



COLGATE-PALMOLIVE (PAKISTAN) LTD

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26 April 2012

The General Manager
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/PERIOD ENDED 31 MARCH 2012

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday 26 April 2012 at 9:30 a.m. has approved the un-audited financial statements of the Company for the quarter/period ended 31 March 2012.

The financial results of the Company are as follows:

	Quarter ended		Nine Months period ended	
	March 31, 2012	March 31, 2011	March 31, 2012	March 31, 2011
	(Rupees In '000)			
Turnover	6,134,448	4,750,389	17,229,409	13,105,376
Sales tax	(924,763)	(732,470)	(2,543,470)	(1,998,979)
Special excise duty	-	(49,129)	-	(114,906)
Trade discounts	(290,292)	(259,481)	(835,438)	(719,581)
Net turnover	4,919,393	3,709,309	13,850,501	10,271,910
Cost of sales	(3,404,825)	(2,575,786)	(9,789,130)	(7,259,762)
Gross profit	1,514,568	1,133,523	4,061,371	3,012,148
Selling & distribution costs	(786,717)	(538,332)	(2,035,091)	(1,539,475)
Administrative expenses	(47,221)	(40,244)	(136,034)	(115,739)
Other operating expenses	(55,939)	(42,289)	(153,749)	(115,092)
Other operating income	16,893	20,721	40,599	50,167
Profit from operations	641,584	533,379	1,777,096	1,292,009