



COLGATE-PALMOLIVE (PAKISTAN) LTD

Lakson Square, Building No.2,
Sarwar Shaheed Road, Karachi-74200
Telephone : 3569 8000
Fax : 92-21-3568 4712
E-mail: colgatep@cyber.net.pk

16 October 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 ENDED 30 SEPTEMBER 2012

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday 16 October 2012 at 03:00 p.m. considered and approved the un-audited financial statements of the Company for the Quarter ended 30 September 2012.

The financial results of the Company are as follows:

	Quarter ended September 30, 2012	Quarter ended September 30, 2011
	Rupees in '000	
Turnover	5,952,054	5,356,393
Sales tax	(898,463)	(786,265)
Trade discounts	(292,766)	(281,402)
Net turnover	4,760,825	4,288,726
Cost of sales	(3,402,211)	(3,040,770)
Gross profit	1,358,614	1,247,956
Selling and distribution costs	(715,568)	(591,286)
Administrative expenses	(43,831)	(43,199)
Other operating expenses	(49,587)	(47,548)
Other operating income	22,791	12,984
Profit from operations	572,419	578,907
Finance Costs	(3,503)	(6,396)
Profit before taxation	568,916	572,511