

July 27, 2018

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

The Securities & Exchange
Commission of Pakistan
NIC Building, Jinnah Avenue
Blue Area,
Islamabad

Dear Sir,

FINANCIAL RESULTS FOR THE YEAR ENDED JUNE 30, 2018

We have to inform you that the Board of Directors of our Company in their meeting held on Friday, July 27, 2018 at 11:00 a.m. at the Registered office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi considered and approved the audited financial statements of the Company for the year ended June 30, 2018 and recommended the followings:

i) CASH DIVIDEND

A final cash dividend for the year ended June 30, 2018 @ Rs.20/- per share of Rs.10/- each i.e. 200%. This is in addition to interim dividend already paid at Rs.15/- per share of Rs. 10/- each i.e.150%.

AND

ii) BONUS SHARES

It has been recommended by the Board of Directors to issue Bonus Shares in the proportion of One (1) share for every five(5) shares held i.e. 20%.

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

The Annual General Meeting of the Company will be held on Thursday, September 13, 2018 at 10:30 a.m. at Avari Towers Hotel, Fatima Jinnah Road, Karachi.

The above entitlement will be paid to the Shareholders whose names will appear in the Register of members on September 13, 2018.

The Share transfer Books of the Company will be closed from September 07, 2018 to September 13, 2018 (both days inclusive). Transfers received by the Shares Registrar of the Company, M/s. FAMCO Associates (Private) Limited, 8-F, Near Hotel Faran, Nursery, Block-6, P.E.C.H.S., Shakra-e-Faisal, Karachi up to the close of business on September 06, 2018 will be treated in time for entitlement of the Dividend and Bonus Shares to the transferees.

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

We will be sending you 15 copies of printed accounts of the Company for your record.

Kindly acknowledge.

Yours faithfully,

For COLGATE-PALMOLIVE (PAKISTAN) LIMITED


(MANSOOR AHMED)

Company Secretary



ANNEXURE 'A'

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the Year ended June 30,2018

	2018	2017
	----- (Rupees in '000) -----	
Turnover	41,421,811	37,498,961
Sales tax	(6,568,260)	(5,954,616)
Trade and other discounts	(2,512,618)	(2,207,620)
Net turnover	<u>32,340,933</u>	<u>29,336,725</u>
Cost of sales	(20,850,970)	(18,344,900)
Gross profit	<u>11,489,963</u>	<u>10,991,825</u>
Selling and distribution cost	(6,392,044)	(5,803,719)
Administrative expenses	(457,590)	(392,443)
Other expenses	(410,310)	(397,171)
Other income	467,233	459,509
Profit from operations	<u>4,697,252</u>	<u>4,858,001</u>
Finance cost and bank charges	(29,240)	(24,534)
Profit before taxation	<u>4,668,012</u>	<u>4,833,467</u>
Taxation	(1,410,957)	(1,577,045)
Profit after taxation	<u>3,257,055</u>	<u>3,256,422</u>
Other comprehensive loss for the year - net of tax		
Items that may be reclassified subsequently to profit or loss		
Surplus on investments categorised as 'available for sale'	156,146	210,378
Gain realised on disposal of short term investments	(161,764)	(213,997)
Impact of tax	1,580	366
Total Items that may be reclassified subsequently to profit or loss	<u>(4,038)</u>	<u>(3,253)</u>
Item that will not be reclassified to profit or loss		
Remeasurement of post retirement benefits obligation	(34,665)	(27,014)
Impact of tax	10,398	8,375
Total Items that will not be reclassified to profit or loss	<u>(24,267)</u>	<u>(18,639)</u>
	<u>(28,305)</u>	<u>(21,892)</u>
Total comprehensive income for the year	<u>3,228,750</u>	<u>3,234,530</u>
	----- Rupees -----	
Earnings per share - basic and dilutive	<u>67.92</u>	<u>67.91</u>



**EXTRACT OF THE RESOLUTIONS PASSED BY THE
BOARD OF DIRECTORS IN THEIR MEETING
HELD ON 27 JULY 2018**

“**RESOLVED** that the audited financial statements of the Company for the year ended 30 June 2018 as recommended by the Audit Committee and duly signed by the Chief Executive, Chief Financial Officer and initialed by the auditors of the Company namely M/s. A. F. Ferguson & Co., Chartered Accountants, be and are hereby confirmed and approved.

RESOLVED FURTHER that appropriation of the available profit of Rs. 3,257,454 thousand be made as under:

	<u>Rs. '000</u>
Profit available for appropriation	3,257,454
<u>Appropriations:</u>	
Interim cash dividend @ Rs. 15/- per ordinary share of Rs. 10/- each i.e. 150%	719,324
Proposed Final cash dividend @ Rs.20/- per ordinary share of Rs.10/- each i.e. 200%	959,099
Proposed bonus shares in the proportion of 1 share for every 5 shares of Rs.10 each held i.e.20%	95,910
Transfer to general reserve	1,483,000
	<u>3,257,333</u>
Unappropriated profit carried forward	<u>121</u>

For COLGATE-PALMOLIVE (PAKISTAN) LIMITED


(MANSOOR AHMED)
Company Secretary

2



A.F. FERGUSON & CO.

The Chief Executive
Colgate Palmolive (Pakistan) Limited
Lakson Square Building No. 2
Sarwar Shaheed Road
Karachi – 74200

July 27, 2018

ASR 0152

Dear Sir

As requested, we have ascertained from the financial statements of Colgate Palmolive (Pakistan) Limited ("the Company") for the year ended June 30, 2018, which have been approved by the Board of Directors and on which the auditors' report remains to be signed, that the residual 'free reserves' in terms of the meaning given to 'free reserves' in the Companies (Issue of Capital) Rules, 1996, after the proposed issue of bonus shares of Rs 95.910 million would be higher than fifteen percent of the increased paid up capital of the Company i.e. Rs 575.459 million.

2. We have reviewed the contingent liabilities outstanding as at June 30, 2018 as referred to in the aforementioned financial statements on June 30, 2018 to determine the contingent loss, if any, falling within the scope of paragraph 14 of the International Accounting Standard 37 'Provisions, Contingent Liabilities and Contingent Assets' and confirm that such contingent liabilities are not deductible from the aforementioned 'free reserves' of the Company.
3. The Company's 'free reserves' retained after the issue of bonus shares do not include any reserves created as a result of revaluation of fixed assets or any intangible or fictitious assets such as preliminary expenses, goodwill, brokerage or commission.

Yours truly

A. F. FERGUSON & CO., Chartered Accountants, a member firm of the PwC network
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