



**COLGATE-PALMOLIVE (PAKISTAN) LTD**

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28 October 2013

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

FAX NO.111-573-329  
THROUGH COURIER SERVICE

Dear Sir,

**FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEPTEMBER 2013**

We have to inform you that the Board of Directors of the Company in their meeting held on Monday 28 October 2013 at 10:00 a.m. considered and approved the un-audited financial statements of the Company for the quarter ended 30 September 2013.

The financial results of the Company are as follows:

|                                | Quarter<br>ended<br>September<br>30, 2013 | Quarter<br>ended<br>September<br>30, 2012 |
|--------------------------------|---|---|
|                                | Rupees in '000                            |   |
| Turnover                       | 6,944,581                                 | 5,952,054                                 |
| Sales tax                      | (1,098,665)                               | (898,463)                                 |
| Trade discounts                | (372,652)                                 | (292,766)                                 |
| Net turnover                   | 5,473,264                                 | 4,760,825                                 |
| Cost of sales                  | (3,973,386)                               | (3,402,211)                               |
| Gross profit                   | 1,499,878                                 | 1,358,614                                 |
| Selling and distribution costs | (826,157)                                 | (715,568)                                 |
| Administrative expenses        | (51,677)                                  | (43,831)                                  |
| Other expenses                 | (60,672)                                  | (49,587)                                  |
| Other income                   | 25,156                                    | 22,791                                    |
| Profit from operations         | 586,528                                   | 572,419                                   |
| Finance Costs                  | (4,191)                                   | (3,503)                                   |
| Profit before taxation         | 582,337                                   | 568,916                                   |