



COLGATE-PALMOLIVE (PAKISTAN) LTD

Lakson Square, Building No.2,
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28 January 2014

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

FAX NO. 111-573-329
UNDER SEALED COVER

Dear Sir,

FINANCIAL RESULTS FOR THE HALF YEAR ENDED 31 DECEMBER 2013

We have to inform you that the Board of Directors of the Company in their meeting held on Tuesday 28 January 2014 at 10:00 a.m. at the registered office at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi considered and approved the un-audited financial statements of the Company for the half year ended 31 December 2013 duly reviewed by the auditors of the Company.

The financial results of the Company are as follows:

	Quarter ended		Six months period ended	
	December 31, 2013	December 31, 2012	December 31, 2013	December 31, 2012
	(Rupees in '000)			
Turnover	7,176,998	6,099,451	14,121,579	12,051,505
Sales tax	(1,143,735)	(919,985)	(2,242,400)	(1,818,448)
Trade discounts	(357,060)	(323,952)	(729,712)	(616,718)
Net turnover	5,676,203	4,855,514	11,149,467	9,616,339
Cost of sales	(4,144,265)	(3,538,471)	(8,117,651)	(6,940,682)
Gross profit	1,531,938	1,317,043	3,031,816	2,675,657
Selling and distribution costs	(893,851)	(792,451)	(1,720,008)	(1,508,019)
Administrative expenses	(52,678)	(44,696)	(104,355)	(88,527)
Other expenses	(35,398)	(18,663)	(96,070)	(68,250)
Other income	37,097	17,312	62,253	40,103
Profit from operations	587,108	478,545	1,173,636	1,050,964
Finance cost and bank charges	(4,659)	(4,068)	(8,850)	(7,571)
Profit before taxation	582,449	474,477	1,164,786	1,043,393