



COLGATE-PALMOLIVE (PAKISTAN) LTD

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26 April 2011

The General Manager
Karachi Stock Exchange
(Guarantee) Limited
Stock Exchange Building
Stock Exchange Road
KARACHI

FAX NO. 111-573-329
UNDER SEALED COVER

The General Manager
Lahore Stock Exchange
(Guarantee) Limited
19, Khayaban-e-Aiwan-e-Iqbal
P.O. Box No.1315
LAHORE-54000

FAX NO.042-111-441-441
THROUGH T.C.S.

Dear Sirs,

FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED 31 MARCH 2011

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday 26 April 2011 at 2:00 p.m. has approved the un-audited financial statements of the Company for the Quarter/Period ended 31 March 2011.

The financial results of the Company are as follows:

	<u>Quarter ended</u>		<u>Nine Months period ended</u>	
	<u>March 31,</u> <u>2011</u>	<u>March 31,</u> <u>2010</u>	<u>March 31,</u> <u>2011</u>	<u>March 31,</u> <u>2010</u>
	<u>Rupees In '000</u>			
Turnover	4,750,389	3,707,755	13,105,376	10,848,096
Sales Tax	(732,470)	(540,817)	(1,998,979)	(1,592,928)
Special excise duty	(49,129)	(29,857)	(114,906)	(87,974)
Trade discounts	(259,481)	(202,243)	(719,581)	(584,679)
Net turnover	3,709,309	2,934,838	10,271,910	8,582,515
Cost of sales	(2,575,786)	(2,015,494)	(7,259,762)	(5,610,949)
Gross Profit	1,133,523	919,344	3,012,148	2,971,566
Selling & distribution costs	(538,332)	(431,955)	(1,539,475)	(1,340,269)
Administrative expenses	(40,244)	(31,431)	(115,739)	(103,584)
Other operating expenses	(42,289)	(33,255)	(115,092)	(123,577)
Other operating income	20,721	19,609	50,167	65,378
Profit from operations	533,379	442,312	1,292,009	1,469,514