

October 28, 2020

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

Dear Sir,

**FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2020**

We have to inform you that the Board of Directors of the Company in their meeting held on Wednesday, October 28, 2020 at 03:00 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 ended September 30, 2020.

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

The Quarterly Report of the Company for the period ended September 30, 2020 will be transmitted through PUCARS separately, within the specified time.

Kindly acknowledge.

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

  
**(MANSOOR AHMED)**  
Company Secretary



**COLGATE-PALMOLIVE (PAKISTAN) LIMITED**  
**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS**  
**AND OTHER COMPREHENSIVE INCOME (unaudited)**  
**FOR THE QUARTER ENDED SEPTEMBER 30, 2020**

**Annexure 'A'**

	Quarter ended September 30, 2020	Quarter ended September 30, 2019
	------(Rupees in '000)-----	
Turnover	16,418,706	13,506,462
Sales tax	(2,606,584)	(2,142,542)
Trade and other discounts	(1,512,710)	(1,154,442)
Net turnover	<u>12,299,412</u>	<u>10,209,478</u>
Cost of sales	<u>(8,635,845)</u>	<u>(7,239,725)</u>
Gross profit	3,663,567	2,969,753
Selling and distribution cost	(1,480,806)	(1,313,054)
Administrative expenses	(147,613)	(135,798)
Other expenses	(167,060)	(129,004)
Other income	159,348	238,824
Profit from operations	<u>2,027,436</u>	<u>1,630,721</u>
Finance cost and bank charges	(26,696)	(22,588)
Profit before taxation	<u>2,000,740</u>	<u>1,608,133</u>
Taxation		
- Current - for the quarter	(581,616)	(480,000)
- Deferred	21,928	22,626
	<u>(559,688)</u>	<u>(457,374)</u>
Profit after taxation	1,441,052	1,150,759
<b>Other comprehensive income for the quarter - net of tax</b>		
<i>Items that may be reclassified subsequently to profit or loss</i>		
Gain on investments categorised as fair value through other comprehensive income	106	5,349
Impact of tax	(27)	(1,337)
	79	4,012
<b>Total comprehensive income for the quarter</b>	<u><u>1,441,131</u></u>	<u><u>1,154,771</u></u>
	-----Rupees-----	
Earnings per share - basic and dilutive	<u><u>22.77</u></u>	<u><u>18.18</u></u>


