

October 19, 2017

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

Dear Sir,

FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2017

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday October 19, 2017 at 08:30 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 ended September 30, 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



"Annexure A"

COLGATE-PALMOLIVE (PAKISTAN) LIMITED
CONDENSED INTERIM PROFIT AND LOSS ACCOUNT - Un-audited
For the Quarter Ended September 30, 2017

	Quarter ended September 30, 2017	Quarter ended September 30, 2016
	(Rupees in '000)	
Turnover	10,129,429	8,794,812
Sales tax	(1,603,543)	(1,391,293)
Trade discounts	(595,126)	(542,471)
Net turnover	<u>7,930,760</u>	<u>6,861,048</u>
Cost of sales	<u>(5,070,552)</u>	<u>(4,319,640)</u>
Gross profit	2,860,208	2,541,408
Selling and distribution costs	(1,561,688)	(1,350,409)
Administrative expenses	(108,265)	(89,175)
Other expenses	(97,155)	(88,705)
Other income	75,668	67,342
Profit from operations	<u>1,168,768</u>	<u>1,080,461</u>
Finance costs and bank charges	(6,400)	(5,317)
Profit before taxation	<u>1,162,368</u>	<u>1,075,144</u>
Taxation		
- Current - for the period	363,100	347,500
- Deferred	(17,300)	(8,190)
	<u>(345,800)</u>	<u>(339,310)</u>
Profit after taxation	816,568	735,834
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'	37,994	29,600
Impact of deferred tax	(5,699)	(4,440)
	<u>32,295</u>	<u>25,160</u>
Total comprehensive income for the period	<u><u>848,863</u></u>	<u><u>760,994</u></u>
	----- (Rupees) -----	
Earnings per share	<u>17.03</u>	<u>15.34</u>

