



COLGATE-PALMOLIVE (PAKISTAN) LTD

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25 October 2011

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

FAX NO. 111-573-329
UNDER SEALED COVER

Dear Sirs,

FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEPTEMBER 2011

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday 25 October 2011 at 10:00 a.m. considered and approved the un-audited financial statements of the Company for the Quarter ended 30 September 2011.

The financial results of the Company are as follows:

	Quarter ended September 30, 2011	Quarter ended September 30, 2010
	<u>Rupees in '000</u>	
Turnover	5,356,393	3,898,969
Sales tax	(786,265)	(593,876)
Special excise duty		(30,830)
Trade discounts	<u>(281,402)</u>	<u>(222,971)</u>
Net turnover	4,288,726	3,051,292
Cost of sales	<u>(3,040,770)</u>	<u>(2,187,820)</u>
Gross profit	1,247,956	863,472
Selling and distribution costs	(591,286)	(489,542)
Administrative expenses	(43,199)	(35,998)
Other operating expenses	(47,548)	(32,469)
Other operating income	<u>12,984</u>	<u>18,403</u>
Profit from operations	578,907	323,866
Finance Costs	<u>(6,396)</u>	<u>(2,661)</u>
Profit before taxation	572,511	321,205