



**THIRD QUARTER REPORT  
JANUARY - MARCH 2024**

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## COMPANY INFORMATION

### BOARD OF DIRECTORS

Iqbal Ali Lakhani - Chairman  
Amin Mohammed Lakhani  
Kamran Yousuf Mirza  
Syed Shahid Ali Bukhari  
Danish Zuberi  
Peter John Graylin  
Xuan Dai  
Zulfiqar Ali Lakhani - Chief Executive

### ADVISOR

Sultan Ali Lakhani

### AUDIT COMMITTEE

Kamran Yousuf Mirza - Chairman  
Iqbal Ali Lakhani  
Amin Mohammed Lakhani  
Danish Zuberi

### HUMAN RESOURCE & REMUNERATION COMMITTEE

Kamran Yousuf Mirza - Chairman  
Iqbal Ali Lakhani  
Zulfiqar Ali Lakhani  
Syed Shahid Ali Bukhari

### CHIEF FINANCIAL OFFICER

Mudassir Iqbal

### COMPANY SECRETARY

Mansoor Ahmed

### EXTERNAL AUDITORS

A. F. Ferguson & Co.  
Chartered Accountants

### INTERNAL AUDITORS

BDO Ebrahim & Co.  
Chartered Accountants

### SHARES REGISTRAR

FAMCO Share Registration Services (Pvt) Ltd.  
8-F, Near Hotel Faran, Nursery, Block-6,  
P.E.C.H.S., Shahra-e-Faisal, Karachi.

### REGISTERED OFFICE

Lakson Square, Building No. 2,  
Sarwar Shaheed Road,  
Karachi-74200 Pakistan

### FACTORIES

G-6, S.I.T.E., Kotri  
District Jamshoro (Sindh)

H-36 (B), S.I.T.E., Kotri  
District Jamshoro (Sindh)

217, Sundar Industrial Estate,  
Raiwind Road, Lahore

### WEBSITE

[www.colgate.com.pk](http://www.colgate.com.pk)

## DIRECTORS' REVIEW

The directors of your Company are pleased to present the un-audited, condensed financial statements of the Company for the nine-month period ended March 31, 2024.

### Financial Performance at a Glance

A brief financial analysis of the Company's performance for the period is summarized below:

Operating Results	July 2023- March 2024	July 2022- March 2023	Increase / (Decrease)
	Amount in PKR million		
Turnover	110,863	86,386	28.33%
Net Turnover	84,025	66,141	27.04%
Gross Profit	26,280	18,157	44.74%
Gross Profit %	31.28%	27.45%	383 bps
Selling & Distribution Cost	8,223	6,905	19.09%
Administrative Expenses	866	667	29.84%
Profit from Operations	19,479	10,787	80.58%
Profit After Tax	12,098	7,193	68.19%
Earnings per Share - Rupees	49.83	29.63	68.19%

### Financial Performance Highlights

The Company achieved a 28% increase in revenue, driven by both volume growth and pricing strategies. Stable commodity prices and cost-saving efforts contributed to improved gross margins. Administrative and selling expenses rose due to inflation and increased investment in advertising and brand building. As a result, net profit after tax (NPAT) and earnings per share (EPS) grew by 68% compared to the same period last year.

### Business Performance Highlights

The launch of "Sweet Truth," an integrated marketing campaign, aimed to promote nighttime brushing habits. National initiatives were implemented to increase toothpaste penetration and consumption.

Intense competition in the laundry detergent category led to aggressive promotional activities from key players. While maintaining leadership in the dish-wash segment, the company faces challenges from the unorganized sector.

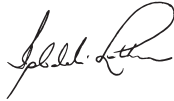
### Future Outlook

Economic challenges are expected to persist due to high debt servicing, political uncertainty, and geopolitical instability. Economic recovery will require stringent reforms and expanding the tax base. Inflationary pressures continue to impact consumer spending, prompting the company to focus on cost reduction measures for sustainable growth.

### Acknowledgement

We would like to extend our sincere gratitude to our consumers for their trust in our brands. We are thankful to our customers, distributors, supply chain partners, bankers and shareholders for their continued support. We also appreciate our employees for their relentless dedication and immense contribution to the Company.

On behalf of Board of Directors



**Iqbal Ali Lakhani**  
Chairman



**Zulfiqar Ali Lakhani**  
Chief Executive

Karachi : April 29, 2024

## CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at March 31, 2024

	Note	March 31, 2024 (unaudited)	June 30, 2023 (audited)
(Rupees in '000)			
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	4	8,544,166	7,836,920
Intangible assets		4,777	7,198
Long term loans		91,895	76,180
Long term security deposits		24,538	21,260
		8,665,376	7,941,558
<b>CURRENT ASSETS</b>			
Stores and spares		899,892	701,919
Stock in trade	5	15,227,111	15,356,715
Trade debts		2,265,346	2,017,453
Loans and advances		632,257	459,913
Trade deposits and short term prepayments		108,657	171,500
Other receivables	6	2,638,410	1,013,343
Accrued profit		54,303	29,639
Short term investments	7	21,324,141	14,262,005
Cash and bank balances		6,346,524	5,492,509
		49,496,641	39,504,996
<b>TOTAL ASSETS</b>		58,162,017	47,446,554
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised share capital		2,500,000	2,500,000
Issued, subscribed and paid-up share capital	8	2,427,733	2,427,733
Reserves		27,586,256	22,164,400
Remeasurement of post retirement benefits obligation		(275,285)	(275,285)
		29,738,704	24,316,848
<b>LIABILITIES</b>			
<b>NON-CURRENT LIABILITIES</b>			
Deferred taxation		479,223	392,697
Long term deposits		49,807	51,264
Deferred liability		75,963	191,865
Long-term financing	9	641,060	702,580
Deferred grant		247,360	291,488
Lease liabilities		257,670	290,452
		1,751,083	1,920,346
<b>CURRENT LIABILITIES</b>			
Trade and other payables	10	19,687,612	16,494,293
Accrued mark-up		6,652	7,056
Current maturity of long-term financing		140,606	109,465
Current maturity of lease liabilities		52,922	66,001
Taxation - net		2,768,339	1,684,759
Unpaid dividend	11	3,970,561	2,811,659
Unclaimed dividend	12	45,538	36,127
		26,672,230	21,209,360
<b>TOTAL LIABILITIES</b>		28,423,313	23,129,706
CONTINGENCIES AND COMMITMENTS	13		
<b>TOTAL EQUITY AND LIABILITIES</b>		58,162,017	47,446,554

The annexed notes 1 to 21 form an integral part of these condensed interim financial statements.

  
**Iqbal Ali Lakhani**  
 Chairman/Director

  
**Zulfiqar Ali Lakhani**  
 Chief Executive

  
**Mudassir Iqbal**  
 Chief Financial Officer

## CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (Unaudited)

For the Quarter and Nine months period ended March 31, 2024

	Note	Quarter ended March 31, 2024	Quarter ended March 31, 2023	Period ended March 31, 2024	Period ended March 31, 2023
(Rupees in '000)					
Turnover		38,374,850	31,655,842	110,863,441	86,386,476
Sales tax		(6,379,721)	(5,073,974)	(18,345,406)	(13,613,832)
Trade and other discounts		(3,041,609)	(2,385,157)	(8,492,996)	(6,631,526)
Net turnover		28,953,520	24,196,711	84,025,039	66,141,118
Cost of sales		(19,108,170)	(16,937,130)	(57,745,409)	(47,983,935)
Gross profit		9,845,350	7,259,581	26,279,630	18,157,183
Selling and distribution cost		(2,733,985)	(2,367,642)	(8,223,101)	(6,904,999)
Administrative expenses		(292,781)	(232,366)	(866,229)	(667,055)
Other expenses		(561,332)	(588,209)	(1,412,605)	(1,042,575)
Other income	15	1,283,339	461,027	3,701,372	1,244,553
Profit from operations		7,540,591	4,532,391	19,479,067	10,787,107
Finance cost and bank charges		(38,487)	(36,941)	(125,260)	(111,818)
Profit before taxation		7,502,104	4,495,450	19,353,807	10,675,289
Taxation					
- Current - for the period		(2,761,466)	(1,438,979)	(7,195,876)	(3,409,494)
- for prior period		37,861	(15,163)	26,716	77,465
		(2,723,605)	(1,454,142)	(7,169,160)	(3,332,029)
- Deferred		(51,823)	(65,020)	(86,526)	(149,969)
		(2,775,428)	(1,519,162)	(7,255,686)	(3,481,998)
Profit after taxation		4,726,676	2,976,288	12,098,121	7,193,291
Other comprehensive income for the period		-	-	-	-
Total comprehensive income for the period		4,726,676	2,976,288	12,098,121	7,193,291
(Rupees)					
Earnings per share			(Restated)		(Restated)
- basic and diluted	16	19.47	12.26	49.83	29.63

The annexed notes 1 to 21 form an integral part of these condensed interim financial statements.

  
**Iqbal Ali Lakhani**  
Chairman/Director

  
**Zulfiqar Ali Lakhani**  
Chief Executive

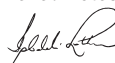
  
**Mudassir Iqbal**  
Chief Financial Officer

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

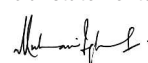
For the Quarter and Nine months period ended March 31, 2024

	Issued, subscribed and paid up share capital	Reserves			Sub Total-reserves	Remeasurement on post retirement benefits obligation- net of tax	Total Equity
		Capital reserve-share premium	Revenue reserves				
			General reserve	Unappropriated profit			
(Rupees in '000)							
Balance as at July 1, 2022	727,956	13,456	17,920,000	4,088,766	22,022,222	(201,936)	22,548,242
<b>Transactions with owners</b>							
Final dividend for the year ended June 30, 2022 at the rate of Rs 28 per share	-	-	-	(2,038,276)	(2,038,276)	-	(2,038,276)
Bonus shares issued at the rate of three shares for every twenty shares held	109,193	-	-	(109,193)	(109,193)	-	-
Interim dividend for the period ended December 31, 2022 at the rate of Rs 20 per share	-	-	-	(1,674,297)	(1,674,297)	-	(1,674,297)
Interim bonus shares issued at the rate of nine shares for every twenty shares held	376,718	-	-	(376,718)	(376,718)	-	-
<b>Total transactions with owners</b>	<b>485,911</b>	<b>-</b>	<b>-</b>	<b>(4,198,484)</b>	<b>(4,198,484)</b>	<b>-</b>	<b>(3,712,573)</b>
<b>Comprehensive income for the period</b>							
Profit after taxation for the period ended March 31, 2023	-	-	-	7,193,291	7,193,291	-	7,193,291
Other comprehensive income	-	-	-	-	-	-	-
<b>Total comprehensive income for the period ended March 31, 2023</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,193,291</b>	<b>7,193,291</b>	<b>-</b>	<b>7,193,291</b>
Transfer to general reserve	-	-	1,941,000	(1,941,000)	-	-	-
<b>Balance as at March 31, 2023</b>	<b>1,213,867</b>	<b>13,456</b>	<b>19,861,000</b>	<b>5,142,573</b>	<b>25,017,029</b>	<b>(201,936)</b>	<b>26,028,960</b>
Balance as at July 1, 2023	2,427,733	13,456	19,861,000	2,289,944	22,164,400	(275,285)	24,316,848
<b>Transactions with owners</b>							
Final dividend for the year ended June 30, 2023 at the rate of Rs 5 per share	-	-	-	(1,213,866)	(1,213,866)	-	(1,213,866)
Interim dividend for the year ended June 30, 2024 at the rate of Rs 22.5 per share	-	-	-	(5,462,399)	(5,462,399)	-	(5,462,399)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(6,676,265)</b>	<b>(6,676,265)</b>	<b>-</b>	<b>(6,676,265)</b>
<b>Comprehensive income for the period</b>							
Profit after taxation for the period ended March 31, 2024	-	-	-	12,098,121	12,098,121	-	12,098,121
Other comprehensive income	-	-	-	-	-	-	-
<b>Total comprehensive income for the period ended March 31, 2024</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>12,098,121</b>	<b>12,098,121</b>	<b>-</b>	<b>12,098,121</b>
Transfer to general reserve	-	-	1,057,000	(1,057,000)	-	-	-
<b>Balance as at March 31, 2024</b>	<b>2,427,733</b>	<b>13,456</b>	<b>20,918,000</b>	<b>6,654,800</b>	<b>27,586,256</b>	<b>(275,285)</b>	<b>29,738,704</b>

The annexed notes 1 to 21 form an integral part of these condensed interim financial statements.

  
**Iqbal Ali Lakhani**  
 Chairman/Director

  
**Zulfiqar Ali Lakhani**  
 Chief Executive

  
**Mudassir Iqbal**  
 Chief Financial Officer



## CONDENSED INTERIM STATEMENT OF CASH FLOWS (Unaudited)

For the Quarter and Nine months period ended March 31, 2024

	Note	Period ended March 31, 2024	Period ended March 31, 2023
------(Rupees in '000)-----			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	17	20,347,798	12,326,551
Finance cost and bank charges paid		(95,348)	(75,687)
Taxes paid		(6,085,581)	(2,693,496)
Staff retirement benefit paid		(191,865)	(76,106)
Long term loans		(15,715)	(1,846)
Long term security deposits (assets)		(3,278)	(526)
Long term deposits		(1,457)	(13,095)
Net cash generated from operating activities		13,954,554	9,465,795
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Payments for property, plant and equipment		(1,522,528)	(985,127)
Purchase of intangible assets		(190)	(7,571)
Short term investments made during the period		(11,263,192)	(6,908,469)
Proceeds from sale of property, plant and equipment		106,782	68,906
Profit received on savings accounts		577,034	340,450
Profit received on treasury bills		2,671	1,470
Profit received on Pakistan Investment Bonds		21	-
Profit received on term deposit receipts		128,035	39,263
Sale proceeds on disposal of short term investments		4,529,464	3,261,974
Net cash used in investing activities		(7,441,903)	(4,189,104)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividend paid		(5,507,952)	(2,513,264)
Long-term financing repaid		(74,507)	(382,438)
Short-term financing repaid		-	(42,334)
Payment of lease liabilities		(76,177)	(58,325)
Net cash used in financing activities		(5,658,636)	(2,996,361)
Net increase / (decrease) in cash and cash equivalents		854,015	2,280,330
Cash and cash equivalents at the beginning of the period		5,492,509	2,978,308
Cash and cash equivalents at the end of the period	18	6,346,524	5,258,638


The annexed notes 1 to 21 form an integral part of these condensed interim financial statements.



**Iqbal Ali Lakhani**  
Chairman/Director



**Zulfiqar Ali Lakhani**  
Chief Executive



**Mudassir Iqbal**  
Chief Financial Officer

## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Quarter and Nine months period ended March 31, 2024

### 1. THE COMPANY AND ITS OPERATIONS

Colgate-Palmolive (Pakistan) Limited (the Company) was initially incorporated in Pakistan on December 5, 1977 as a public limited company with the name of National Detergents Limited. The name of the Company was changed to Colgate-Palmolive (Pakistan) Limited on March 28, 1990 when the Company entered into a Participation Agreement with Colgate-Palmolive Company, USA. The Company is listed on Pakistan Stock Exchange. The registered office of the Company is situated at Lakson Square, Building No. 2, Sarwar Shaheed Road, Karachi, Pakistan.

The Company is mainly engaged in the manufacture and sale of detergents, personal care and other related products.

### 2. BASIS OF PREPARATION AND SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Statement of compliance

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting which comprise of International Accounting Standard (IAS) 34 'Interim Financial Reporting' issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act) and provisions of and directives issued under the Act.

Where the provisions of and directives issued under the Act differ with the requirements of IAS 34, the provisions of and directives issued under the Act have been followed.

2.2 These condensed interim financial statements do not include all the information and disclosures required in an annual audited financial statements, and should be read in conjunction with the Company's annual audited financial statements for the year ended June 30, 2023.

#### 2.3 New standards, amendments to approved accounting standards and new interpretations

##### 2.3.1 Amendments to approved accounting standards which are effective during the year ending June 30, 2024

There are certain amendments to approved accounting standards which are mandatory for accounting periods beginning on or after July 1, 2023 but are considered not to be relevant or have any significant effect on the Company's financial reporting and therefore, have not been disclosed in these condensed interim financial statements.

### 2.3.2 New standards and amendments to approved accounting standards that are effective for the Company's accounting periods beginning on or after July 1, 2024

There are certain amendments to the accounting and reporting standards that will be mandatory for the Company's annual accounting periods beginning on or after July 1, 2024. However, these amendments will not have any significant impact on the financial reporting of the Company and, therefore, have not been disclosed in these condensed interim financial statements.

2.4 The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are same as those applied in the preparation of the financial statements for the year ended June 30, 2023.

### 3. SIGNIFICANT ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of these condensed interim financial statements in conformity with the approved accounting and reporting standards as applicable in Pakistan for interim reporting requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on the historical experience and other factors, including reasonable expectations of future events. Revision to accounting estimates are recognised prospectively commencing from the period of revision.

Judgments and estimates made by the management in the preparation of these condensed interim financial statements are same as those applied to financial statements as at and for the year ended June 30, 2023.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2023.

Note	March 31, 2024 (unaudited)	June 30, 2023 (audited)
	(Rupees in '000)	

### 4. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets - at net book value	4.1 to 4.4	7,932,535	7,241,794
Capital work in progress - at cost	4.5	414,466	343,951
Right of use assets - at net book value		197,165	251,175
		8,544,166	7,836,920

	<b>Period ended March 31, 2024 (unaudited)</b>	<b>Period ended March 31, 2023 (unaudited)</b>
(Rupees in '000)		
<b>4.1 Additions - operating fixed assets (at cost)</b>		
Leasehold land	-	9,974
Buildings on leasehold land	39,491	112,408
Plant and machinery	978,295	449,868
Fittings and installation	36,597	34,313
Furniture and fixtures	7,666	6,860
Tools and equipment	108,185	114,914
Vehicles	218,773	224,074
Computers and accessories	40,623	11,818
Office equipment	22,386	22,433
	<b>1,452,016</b>	<b>986,662</b>
4.1.1 Additions include transfers from capital work in progress aggregating Rs 1,076.936 million (March 31, 2023: Rs 621.157 million).		
<b>4.2 Disposals - operating fixed assets (at net book value)</b>		
Plant and machinery	-	647
Fittings and installation	30,915	-
Tools and equipment	-	9
Vehicles	32,229	30,955
Computers and accessories	330	691
Office equipment	-	61
	<b>63,474</b>	<b>32,363</b>
4.3 Depreciation charge for the period	<b>697,799</b>	<b>636,771</b>
4.4 Included in operating fixed assets are items having aggregate cost of Rs 65.335 million (June 30, 2023: Rs 48,698 million) held by third parties for manufacturing certain products of the Company. These operating fixed assets are free of lien and the Company has full right of repossession of these assets.		
<b>4.5 Additions - capital work-in-progress (at cost)</b>		
Buildings on leasehold land	58,117	73,793
Plant and machinery	820,659	497,244
Vehicles	8,494	2,382
Fittings and installation	71,607	47,929
Tools and equipment	74,477	117,012
Furniture and fixtures	4,200	582
Office equipment	38,408	8,492
Computer and accessories	2,135	8,392
	<b>1,078,097</b>	<b>755,826</b>

	Note	March 31, 2024 (unaudited) (Rupees in '000)	June 30, 2023 (audited)
<b>5. STOCK IN TRADE</b>			
Raw and packing materials		10,936,895	11,053,250
Work-in-process		1,124,460	985,935
Finished goods - Manufactured		2,808,983	2,957,169
Finished goods - Trading		421,885	420,363
		<u>15,292,223</u>	<u>15,416,717</u>
Less: Provision for obsolete inventory		(65,112)	(60,002)
		<u>15,227,111</u>	<u>15,356,715</u>

5.1 Stock in trade include raw and packing materials in transit aggregating Rs 3,362.575 million (June 30, 2023: Rs 2,314.965 million) and finished goods in transit aggregating Rs 10.193 million (June 30, 2023: Rs 13.530 million).

#### 6. OTHER RECEIVABLES

These include Rs 2.594 billion (June 30, 2023: Rs 0.967 billion) pertaining to LC margins.

#### 7. SHORT TERM INVESTMENTS

- Amortised cost	7.1	890,240	601,236
- Fair value through profit or loss		20,433,901	13,660,769
		<u>21,324,141</u>	<u>14,262,005</u>

7.1 The profits on these term deposits range between 15.73% and 20.00% per annum (June 30, 2023: between 10.53% and 20.00% per annum) having maturity in December 2024.

7.2 These include Term Deposit Receipts (TDRs) amounting to Rs 890.239 million (June 30, 2023: Rs 590.239 million) provided as security to banking companies for issuance of guarantees.

#### 8. ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

8.1 Movement in issued, subscribed and paid-up share capital during the period ended is as follows:

March 31, 2024 (unaudited) Number of shares	March 31, 2023 (unaudited)		March 31, 2024 (unaudited) (Rupees in '000)	March 31, 2023 (unaudited)
242,773,272	72,795,583	Ordinary shares of Rs. 10 each at the beginning of the period	2,427,733	727,956
-	48,591,038	Issued during the period as fully paid bonus shares	-	485,911
<u>242,773,272</u>	<u>121,386,621</u>	At the end of the period	<u>2,427,733</u>	<u>1,213,867</u>

	Note	March 31, 2024 (unaudited)	June 30, 2023 (audited)
(Rupees in '000)			
<b>9. LONG-TERM FINANCING</b>			
Financing under:			
- temporary economic refinance facility		987,239	1,056,362
- renewable energy finance facility		41,787	47,171
		<u>1,029,026</u>	<u>1,103,533</u>
Less: reclassified to deferred grant		247,360	291,488
Less: current maturity of financing under:			
- temporary economic refinance facility		133,427	102,286
- renewable energy finance facility		7,179	7,179
		<u>140,606</u>	<u>109,465</u>
		<u>641,060</u>	<u>702,580</u>

9.1 There has been no change in the terms and conditions as disclosed in note 21 to the Company's financial statements for the year ended June 30, 2023.

#### 10. TRADE AND OTHER PAYABLES

Trade creditors	10.1	3,741,911	3,063,806
Accrued liabilities	10.2	4,485,218	4,232,691
Bills payable	10.3	7,356,319	6,005,657
Advances from customers - unsecured	10.4	320,460	284,015
Sales tax payable		743,508	607,789
Royalty payable to Colgate-Palmolive Co., USA			
- associated company		1,381,069	955,487
Workers' profits participation fund		1,039,349	886,366
Workers' welfare fund		386,392	330,215
Retention money payable		10,040	5,287
Others	10.5	223,446	122,980
		<u>19,687,612</u>	<u>16,494,293</u>

10.1 These include Rs 405.041 million (June 30, 2023: Rs 431.008 million) payable to related parties.

10.2 These include Rs 156.688 million (June 30, 2023: Rs 132.151 million) accrued to related parties.

10.3 These include Rs 789.562 million (June 30, 2023: Rs 790.295 million) payable to related parties.

10.4 These include Rs 0.009 million (June 30, 2023: Rs 2.468 million) advance from related parties.

10.5 These include Rs 24.550 million (June 30, 2023: Rs 0.051 million) liable to related parties.

## **11. TAXATION - net**

Through Finance Act, 2023, the Government has introduced new slab rates for super tax for taxpayers having income in excess of Rs 350 million. As a result, the highest slab rate of 10% will be applicable on taxpayers of all sectors having income in excess of Rs 500 million. The Company, having income of more than Rs 500 million in the financial year June 30, 2023, recorded provision of super tax at the rate of 10%. However, the Company appealed to the Honorable Islamabad High Court challenging the retrospective increase in super tax rates. In response, the Honorable Islamabad High Court issued an order stating that super tax exceeding the rate prescribed before the amendment would not be collected. Consequently, in the light of court order, the super tax in the latest income tax return was paid accordingly.

## **12. UNPAID DIVIDEND**

12.1 This represents dividend payable to Colgate-Palmolive Company, USA. The Company has submitted duly certified application for remittance to authorized dealer in March 2023, August 2023, October 2023 and March 2024 for onward approval of regulator which is still awaited.

## **13. CONTINGENCIES AND COMMITMENTS**

### **13.1 Contingencies**

13.1.1 There is no change in the status of the constitutional petition No. D-3134 of 2016 in the high court of Sindh from that disclosed in the note 26.1.1 of the financial statements of the Company for the year ended June 30, 2023.

13.1.2 Contingent liabilities in respect of indemnities given to financial institutions for guarantees issued by them on behalf of the Company in the normal course of business aggregate Rs 936.721 million (June 30, 2023: Rs 636.721 million).

### **13.2 Commitments**

13.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 288.887 million and nil respectively (June 30, 2023: Rs 75.251 million and Rs 9.245 million respectively).

13.2.2 Outstanding letters of credit amount to Rs 4,980.817 million (June 30, 2023: Rs 2,389.310 million).

13.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 1.671 million (June 30, 2023: Rs 11.325 million).

13.2.4 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 1,381.934 million (June 30, 2023: Nil).

#### 14. SHORT TERM RUNNING FINANCES

There has been no change in short-term borrowing facilities from various banks on mark-up basis from those that are mentioned in note 24.1 of the Company's financial statements for the year ended June 30, 2023.

	Note	Period ended March 31, 2024 (unaudited)	Period ended March 31, 2023 (unaudited)
(Rupees in '000)			

#### 15. OTHER INCOME

Profit on savings accounts		622,476	362,126
Dividend Income on mutual funds		2,375,012	593,460
Others		703,884	288,967
		<u>3,701,372</u>	<u>1,244,553</u>

#### 16. EARNINGS PER SHARE

	Quarter ended March 31, 2024	Quarter ended March 31, 2023	Period ended March 31, 2024	Period ended March 31, 2023
(Rupees in '000)				
Profit after taxation	4,726,676	2,976,288	12,098,121	7,193,291
(Number of shares)				
(Restated)				
Weighted average number of ordinary shares outstanding during the period	242,773,272	242,773,272	242,773,272	242,773,272
(Rupees)				
(Restated)				
Earnings per share - basic and diluted	19.47	12.26	49.83	29.63

16.1 There are no dilutive potential ordinary shares outstanding as at March 31, 2024 and 2023.



	<b>Period ended March 31, 2024</b>	Period ended March 31, 2023
	(Rupees in '000)	
<b>17. CASH GENERATED FROM OPERATIONS</b>		
Profit before taxation	19,353,807	10,675,289
Adjustment for non-cash charges and other items:		
Depreciation on operating fixed assets	697,799	636,771
Depreciation on right-of-use assets	54,009	55,403
Amortisation expense	2,611	3,822
Gain on disposal of items of property, plant and equipment	(43,308)	(36,543)
Staff retirement benefit	75,963	51,588
Profit on saving accounts	(622,476)	(362,126)
Profit on a term deposit receipt	(107,316)	(38,631)
Profit on treasury bills	(2,611)	(2,285)
Profit on Pakistan Investment Bond	(21)	-
Unrealised gain on investments classified as fair value through profit or loss	(247,317)	(112,400)
Gain on disposal of short term investments	(81,091)	(42,456)
Finance cost and bank charges	125,260	111,818
Provision for obsolete inventory	29,458	27,744
Provision for obsolete stores and spares	8,231	9,612
Working capital changes 17.1	1,104,800	1,348,945
	<u>20,347,798</u>	<u>12,326,551</u>
<b>17.1 Working capital changes</b>		
(Increase) / decrease in current assets:		
Stores and spares	(206,204)	(181,693)
Stock in trade	100,146	(1,155,414)
Trade debts	(247,893)	(225,470)
Loans and advances	(172,344)	(118,525)
Trade deposits and short term prepayments	62,843	81,068
Other receivables	(1,625,067)	(30,809)
	<u>(2,088,519)</u>	<u>(1,630,843)</u>
Increase in current liabilities:		
Trade and other payables	3,193,319	2,979,788
	<u>1,104,800</u>	<u>1,348,945</u>
<b>18. CASH AND CASH EQUIVALENTS</b>		
Cash and bank balances	<u>6,346,524</u>	<u>5,258,638</u>

## 19. RELATED PARTIES

### 19.1 Disclosure of transactions and closing balances between the Company and related parties:

The related parties include associated companies, staff retirement funds, directors, key management personnel and close family members of directors and key management personnel. The Company in the normal course of business carries out transactions with various related parties. The Company enters into transactions with related parties on the basis of mutually agreed terms. Significant balances and transactions with related parties are as follows:

	<b>Period ended March 31, 2024</b>	Period ended March 31, 2023
	(Rupees in '000)	
<b>Nature of transactions</b>		
<b>Associated companies</b>		
Sale of goods and services provided and reimbursement of expenses	96,694	59,747
Purchase of goods and services received and reimbursement of expenses	4,912,938	3,913,546
Purchase of short term investments	2,326,725	1,100,000
Sale proceeds on redemption of short term investments	1,100,000	700,000
Sale of assets	700	4,615
Profit on short term investments	60,196	32,704
Rent, allied and other charges	40,695	32,426
Royalty charges	508,019	419,590
Insurance claims received	57,222	18,680
Purchase of property, plant and equipment	13,261	-
Donations	17,000	22,841
Dividend received on mutual funds	593,933	144,129
Dividend paid	4,504,178	2,164,672
<b>Employee funds</b>		
Contribution to staff retirement benefits	151,558	111,028
<b>Key management personnel</b>		
Compensation paid to key management personnel	304,449	165,738

Nature of balances	March 31, 2024 (unaudited)	June 30, 2023 (audited)
	(Rupees in '000)	
<b>Associated companies</b>		
Trade debts	5,295	2,006
Trade deposits and short term prepayments	56,273	15,050
Other receivables	4,075	5,179
Short term investments	4,964,954	2,944,312
Lease liabilities	158,565	163,914
Unpaid dividend	3,961,805	2,570,411
Trade and other payables	Refer note 10	

## 20. ENTITY-WIDE INFORMATION

20.1 The Company constitutes of a single reportable segment, the principal classes of products of which are Personal Care, Home Care and Others.

### 20.2 Information about products

The Company's principal classes of products accounted for the following percentages of sales:

	Period ended March 31, 2024	Period ended March 31, 2023
(Rupees in '000)		
Personal Care	24%	25%
Home Care	70%	69%
Others	6%	6%
	<u>100%</u>	<u>100%</u>

### 20.3 Information about geographical areas

The Company does not hold non-current assets in any foreign country. Revenues from external customers attributed to foreign countries in aggregate are not material in the overall context of these financial statements.

### 20.4 Information about major customers

The Company does not have transactions with any external customer which amount to 10 percent or more of its revenues.

## 21. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on April 26, 2024 by the Board of Directors of the Company.

  
**Iqbal Ali Lakhani**  
 Chairman/Director

  
**Zulfiqar Ali Lakhani**  
 Chief Executive

  
**Mudassir Iqbal**  
 Chief Financial Officer

## ڈائریکٹرز جائزہ رپورٹ

آپ کی کمپنی کے ڈائریکٹرز کے لیے 31 مارچ 2024ء کو ختم ہونے والی 9 ماہ کی مدت کے لیے کمپنی کے غیر آڈٹ شدہ مختصر مالیاتی گوشوارے پیش کرنا باعث مسرت ہے۔

## مالیاتی کارکردگی کا جائزہ

مذکورہ مدت کے لیے کمپنی کی کارکردگی کے مختصر مالی تجزیے کا خلاصہ حسب ذیل ہے:

اضافہ/(کمی)	جولائی 2022 - مارچ 2023	جولائی 2023 - مارچ 2024	آپریٹنگ نتائج
	(رقم ملین روپے میں)		
28.33%	86,386	110,863	مجموعی آمدنی
27.04%	66,141	84,025	خالص مجموعی آمدنی
44.74%	18,157	26,280	مجموعی منافع
383 bps	27.45%	31.28%	مجموعی منافع %
19.09%	6,905	8,223	فروخت اور تقسیم کے اخراجات
29.84%	667	866	انتظامی اخراجات
80.58%	10,787	19,479	آپریٹرز سے منافع
68.19%	7,193	12,098	منافع بعد از ٹیکس
68.19%	29.63	49.83	نی شیئر آمدنی - (روپے)

## مالیاتی کارکردگی کی جھلکیاں

حجم میں اضافے اور قیمتوں سے متعلق حکمت عملی، دونوں کی بدولت کمپنی کی آمدنی میں 28% اضافہ ہوا۔ اجناس کی مستحکم قیمتوں اور لاگت میں کمی کی کوششوں نے مجموعی مارجن کو بہتر بنانے میں اپنا کردار ادا کیا۔ افراتر اور اشتہارات اور برانڈ بلڈنگ میں بڑھتی ہوئی سرمایہ کاری کی وجہ سے انتظامی اور فروخت کے اخراجات میں اضافہ ہوا۔ نتیجے کے طور پر گزشتہ سال کی اسی مدت کے مقابلے میں بعد از ٹیکس خالص منافع (NPAT) اور فی حصص آمدنی (EPS) میں 68% اضافہ ہوا۔

## کاروباری کارکردگی کی جھلکیاں

”سویٹ ٹرٹھ“ کے زیرِ عنوان ایک مربوط مارکیٹنگ مہم کے آغاز کا مقصد رات کے وقت برش کرنے کی عادت کو فروغ دینا ہے۔ ٹوٹھ پیسٹ کی رسائی اور کپت کو بڑھانے کے لئے قومی سطح پر متعدد اقدامات کیے گئے۔

لانڈری ڈٹرنٹ شعبے میں شدید مقابلے کی وجہ سے کلیدی کھلاڑیوں کی طرف سے جارحانہ تشہیری سرگرمیاں دیکھنے میں آئیں۔ ڈش واش شعبے میں اپنی قائدانہ پوزیشن کو برقرار رکھتے ہوئے کمپنی کو غیر منظم شعبے کی جانب سے چیلنجز کا سامنا ہے۔

### مستقبل کا منظر نامہ

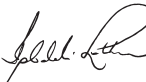
قرضوں کی زائد ادائیگی، سیاسی بے یقینی اور جغرافیائی و سیاسی عدم استحکام کی وجہ سے اقتصادی چیلنجز برقرار رہنے کا امکان ہے۔ معاشی بحالی کے لئے سخت اصلاحات اور ٹیکس ہیں کو بڑھانے کی ضرورت ہوگی۔ افراط زر کا دباؤ صارفین کے اخراجات پر مسلسل اثر انداز ہو رہا ہے، جو کمپنی کو اپنی پائیدار ترقی کے لیے لاگت کم کرنے کے اقدامات پر توجہ مرکوز کرنے پر ابھار رہا ہے۔

### اظہار تشکر

ہم اپنے برانڈز پر اعتماد کرنے پر صارفین کا تہہ دل سے شکر یہ ادا کرتے ہیں۔ ہم اپنے صارفین، ڈسٹری بیوٹرز، سپلائی چین پارٹنرز، بینکرز اور شیئر ہولڈرز کے مسلسل تعاون کے لیے ان کے شکر گزار ہیں۔ ہم انتھک لگن اور کمپنی کے لیے بے پناہ تعاون پر اپنے ملازمین کو بھی سراہتے ہیں۔

از طرف بورڈ آف ڈائریکٹرز

  
ذوالفقار علی لاکھانی  
چیف ایگزیکٹو

  
اقبال علی لاکھانی  
چیئر مین

کراچی: 29 اپریل، 2024ء



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