

January 23, 2018

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

Dear Sir,

**FINANCIAL RESULTS FOR THE HALF-YEAR ENDED DECEMBER 31, 2017**

We have to inform you that the Board of Directors of our Company in their meeting held on Tuesday January 23, 2018 at 4:00 p.m at the Registered Office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi has approved the un-audited financial statements duly reviewed by the auditors of the Company for the half year ended December 31, 2017 and recommended the following:

**CASH DIVIDEND**

An Interim cash dividend for the year ending 30 June 2018 @ Rs.15/- per share of Rs.10/- each i.e.150%.

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

The above entitlement will be paid to the Shareholders whose names will appear in the Register of members on 16 February 2018.

The Share Transfer Books of the Company will be closed from 10 February 2018 to 16 February 2018 (both days inclusive). Transfers received by the Shares Registrar of the Company, M/s. FAMCO Associates (Private) Limited, 8-F, Near to Hotel Faran, Nursery, Block-6, P.E.C.H.S., Shahr-e-Faisal, Karachi up to the close of business on 09 February 2018 will be treated in time for entitlement of the Interim Dividend.

You may please inform the Trading Right Entitlement (TRE) Certificate Holders of the Exchange accordingly.

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

Kindly acknowledge.

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

  
**(MANSOOR AHMED)**  
Company Secretary



Annexure 'A'

**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT  
 FOR THE HALF YEAR ENDED DECEMBER 31, 2017**

	Quarter ended December 31, 2017	Quarter ended December 31, 2016	Six months period ended December 31, 2017	Six months period ended December 31, 2016
------(Rupees in '000)-----				
Turnover	10,036,050	9,248,379	20,165,479	18,043,191
Sales tax	(1,592,194)	(1,469,134)	(3,195,737)	(2,860,427)
Trade and other discounts	(625,293)	(521,511)	(1,220,419)	(1,063,982)
Net turnover	7,818,563	7,257,734	15,749,323	14,118,782
Cost of sales	(5,022,771)	(4,505,782)	(10,093,323)	(8,825,422)
Gross profit	2,795,792	2,751,952	5,656,000	5,293,360
Selling and distribution costs	(1,593,034)	(1,448,510)	(3,154,722)	(2,798,919)
Administrative expenses	(108,514)	(91,041)	(216,779)	(180,216)
Other expenses	(101,996)	(91,179)	(199,151)	(179,884)
Other income	124,078	68,415	199,746	135,757
Profit from operations	1,116,326	1,189,637	2,285,094	2,270,098
Finance cost and bank charges	(6,636)	(6,914)	(13,036)	(12,231)
Profit before taxation	1,109,690	1,182,723	2,272,058	2,257,867
Taxation				
- Current - for the period	287,541	375,461	650,641	722,961
- for prior years	(28,136)	(29,518)	(28,136)	(29,518)
- Deferred	259,405	345,943	622,505	693,443
	(882)	(32,980)	(18,182)	(41,170)
	258,523	312,963	604,323	652,273
Profit after taxation	851,167	869,760	1,667,735	1,605,594
<b>Other comprehensive (loss) / income for the period - net of tax</b>				
<i>Items that may be reclassified subsequently to profit and loss</i>				
(Deficit) / surplus on investments categorised as 'available for sale' - net	(3,184)	44,755	34,810	74,355
Impact of deferred tax	477	(6,713)	(5,222)	(11,153)
	(2,707)	38,042	29,588	63,202
<b>Total comprehensive income for the period</b>	<b>848,460</b>	<b>907,802</b>	<b>1,697,323</b>	<b>1,668,796</b>
------(Rupees)-----				
Earnings per share	17.75	18.14	34.78	33.48