



**COLGATE-PALMOLIVE (PAKISTAN) LTD**

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30 July 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 Sir,

**FINANCIAL RESULTS FOR THE YEAR ENDED 30 JUNE 2012**

We have to inform you that the Board of Directors of our Company in their meeting held on Monday 30 July 2012 at 10:00 a.m. recommended the following:

**(i) CASH DIVIDEND**

A final Cash Dividend for the year ended 30 June 2012 @ Rs. 14/- per share i.e. 140%.

**(ii) BONUS SHARES**

It has been recommended by the Board of Directors to issue Bonus Shares in the proportion of 1 share for every 5 shares held i.e. 20 % for the year ended 30 June 2012. A copy of the Auditors' Certificate in respect of free reserves is enclosed herewith.

The financial results of the Company are as follows:

	2012	2011
	(Rupees in '000')	
Turnover	23,327,820	18,132,057
Sales tax	(3,464,671)	(2,778,948)
Special excise duty	-	(215,807)
Trade discounts	(1,154,438)	(986,882)
Net turnover	18,708,711	14,150,420
Cost of sales	(13,298,699)	(9,989,856)
Gross profit	5,410,012	4,160,564
Selling and distribution costs	(2,825,054)	(2,115,193)
Administrative expenses	(182,596)	(157,749)
Other operating expenses	(206,472)	(164,081)
Other operating income	62,192	72,573
Profit from operations	2,258,082	1,796,114