



COLGATE-PALMOLIVE (PAKISTAN) LTD

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25 April 2013

✓ The General Manager
Karachi Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
KARACHI

FAX NO. 111-573-329
UNDER SEALED COVER

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

FAX NO.042-36368485
THROUGH T.C.S.

Dear Sirs,

FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED 31 MARCH 2013

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday 25 April 2013 at 2:30 p.m. has approved the un-audited financial statements of the Company for the Quarter/Period ended 31 March 2013.

The financial results of the Company are as follows:

	Quarter ended		Nine Months period ended	
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012
	(Rupees In '000)			
Turnover	6,596,773	6,134,448	18,648,278	17,229,409
Sales tax	(995,587)	(924,763)	(2,814,035)	(2,543,470)
Trade discounts	(374,786)	(290,292)	(991,504)	(835,438)
Net turnover	5,226,400	4,919,393	14,842,739	13,850,501
Cost of sales	(3,710,350)	(3,404,825)	(10,651,032)	(9,789,130)
Gross Profit	1,516,050	1,514,568	4,191,707	4,061,371
Selling and distribution costs	(774,393)	(786,717)	(2,282,412)	(2,035,091)
Administrative expenses	(46,738)	(47,221)	(135,265)	(136,034)
Other operating expenses	(60,892)	(55,939)	(129,142)	(153,749)
Other operating income	19,092	16,893	59,195	40,599
Profit from operations	653,119	641,584	1,704,083	1,777,096