


COLGATE-PALMOLIVE (PAKISTAN) LTD

 Lakson Square, Building No.2,
 Sarwar Shaheed Road, Karachi-74200.....
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29 July 2013

 The General Manager
 Karachi Stock Exchange 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 2013

We have to inform you that the Board of Directors of our Company in their meeting held on Monday 29 July 2013 at 12:30 p.m. at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi recommended the following:

(i) CASH DIVIDEND

A final Cash Dividend for the year ended 30 June 2013 @ 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 10 shares held i.e. 10 % for the year ended 30 June 2013. A copy of the Auditors' Certificate in respect of free reserves is enclosed herewith.

The financial results of the Company are as follows:

	<u>2013</u>	<u>2012</u>
	(Rupees in '000')	
		(Restated)
Turnover	25,515,265	23,327,820
Sales tax	(3,869,346)	(3,464,671)
Trade discounts	(1,378,479)	(1,154,438)
Net turnover	<u>20,267,440</u>	<u>18,708,711</u>
Cost of sales	(14,594,894)	(13,297,138)
Gross profit	5,672,546	5,411,573
Selling and distribution costs	(3,120,036)	(2,824,571)
Administrative expenses	(182,138)	(182,114)
Other expenses	(181,301)	(206,472)
Other income	89,154	62,192
Profit from operations	<u>2,278,225</u>	<u>2,260,608</u>
Finance cost	(15,376)	(17,587)
Profit before taxation	<u>2,262,849</u>	<u>2,243,021</u>