rs 2,012.159 million (June 30, 2021: Rs 646.669 million) and finished goods in transit aggregating Rs 4.558 million (June 30, 2021: Rs 1.791 million).		
	Note	March 31, 2022 (unaudited) (Rupees in '000)	June 30, 2021 (audited)
6. SHORT TERM INVESTMENTS			
- Amortised cost	6.1	128,747	2,686,000
- Fair value through profit or loss		6,615,721	7,195,592
		<u>6,764,373</u>	<u>9,881,592</u>
6.1	The profits on these term deposits range between 6.85% and 8.75% per annum (2021: between 5.75% and 7.95% per annum) having maturity within one year.		

7. ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

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

March 31, 2022 (unaudited)	March 31, 2021 (unaudited)		March 31, 2022 (unaudited)	March 31, 2021 (unaudited)
Number of shares			— (Rupees in '000) —	
63,300,507	57,545,915	Ordinary shares of Rs. 10 each at the beginning of the period	633,005	575,459
9,495,076	5,754,592	Issued during the period as fully paid bonus shares	94,951	57,546
<u>72,795,583</u>	<u>63,300,507</u>	At the end of the period	<u>727,956</u>	<u>633,005</u>
			March 31, 2022 (unaudited)	June 30, 2021 (audited)
			(Rupees in '000)	

8. LONG-TERM FINANCING

Financing under:

- salary refinance scheme	499,308	873,788
- temporary economic refinance facility	1,061,199	399,630
- renewable energy finance facility	56,144	46,661
	<u>1,616,651</u>	<u>1,320,079</u>
Less reclassified to deferred grant	374,562	182,296
Less current maturity of financing under:		
- salary refinance scheme	499,308	499,308
- temporary economic refinance facility	17,953	-
- renewable energy finance facility	9,302	7,178
	<u>526,563</u>	<u>506,486</u>
	<u>715,526</u>	<u>631,297</u>

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.

	Note	March 31, 2022 (unaudited)	June 30, 2021 (audited)
(Rupees in '000)			
9. TRADE AND OTHER PAYABLES			
Trade creditors	9.1	1,923,180	1,390,668
Accrued liabilities	9.2	2,248,401	2,337,495
Bills payable		2,535,767	637,968
Advances from customers - unsecured		153,031	110,726
Sales tax payable		175,934	335,630
Royalty payable to Colgate-Palmolive Co., USA - associated company		357,888	402,068
Workers' profits participation fund		346,933	427,415
Workers' welfare fund		129,250	158,944
Retention money payable		13,013	14,667
Gas Infrastructure Development Cess liability		56,206	35,518
Others	9.3	110,175	70,450
		8,049,778	5,921,549

9.1 These include Rs 214.594 million (June 30, 2021: Rs 127.602 million) payable to related parties.

9.2 These include Rs 32.578 million (June 30, 2021: Rs 83.687 million) accrued to related parties.

9.3 These include Rs 15.105 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. UNPAID DIVIDEND

10.1 This represents dividend payable to Colgate-Palmolive Company, USA. The Company had submitted duly certified application for remittance to authorized dealer on March 16, 2022 for onward approval from regulator which has been granted subsequently.

11. CONTINGENCIES AND COMMITMENTS

11.1 Contingencies

11.1.1 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.

11.2 Commitments

11.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 59.792 million and Rs 1,745.913 million respectively (June 30, 2021: Rs 357.068 million and Rs 984.946 million respectively).

11.2.2 Outstanding letters of credit amount to Rs 969.363 million (June 30, 2021: Rs 1,589.214 million).

11.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 23.092 million (June 30, 2021: Rs 13.688 million).

11.2.4 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 722.673 million (June 30, 2021: Rs 127.038 million).

12. EARNINGS PER SHARE - [basic and diluted]

	Quarter ended March 31, 2022	Quarter ended March 31, 2021	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
	(Rupees in '000)			
Profit after taxation	1,697,740	1,557,557	4,633,286	4,331,644
	(Number of shares)			
	(Restated)		(Restated)	
Weighted average number of ordinary shares outstanding at the end of the period	72,795,583	72,795,583	72,795,583	72,795,583
	(Rupees)			
	(Restated)		(Restated)	
Earnings per share - basic and diluted	23.32	21.40	63.65	59.50

12.1 There are no dilutive potential ordinary shares outstanding as at March 31, 2022 and 2021.

	Note	Nine months period ended March 31, 2022 (Rupees in '000)	Nine months period ended March 31, 2021
13. CASH GENERATED FROM OPERATIONS			
Profit before taxation		6,463,737	6,173,120
Adjustment for non-cash charges and other items:			
Depreciation on operating fixed assets		599,777	594,194
Depreciation on right-of-use assets		41,811	35,191
Amortisation expense		3,985	6,944
Gain on disposal of items of property, plant and equipment		(26,029)	(27,097)
Gain on termination of lease		(10,535)	-
Staff retirement benefit		35,129	33,077
Profit on saving accounts		(100,684)	(68,390)
Profit on a term deposit receipt		(26,891)	(57,110)
Profit on treasury bills		(52,643)	(91,624)
Profit on PIBs		(436)	-
Profit on Sukuks bonds		-	(1,741)
Unrealised gain on investments classified as fair value through profit or loss		(113,375)	-
Gain on disposal of short term investments		(39,753)	(59,064)
Finance cost and bank charges		105,352	87,358
Stores and spares written off		-	1,599
Property, plant and equipment written off		-	242
Working capital changes	13.1	(3,525,511)	867,045
		<u>3,353,934</u>	<u>7,493,744</u>
13.1 Working capital changes			
(Increase) / decrease in current assets:			
Stores and spares		(32,053)	(58,777)
Stock in trade		(4,825,390)	(485,910)
Trade debts		(499,321)	(433,623)
Loans and advances		(148,801)	(53,250)
Trade deposits and short term prepayments		(13,723)	23,839
Other receivables		(33,561)	20,414
		<u>(5,552,849)</u>	<u>(987,307)</u>
Increase in current liabilities:			
Trade and other payables		2,027,338	1,854,352
		<u>(3,525,511)</u>	<u>867,045</u>
		March 31, 2022 (Unaudited)	March 31, 2021 (Unaudited)
14. CASH AND CASH EQUIVALENTS			
Cash and bank balances		2,678,025	2,287,635
Short term investments		77,000	2,775,000
		<u>2,755,025</u>	<u>5,062,635</u>

15. RELATED PARTIES**15.1 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:

	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
	(Rupees in '000)	
Nature of transactions		
Associated companies		
Sale of goods and services provided and reimbursement of expenses	82,781	46,447
Purchase of goods and services received and reimbursement of expenses	3,214,632	2,610,134
Sale proceeds on redemption of short term investments	200,000	450,000
Profit on short term investments	34,675	21,337
Rent, allied and other charges	29,872	27,581
Royalty charges	296,099	255,986
Insurance claims received	3,643	1,228
Purchase of property, plant and equipment	-	481
Donations	15,020	21,112
Dividend received on mutual funds	78,218	64,870
Dividend paid	2,369,658	2,372,368
Employee funds		
Contribution to staff retirement benefits	85,405	78,260
Key management personnel		
Compensation paid to key management personnel	68,846	87,107
	March 31, 2022 (unaudited)	June 30, 2021 (audited)
	(Rupees in '000)	
Nature of balances		
Associated companies		
Trade debts	3,740	1,624
Loans and advances	77,173	221
Other receivables	1,789	2,240
Short term investments	1,340,781	1,462,320
Lease liabilities	166,323	160,486
Unpaid dividend	535,047	-
Trade and other payables	Refer note 9	

16. ENTITY-WIDE INFORMATION

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

16.2 Information about products

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

	Nine months period ended March 31, 2022	Nine months period ended March 31, 2021
Personal Care	27%	28%
Home Care	69%	68%
Others	4%	4%
	<u>100%</u>	<u>100%</u>

16.3 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.

16.4 Information about major customers

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

17. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on April 27, 2022 by the Board of Directors of the Company.



Iqbal Ali Lakhani
Chairman/Director



Zulfiqar Ali Lakhani
Chief Executive



Mudassir Iqbal
Chief Financial Officer

کاروباری کارکردگی کی جھلکیاں

کولکلیٹ نے رواجی ٹیکس اور براہ راست صارفین پر مرکوز سرگرمیوں کے ذریعے کھپت کو بڑھانے پر توجہ مرکوز کی جسے نمایاں تقسیم کے لیے تجارتی مہم سے تقویت دی گئی۔ برائٹ اسٹائلز برائٹ فیوچرز اسکول پروگرام کا فائدہ اٹھاتے ہوئے، ٹوٹھ پیسٹ کی رسائی بڑھانے اور ابتدائی عمر سے ہی منہ کی صفائی کی اچھی عادات کی اہمیت کے بارے میں آگاہی پیدا کرنے کے لیے کولکلیٹ نے بچوں تک رسائی حاصل کی۔ پامولیو بارسوپ اور شیپو دونوں نے بدستور دوہرے ہند سے میں نموکا سلسلہ جاری رکھا ہے۔ لیکو یڈ مینڈ وائش اور پرنیکس اینٹی بیکٹیریل ریش کے ساتھ، پورٹ فوئیو نے صارفین کی خوبصورتی کے ساتھ ساتھ حفظانِ صحت کی ضروریات کو بھی پورا کیا۔

گھر بیو گھداشت کی کیٹیگری میں مقابلہ سخت رہا کیونکہ تمام اہم فریقوں نے تشہیری اور تجارتی اخراجات میں اضافہ کیا۔ غیر منظم شعبے کی طرف سے، جو بلا روک ٹوک پھل پھول رہا ہے، نیم شہری اور دیہی علاقوں میں نموکا کلیدی چیلنج درپیش ہے۔

مستقبل کی توقعات


مستقبل کا اقتصادی منظر نامہ چیلنج سے بھرپور ہے کیونکہ سیاسی اور اقتصادی غیر یقینی صورتحال کے پیش نظر اجناس کی قیمتوں میں اضافہ اور روپے کی قدر میں کمی جاری رہنے کی توقع ہے۔ مذکورہ بالا چیلنج کے ساتھ بڑھتی ہوئی مہنگائی منافع کی سطح کم کرتی رہے گی۔

تشکر

ہم اپنے صارفین کا اپنے برانڈز پر ان کے اعتماد پر انتہائی شکرگزار ہیں۔ ہم لگاتار معاونت کے لیے اپنے کسٹمرز، ڈسٹری بیوٹرز، سپلائی چین پارٹنرز، پینکرز اور سٹیٹ ہولڈرز سے اظہار تشکر کرتے ہیں۔ ہم اپنے ملازمین کی لگن اور کوشش 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
چیئرمین

کراچی، 27 اپریل، 2022

ڈائریکٹرز رپورٹ

کمپنی ڈائریکٹرز مسرت کے ساتھ 31 مارچ 2022 کو اختتام پذیر ہونے والے نو ماہ 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 2021 - مارچ 2022	جولائی 2020 - مارچ 2021	کاروباری کارکردگی کے نتائج
	(روپے ملین میں)		
19.13%	50,043	59,614	مجموعی آمدنی
20.03%	37,477	44,984	خالص آمدنی
5.12%	11,316	11,895	مجموعی منافع
(375 بنیادی پوائنٹس)	30.19%	26.44%	مجموعی منافع %
6.20%	4,723	5,016	فروخت اور ترسیل کے اخراجات
9.62%	478	524	انتظامی اخراجات
4.94%	6,260	6,569	آپریٹنگ منافع
6.95%	4,332	4,633	بعد از ٹیکس منافع
6.95%	59.50	63.65	فی شیئر آمدنی - (روپے)

مالیاتی کارکردگی کی جھلکیاں

تنامی کینیڈا یز میں نموی مضبوط پیش رفت کے باعث خالص آمدنی میں %20.03 اضافہ ہوا۔ روپے کی قدر میں کمی اور اجناس اور مال برداری کی بڑھتی ہوئی لاگت کی وجہ سے مجموعی منافع جات دباؤ میں رہے۔

کمپنی نے قیمتوں میں اتار چڑھاؤ اور اہم خام مال کی عدم دستیابی کے خدشات کے پیش نظر اپنی انویسٹری کی سطح میں 30 جون 2021 کے مقابلے میں 31 مارچ 2022 کو 4,825 ملین روپے کا اضافہ کیا ہے۔

مال برداری کے اخراجات کی وجہ سے فروخت اور ترسیل کی لاگت میں %6.2 اضافہ ہوا۔ انتظامی اخراجات میں %9.62 اضافہ ہوا جس کی بنیادی وجہ ملازمین سے متعلق اخراجات ہیں۔



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