

April 26, 2018

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, 2018**

We have to inform you that the Board of Directors of the Company in their meeting held on Thursday April 26, 2018 at 05:30 p.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, 2018.

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'

**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT  
 FOR THE QUARTER AND NINE MONTHS PERIOD ENDED MARCH 31, 2018**

	Quarter ended March 31, 2018	Quarter ended March 31, 2017	Nine months period ended March 31, 2018	Nine months period ended March 31, 2017
------(Rupees in '000)-----				
Turnover	10,490,602	9,669,744	30,656,081	27,712,935
Sales tax	(1,666,353)	(1,536,736)	(4,862,090)	(4,397,163)
Trade and other discounts	(642,975)	(556,834)	(1,863,394)	(1,620,816)
Net turnover	8,181,274	7,576,174	23,930,597	21,694,956
Cost of sales	<u>(5,264,122)</u>	<u>(4,685,274)</u>	<u>(15,357,445)</u>	<u>(13,510,696)</u>
Gross profit	2,917,152	2,890,900	8,573,152	8,184,260
Selling and distribution costs	(1,618,872)	(1,474,556)	(4,773,594)	(4,273,475)
Administrative expenses	(121,733)	(101,824)	(338,512)	(282,040)
Other expenses	(102,724)	(104,199)	(301,875)	(284,083)
Other income	96,943	90,931	296,689	226,688
Profit from operations	1,170,766	1,301,252	3,455,860	3,571,350
Finance cost and bank charges	<u>(7,369)</u>	<u>(5,551)</u>	<u>(20,405)</u>	<u>(17,782)</u>
Profit before taxation	1,163,397	1,295,701	3,435,455	3,553,568
Taxation				
- Current - for the period	359,159	421,423	1,009,800	1,144,384
- for prior year	0	19,894	(28,136)	(9,624)
- Deferred	<u>(11,971)</u>	<u>(21,682)</u>	<u>(30,153)</u>	<u>(62,852)</u>
Profit after taxation	347,188	419,635	951,511	1,071,908
Profit after taxation	816,209	876,066	2,483,944	2,481,660
<b>Other comprehensive income</b>				
<b>for the period - net of tax</b>				
<i>Items that may be reclassified</i>				
<i>subsequently to profit and loss</i>				
Surplus on investments				
categorised as 'available				
for sale' - net	10,349	38,336	45,159	112,691
Impact of deferred tax	<u>(1,552)</u>	<u>(5,751)</u>	<u>(6,774)</u>	<u>(16,904)</u>
	8,797	32,585	38,385	95,787
<b>Total comprehensive income</b>				
<b>for the period</b>	<u>825,006</u>	<u>908,651</u>	<u>2,522,329</u>	<u>2,577,447</u>
------(Rupees)-----				
Earnings per share	17.02	18.27	51.80	51.75


