

April 25, 2017

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

Dear Sir,

**FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED MARCH 31, 2017**

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday April 25, 2017 at 10:30 a.m. at the Registered Office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi considered and approved the un-audited financial statements of the Company for the quarter/period ended March 31, 2017.

The financial results of the Company are as per Annexure 'A' attached.

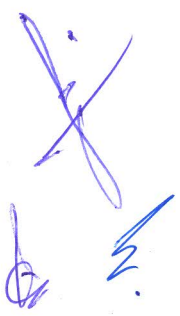
We will be sending you 200 copies of printed accounts of the Company for distribution amongst the Trading Right Entitlement (TRE) Certificate Holders of the Exchange.

Kindly acknowledge.

Yours faithfully,  
**For COLGATE-PALMOLIVE (PAKISTAN) LIMITED**



**(TASLEEMUDDIN A. BATLAY)**  
Director



**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT**

ANNEXURE 'A'

For the Quarter and Nine months period ended March 31, 2017

	Quarter ended March 31, 2017	Quarter ended March 31, 2016	Nine months period ended March 31, 2017	Nine months period ended March 31, 2016
	(Rupees in '000)			
Turnover	9,669,744	8,425,658	27,712,935	24,428,853
Sales tax	(1,536,736)	(1,342,069)	(4,397,163)	(3,893,365)
Trade discounts	(556,834)	(513,679)	(1,620,816)	(1,498,354)
Net turnover	7,576,174	6,569,910	21,694,956	19,037,134
Cost of sales	(4,685,274)	(4,145,991)	(13,510,696)	(12,199,066)
Gross profit	2,890,900	2,423,919	8,184,260	6,838,068
Selling and distribution costs	(1,474,556)	(1,274,391)	(4,273,475)	(3,542,947)
Administrative expenses	(101,824)	(88,415)	(282,040)	(235,331)
Other expenses	(104,199)	(85,960)	(284,083)	(244,227)
Other income	90,931	106,881	226,688	221,119
Profit from operations	1,301,252	1,082,034	3,571,350	3,036,682
Finance cost and bank charges	(5,551)	(5,076)	(17,782)	(16,410)
Profit before taxation	1,295,701	1,076,958	3,553,568	3,020,272
Taxation				
- Current - for the period	421,423	345,032	1,144,384	983,400
- for prior year	19,894	-	(9,624)	(11,263)
	441,317	345,032	1,134,760	972,137
- Deferred	(21,682)	(14,451)	(62,852)	(32,250)
	(419,635)	(330,581)	(1,071,908)	(939,887)
Profit after taxation	876,066	746,377	2,481,660	2,080,385
<b>Other comprehensive income for the period - net of tax</b>				
Items that may be reclassified subsequently to profit and loss				
Surplus on investments categorised as 'available for sale' - net	38,336	8,665	112,691	90,116
Impact of deferred tax	(5,751)	(1,300)	(16,904)	(13,517)
	32,585	7,365	95,787	76,599
<b>Total comprehensive income for the period</b>	908,651	753,742	2,577,447	2,156,984
Earnings per share - (Rupees)	18.27	15.56	51.75	43.38

