

29 April 2014

 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 QUARTER/PERIOD ENDED 31 MARCH 2014

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday 29 April 2014 at 10:30 a.m. at the registered office at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi has considered and approved the un-audited financial statements of the Company for the quarter/period ended 31 March 2014.

The financial results of the Company are as follows:

	Quarter ended		Nine Months period ended	
	March 31, 2014	March 31, 2013	March 31, 2014	March 31, 2013
(Rupees in '000)				
Turnover	7,467,738	6,596,773	21,589,317	18,648,278
Sales tax	(1,189,342)	(995,587)	(3,431,742)	(2,814,035)
Trade discounts	(356,635)	(374,786)	(1,086,347)	(991,504)
Net turnover	5,921,761	5,226,400	17,071,228	14,842,739
Cost of sales	(4,248,709)	(3,710,350)	(12,366,360)	(10,651,032)
Gross Profit	1,673,052	1,516,050	4,704,868	4,191,707
Selling and distribution costs	(968,363)	(774,393)	(2,688,371)	(2,282,412)
Administrative expenses	(56,350)	(46,738)	(160,705)	(135,265)
Other expenses	(53,052)	(60,892)	(149,122)	(129,142)
Other income	42,067	19,092	104,320	59,195
Profit from operations	637,354	653,119	1,810,990	1,704,083
Finance cost and bank charges	(4,663)	(3,595)	(13,513)	(11,166)
Profit before taxation	632,691	649,524	1,797,477	1,692,917

Taxation				
- Current – for the period	204,251	219,509	543,700	537,500
– for prior years'	0	(1,817)	(1,715)	(31,864)
- Deferred	204,251 (15,444)	217,692 (4,355)	541,985 (393)	505,636 4,505
	<u>(188,807)</u>	<u>(213,337)</u>	<u>(541,592)</u>	<u>(510,141)</u>
Profit after taxation	443,884	436,187	1,255,885	1,182,776
Other comprehensive income for the period – net of tax				
Items that may be reclassified subsequently to profit and loss				
Surplus on investments categorised as 'available for sale'	18,247	9,783	35,251	18,705
Impact of deferred tax	(1,825)	(961)	(3,525)	(1,837)
	<u>16,422</u>	<u>8,822</u>	<u>31,726</u>	<u>16,868</u>
Total comprehensive income for the period	<u>460,306</u>	<u>445,009</u>	<u>1,287,611</u>	<u>1,199,644</u>
Earnings per share (Rupees) – restated	<u>9.26</u>	<u>9.09</u>	<u>26.19</u>	<u>24.66</u>

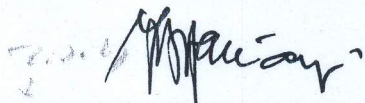
We will be sending you 200 copies of printed accounts for distribution amongst the members of the Exchange.

Kindly acknowledge.

Thanking you,

Yours faithfully,

For COLGATE-PALMOLIVE (PAKISTAN) LIMITED


(TASLEEMUDDIN A. BATLAY)
Director

