



**THIRD QUARTER REPORT
JANUARY - MARCH 2021**

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COMPANY INFORMATION

BOARD OF DIRECTORS

Iqbal Ali Lakhani	Chairman
Amin Mohammed Lakhani	
Aliya Saeeda Khan	
Kamran Yousuf Mirza	
Syed Shahid Ali Bukhari	
Peter John Graylin	
Xuan Dai	
Zulfiqar Ali Lakhani	Chief Executive

ADVISOR

Sultan Ali Lakhani

AUDIT COMMITTEE

Aliya Saeeda Khan	Chairperson
Iqbal Ali Lakhani	
Amin Mohammed Lakhani	
Kamran Yousuf Mirza	

HUMAN RESOURCE & REMUNERATION COMMITTEE

Kamran Yousuf Mirza	Chairman
Iqbal Ali Lakhani	
Zulfiqar Ali Lakhani	
Aliya Saeeda Khan	

COMPANY SECRETARY

Mansoor Ahmed

AUDITORS

A. F. Ferguson & Co.
Chartered Accountants

INTERNAL AUDITORS

BDO Ebrahim & Co.
Chartered Accountants

SHARES REGISTRAR

FAMCO Associates (Private) Limited
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

DIRECTORS' REVIEW

The directors of your Company are pleased to present the un-audited condensed financial statements of the Company for the nine months period ended March 31, 2021.

Financial Performance at a Glance

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

Operating Results	July 2020 - March 2021	July 2019 - March 2020	Increase / (Decrease)
	Amount in PKR million		
Turnover	50,043	42,137	18.76%
Net Turnover	37,477	31,667	18.35%
Gross Profit	11,316	9,170	23.40%
Gross Profit %	30.19%	28.96%	123 bps
Selling & Distribution Cost	4,723	4,136	14.19%
Administrative Expenses	478	442	8.14%
Profit from Operations	6,260	4,984	25.60%
Profit After Tax	4,332	3,623	19.57%
Earnings per Share - Rupees	68.43	57.23	19.57%

Financial Performance Highlights

Net turnover of the Company grew by 18.35% based on volume gains and selling price increases across all categories. Despite the increases in direct material cost, gross profit margin improved by 123 bps due to favourable pack/product mix changes and appreciation of Rupee against the US Dollar by 4.3% during the third quarter.

Amid increased media presence of competitors and to support new launches, the Company grew its media and promotional spend resulting in an increase of 14.19% in selling and distribution cost.

Administrative expenses went up by 8.14% primarily due to employee related costs.

Earnings per share increased by 19.57% to Rs 68.43 as compared to Rs 57.23 in the corresponding period last year.

Business Performance Highlights

Colgate continued to lead in both toothpastes and toothbrushes. To increase penetration and build consumption, focused initiatives were carried out in smaller towns to grow toothpaste consumption.

While focusing on growing the solid foundation of Palmolive products' range, the Company supported the launch of its antibacterial brand Protex along with a focus on driving its distribution. Protex launch in bar soap, liquid hand wash and hand sanitizer is expected to establish the Company in the antibacterial segment as well.

Laundry segment remained competitive with all key players intensifying efforts to gain market share. The Company saw a heightened level of advertising and trade spend over the last few months. The unorganized sector poses a serious challenge to growth especially in the laundry and dish care business.

Future Outlook

Increase in the prices of key raw and packaging materials, supply disruptions and significant increase in the freight cost are expected to keep margins under severe pressure. The third wave of the pandemic is further adding to the challenge limiting access to markets due to micro lockdown especially in the central and northern parts of the country.

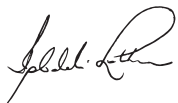
Competition is expected to stay intense especially in the detergents category as the key players continue their efforts to increase market share.

As the Company navigates through these challenges, it stays committed to provide its consumers with products that offer best value for money while helping them take care of their families and loved ones.

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 commitment and relentless dedication to the Company.

On behalf of Board of Directors



Iqbal Ali Lakhani
Chairman

Karachi : April 29, 2021



Zulfiqar Ali Lakhani
Chief Executive

ڈائریکٹرز رپورٹ

کمپنی ڈائریکٹرز مسرت کے ساتھ 31 مارچ 2021 کو اختتام پذیر ہونے والے نو ماہ کے غیر آڈٹ شدہ مختصر مالیاتی گوشوارے پیش کرتے ہیں۔

مالیاتی کارکردگی ایک نظر میں

کمپنی کی کارکردگی کا ایک مختصر مالیاتی تجزیہ ذیل کے مطابق ہے:

اضافہ / (کمی)	جولائی 2019 - مارچ 2020	جولائی 2020 - مارچ 2021	کاروباری نتائج
	(روپے ملین میں)		
18.76%	42,137	50,043	مجموعی آمدنی
18.35%	31,667	37,477	خالص آمدنی
23.40%	9,170	11,316	مجموعی منافع
123 بنیادی پوائنٹس	28.96%	30.19%	مجموعی منافع %
14.19%	4,136	4,723	فروخت اور ترسیل کے اخراجات
8.14%	442	478	انتظامی اخراجات
25.60%	4,984	6,260	آپریٹنگ سے منافع
19.57%	3,623	4,332	بعد از ٹیکس منافع
19.57%	57.23	68.43	نی شیئر آمدنی۔ (روپے)

مالیاتی کارکردگی کی جھلکیاں

تمام کیٹیگریز میں حجم میں اضافے اور قیمت فروخت میں اضافے کی بنیاد پر کمپنی کی خالص آمدنی میں 18.35 فیصد کا اضافہ ہوا ہے۔ ڈائریکٹ میپیر بلز کی لاگت میں اضافے کے باوجود، تیسری سہ ماہی کے دوران موافق پروڈکٹ و پیک کس کی تبدیلیوں اور امریکی ڈالر کے مقابلے میں روپے کی قدر میں 4.3 فیصد اضافے کی وجہ سے مجموعی منافع کی سطح میں 123 بنیادی پوائنٹس کی بہتری آئی۔

کاروباری حریفوں کی جانب سے میڈیا میں بڑھتی ہوئی موجودگی کے علاوہ نئے متعارف کردہ برانڈز کی معاونت کے لئے کمپنی نے اپنے میڈیا اور پرموشنل اخراجات میں اضافہ کیا جس کے نتیجے میں فروخت اور ترسیل کے اخراجات میں 14.19 فیصد کا اضافہ ہوا۔ انتظامی اخراجات میں 8.14 فیصد اضافہ ہوا جس کی بنیادی وجہ ملازمین سے متعلق اخراجات ہیں۔

پچھلے سال کی اسی مدت میں 57.23 روپے کے مقابلے میں فی حصص آمدنی 19.57 فیصد کے اضافے کے بعد 68.43 روپے رہی۔

کاروباری کارکردگی کی جھلکیاں

کولگیٹ نے ٹوٹھ پیسٹ اور ٹوٹھ برش دونوں شعبوں میں اپنی قیادت برقرار رکھی۔ اپنی پینچ بڑھانے اور کھپت میں اضافے کے لیے چھوٹے شہروں میں مرکوز اقدامات کیے گئے تاکہ ٹوٹھ پیسٹ کی کھپت بڑھائی جاسکے۔

پامولیو مصنوعات کی رینج کی ٹھوس بنیاد میں اضافے پر توجہ مرکوز کرتے ہوئے، کمپنی نے اپنے اینٹی بیکٹیریل برانڈ پروٹیکس کے تعارف میں سپورٹ فراہم کی اور اس کی ترسیل کو بڑھانے پر توجہ مرکوز رکھی۔ بارسوپ، لیکوئڈ پینڈسوپ اور پینڈسینیٹاز کے طور پر متعارف کیے جانے والے پروٹیکس کی بدولت اینٹی بیکٹیریل سبکٹ میں بھی کمپنی کا مقام مستحکم ہونے کی توقع ہے۔

لانڈری کے شعبے میں مقابلہ بدستور سخت رہا چونکہ تمام اہم کھلاڑی مارکیٹ شیئر حاصل کرنے کے لیے سخت جدوجہد کر رہے ہیں۔ کمپنی نے گزشتہ چند ماہ میں اشتہاروں اور تجارتی اخراجات کی سطح میں اضافہ دیکھا۔ غیر منظم شعبے کی طرف سے خصوصاً لانڈری اور ڈش کیئر کے کاروبار میں بدستور سنگین چیلنج درپیش ہے۔

مستقبل کی توقعات

اہم نام مال اور پیکجنگ میٹیریل کی قیمتوں میں اضافہ، رسد میں خلل اور مال کے نقل و حمل کی لاگتوں میں نمایاں اضافہ منافع جات کو سخت دباؤ میں رکھیں گے۔ عالمی وبا کی تیسری لہر خاص طور پر ملک کے وسطی اور شمالی حصوں میں مائیکرو لاک ڈاؤن کی وجہ سے مارکیٹوں تک رسائی کو محدود کر کے اس چیلنج میں مزید اضافہ کر رہی ہے۔

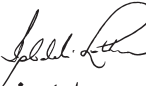
ڈیٹریٹ کیٹیگری میں خصوصی طور پر سخت مقابلہ برقرار رہنے کی توقع ہے جیسا کہ اہم کھلاڑی مارکیٹ شیئر بڑھانے کے لئے اپنی کوششیں جاری رکھے ہوئے ہیں۔ ان چیلنجز کے درمیان راستہ بنا کر آگے بڑھتے ہوئے کمپنی اپنے صارفین کو ایسی مصنوعات مہیا کرنے کے لئے پرعزم ہے جو اپنے گھر والوں اور پیاروں کی دیکھ بھال میں ان کی مدد کرتے ہوئے پیسے کا بہترین نعم البدل مہیا کرتی ہے۔

تشکر

ہم اپنے صارفین کا اپنے برانڈز پر ان کے اعتماد پر انتہائی شکرگزار ہیں۔ ہم لگا تار معاونت کے لیے اپنے کسٹمرز، ڈسٹری بیوٹرز، سپلائی چین پارٹنرز، بینکرز اور شیئر ہولڈرز سے انہماز تشکر کرتے ہیں۔ ہم اپنے ملازمین کی لگن اور کمپنی کے لیے ان کے قابل قدر کردار کا بھی اعتراف کرنا چاہیں گے۔

بورڈ آف ڈائریکٹرز کی جانب سے


ڈوآلفقار علی لاکھانی
چیف ایگزیکٹو


اقبال علی لاکھانی
چیئر مین

کراچی: 29 اپریل 2021

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at March 31, 2021

	Note	March 31, 2021 (unaudited)	June 30, 2020 (audited)
(Rupees in '000)			
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	4	6,333,534	5,102,949
Intangible assets		10,586	13,675
Long term loans		51,000	33,176
Long term security deposits		41,895	21,127
		6,437,015	5,170,927
CURRENT ASSETS			
Stores and spares		405,993	348,815
Stock in trade	5	6,659,606	6,173,696
Trade debts		1,270,764	837,141
Loans and advances		179,920	126,670
Trade deposits and short term prepayments		70,008	93,847
Other receivables		387,002	407,416
Accrued profit		2,181	3,695
Taxation		-	976,164
Short term investments	6	9,160,952	6,030,408
Cash and bank balances		2,287,635	2,339,835
		20,424,061	17,337,687
TOTAL ASSETS		26,861,076	22,508,614
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised share capital		750,000	750,000
Issued, subscribed and paid-up share capital	7	633,005	575,459
Reserves		18,203,192	16,863,937
Remeasurement of post retirement benefits obligation		(188,474)	(188,474)
Surplus on revaluation of investments		-	259
		18,647,723	17,251,181
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred taxation		64,170	103,348
Long term deposits	8	118,381	112,613
Deferred liabilities		97,197	47,293
Long-term financing	9	883,650	273,732
Lease liabilities		323,311	319,022
		1,486,709	856,008
CURRENT LIABILITIES			
Trade and other payables	10	5,944,074	4,308,804
Accrued mark-up		4,256	121
Current maturity of long-term financing	9	506,486	39,105
Current maturity of lease liabilities		32,917	31,757
Taxation		211,686	-
Unclaimed dividend		27,225	21,638
		6,726,644	4,401,425
TOTAL LIABILITIES		8,213,353	5,257,433
TOTAL EQUITY AND LIABILITIES		26,861,076	22,508,614
CONTINGENCIES AND COMMITMENTS			
	11		

The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfqar Ali Lakhani
Chief Executive


Mirza Rehan Ahmed
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, 2021

	Note	Quarter ended March 31, 2021	Quarter ended March 31, 2020	Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
(Rupees in '000)					
Turnover		17,251,852	14,782,184	50,043,199	42,136,833
Sales tax		(2,739,414)	(2,348,413)	(7,934,457)	(6,689,275)
Trade and other discounts		(1,599,861)	(1,359,970)	(4,631,269)	(3,780,762)
Net turnover		12,912,577	11,073,801	37,477,473	31,666,796
Cost of sales		(8,988,581)	(7,767,710)	(26,161,356)	(22,497,054)
Gross profit		3,923,996	3,306,091	11,316,117	9,169,742
Selling and distribution cost		(1,585,384)	(1,481,820)	(4,723,460)	(4,135,726)
Administrative expenses		(184,076)	(157,371)	(477,893)	(441,899)
Other expenses		(173,450)	(143,753)	(499,464)	(400,882)
Other income		235,364	277,390	645,178	793,121
Profit from operations		2,216,450	1,800,537	6,260,478	4,984,356
Finance cost and bank charges		(28,736)	(23,374)	(87,358)	(70,716)
Profit before taxation		2,187,174	1,777,163	6,173,120	4,913,640
Taxation					
- Current - for the period		(635,655)	(507,558)	(1,816,637)	(1,421,408)
- for prior year		-	-	(63,931)	92,307
		(635,655)	(507,558)	(1,880,568)	(1,329,101)
- Deferred		5,498	52,869	39,092	38,164
		(630,157)	(454,689)	(1,841,476)	(1,290,937)
Profit after taxation		1,557,557	1,322,474	4,331,644	3,622,703
Other comprehensive income / (loss) for the period - net of tax					
Items that may be reclassified subsequently to profit or loss					
(Loss) / Gain on investments categorised as fair value through other comprehensive income		(326)	389	(345)	6,672
Impact of tax		81	(98)	86	(2,241)
		(245)	291	(259)	4,431
Total comprehensive income for the period		1,557,312	1,322,765	4,331,385	3,627,134
(Rupees)					
Earnings per share - basic and dilutive	12	24.61	(Restated) 20.89	68.43	(Restated) 57.23

The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfikar Ali Lakhani
Chief Executive


Mirza Rehan Ahmed
Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

For the Nine months period ended March 31, 2021

	Issued, subscribed and paid up share capital	Reserves			Remeasurement on post retirement benefits obligation- net of tax	(Deficit)/Surplus on revaluation of investments- net of tax	Total Equity	
		Capital reserve- share premium	Revenue reserves General reserve	Unappropriated profit				Sub Total- reserves
(Rupees in '000)								
Balance as at July 1, 2019	575,459	13,456	11,869,000	2,562,366	14,444,822	(147,819)	(4,217)	14,868,245
Transactions with owners								
Final dividend for the year ended June 30, 2019 at the rate of Rs 20 per share	-	-	-	(1,150,918)	(1,150,918)	-	-	(1,150,918)
Interim dividend for the year ended June 30, 2020 at the rate of Rs 22.5 per share	-	-	-	(1,294,783)	(1,294,783)	-	-	(1,294,783)
Total transactions with owners	-	-	-	2,445,701	2,445,701	-	-	2,445,701
Comprehensive income for the period								
Profit after taxation for the period ended March 31, 2020	-	-	-	3,622,703	3,622,703	-	-	3,622,703
Other comprehensive income	-	-	-	-	-	-	4,431	4,431
Total comprehensive income for the period ended March 31, 2020	-	-	-	3,622,703	3,622,703	-	4,431	3,627,134
Transfer to general reserve	-	-	1,411,000	(1,411,000)	-	-	-	-
Balance as at March 31, 2020	575,459	13,456	13,280,000	2,328,368	15,621,824	(147,819)	214	16,049,678
Balance as at July 1, 2020	575,459	13,456	13,280,000	3,570,481	16,863,937	(188,474)	259	17,251,181
Transactions with owners								
Final dividend for the year ended June 30, 2020 at the rate of Rs 23.5 per share	-	-	-	(1,352,330)	(1,352,330)	-	-	(1,352,330)
Bonus shares issued at the rate of one share for every ten shares held	57,546	-	-	(57,546)	(57,546)	-	-	-
Interim dividend for the year ending June 30, 2021 at the rate of Rs 25 per share	-	-	-	(1,582,513)	(1,582,513)	-	-	(1,582,513)
Total transactions with owners	57,546	-	-	(2,992,389)	(2,992,389)	-	-	(2,934,843)
Comprehensive income for the period								
Profit after taxation for the period ended March 31, 2021	-	-	-	4,331,644	4,331,644	-	-	4,331,644
Other comprehensive income	-	-	-	-	-	-	(259)	(259)
Total comprehensive income for the period ended March 31, 2021	-	-	-	4,331,644	4,331,644	-	(259)	4,331,644
Transfer to general reserve	-	-	2,160,000	(2,160,000)	-	-	-	-
Balance as at March 31, 2021	633,005	13,456	15,440,000	2,749,736	18,203,192	(188,474)	-	18,647,723

The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfqar Ali Lakhani
Chief Executive


Mirza Rehan Ahmed
Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CASH FLOWS (Unaudited)

For the Nine months period ended March 31, 2021

	Note	Nine months period ended March 31, 2021 (Rupees in '000)	Nine months period ended March 31, 2020
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	13	7,493,744	5,188,117
Finance cost and bank charges paid		(38,682)	(31,273)
Taxes paid		(822,813)	(919,569)
Staff retirement gratuity paid		(79,459)	(116,112)
Long term loans		(17,824)	1,121
Long term security deposits (assets)		(20,768)	303
Long term deposits		5,768	21,684
Net cash generated from operating activities		6,519,966	4,144,271
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(1,861,165)	(965,890)
Purchase of intangible assets		(3,855)	(9,797)
Short term investments made during the period		(29,880,141)	(19,756,313)
Proceeds from sale of property, plant and equipment		43,291	62,042
Profit received on saving accounts		68,499	91,880
Profit received on treasury bills		91,624	150,582
Profit received on Sukuks bonds		2,148	4,544
Profit received on Pakistan Investment Bonds		-	19,762
Profit received on term deposit receipts		58,108	71,104
Sale proceeds on disposal of short term investments		26,696,316	19,936,466
Net cash used in investing activities		(4,785,175)	(395,620)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(2,929,256)	(2,445,781)
Long term financing obtained		1,077,299	-
Payment of lease liabilities		(47,034)	(41,095)
Net cash used in financing activities		(1,898,991)	(2,486,876)
Net (decrease) / increase in cash and cash equivalents		(164,200)	1,261,775
Cash and cash equivalents at the beginning of the period		5,226,835	2,557,300
Cash and cash equivalents at the end of the period	14	5,062,635	3,819,075

The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.


Iqbal Ali Lakhani
Chairman/Director


Zulfqar Ali Lakhani
Chief Executive


Mirza Rehan Ahmed
Chief Financial Officer

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

For the Nine months period ended March 31, 2021

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, 2020.

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, 2021

There are certain amendments to approved accounting standards which are mandatory for accounting periods beginning on or after July 1, 2020 but are considered not to be relevant or have any significant effect on the Company's financial reporting.

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, 2021

There is a new standard and certain amendments to approved accounting standards that will be mandatory for accounting periods beginning on or after July 1, 2021 but are considered not to be relevant or expected to have any significant effect on the Company's financial reporting.

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, 2020.

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, 2020.

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, 2020.

	Note	March 31, 2021 (unaudited)	June 30, 2020 (audited)
		(Rupees in '000)	
4. PROPERTY, PLANT AND EQUIPMENT			
Operating fixed assets - at net book value	4.1 to 4.5	3,568,307	3,417,800
Capital work in progress - at cost	4.6	2,475,833	1,375,804
Right of use assets - at net book value		289,394	309,345
		6,333,534	5,102,949
		Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
		(Rupees in '000)	
4.1 Additions - operating fixed assets (at cost)			
Leasehold land		-	88,784
Factory building on leasehold land		77,962	108,490
Plant and machinery		408,813	313,972
Fittings and installation		21,760	6,744
Furniture and fixtures		3,105	4,800
Tools and equipment		63,410	22,103
Vehicles		143,047	137,932
Computers and accessories		35,727	30,580
Office equipment		7,313	6,758
		761,137	720,163

4.1.1 Additions include transfers from capital work in progress aggregating Rs 475.820 million (March 31, 2020: Rs 437.225 million).

Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
--	--

(Rupees in '000)

4.2 Disposals - operating fixed assets (at net book value)

Plant and Machinery	-	14,246
Furniture and fixtures	27	-
Vehicles	16,094	18,896
Computers and accessories	50	231
Office equipment	23	166
	16,194	33,539

4.3 Depreciation charge for the period

594,194	587,377
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4.4 Included in operating fixed assets are items having aggregate cost of Rs 44.240 million (June 30, 2020: Rs 30.399 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.

4.5 During the period, the Company has identified certain items of operating fixed assets from which further economic benefits are no longer being derived. Therefore, assets having cost of Rs 11.009 million (March 31, 2020: Rs 103.618 million) and net book value of Rs 0.242 million (March 31, 2020: Rs 8.569 million) have been retired from active use and have been written off in these condensed interim financial statements.

Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
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4.6 Additions - capital work-in-progress (at cost)

Factory building on leasehold land	370,058	328,307
Plant and machinery	955,547	304,518
Vehicles	1,700	13,814
Electric fittings and installation	88,788	9,906
Tools and equipment	26,441	2,901
Furniture and fixtures	14,296	9,630
Office equipment	4,541	9,382
Computer and accessories	623	4,494
	1,461,994	682,952

	Note	March 31, 2021 (unaudited)	June 30, 2020 (audited)
(Rupees in '000)			
5. STOCK IN TRADE			
Raw and packing materials		4,514,524	4,057,034
Work-in-process		349,374	581,972
Finished goods - Manufactured		1,577,232	1,353,206
Finished goods - Trading		218,476	181,484
		<u>1,795,708</u>	<u>1,534,690</u>
		<u>6,659,606</u>	<u>6,173,696</u>

6. SHORT TERM INVESTMENTS

- Amortised cost	6.1	2,755,000	2,904,347
- Fair value through profit or loss		6,405,952	3,091,067
- Fair value through other comprehensive income	6.2	-	34,994
		<u>9,160,952</u>	<u>6,030,408</u>

6.1 The range of rates of profits on these term deposits is between 5.75% and 7.90% (June 30, 2020: 6.75% and 11.43%) per annum having maturity in April and June 2021.

6.2 These included Sukuk Bonds having profit rate of 8.30% per annum and maturity in November 2022.

7. ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

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

March 31, 2021 (unaudited)	June 30, 2020 (audited)		March 31, 2021 (unaudited)	June 30, 2020 (audited)
Number of shares			(Rupees in '000)	
5,882,353	5,882,353	Ordinary shares of Rs. 10 each fully paid in cash	58,824	58,824
57,418,168	51,663,576	Ordinary shares of Rs. 10 each issued as fully paid bonus shares	574,181	516,635
<u>63,300,521</u>	<u>57,545,929</u>		<u>633,005</u>	<u>575,459</u>

	Note	March 31, 2021 (unaudited)	June 30, 2020 (audited)
(Rupees in '000)			
8. DEFERRED LIABILITIES			
Staff retirement benefit		911	47,293
Payable against Gas infrastructure development cess (GIDC)		96,286	-
		<u>97,197</u>	<u>47,293</u>
9. LONG-TERM FINANCING			
Financing under:			
- salary refinance scheme	9.1	998,615	312,837
- temporary economic refinance facility	9.2	343,065	-
- renewable energy finance facility	9.3	48,456	-
		<u>1,390,136</u>	<u>312,837</u>
Less current maturity of financing under:			
- salary refinance scheme		499,308	39,105
- renewable energy finance facility		7,178	-
		<u>506,486</u>	<u>39,105</u>
		<u>883,650</u>	<u>273,732</u>

9.1 There has been no change in the terms and conditions as disclosed in note 22.1 to the Companies financial statements for the year ended June 30, 2020.

9.2 This carry a mark-up rate of 2.5% and is repayable in 32 quarterly installments with a 2 year grace period commencing from March 2023.

9.3 This carry a mark-up rate of 3.75% per annum and is repayable in 27 quarterly installments with a six month grace period commencing from April 2021.

		March 31, 2021 (unaudited)	June 30, 2020 (audited)
(Rupees in '000)			
10. TRADE AND OTHER PAYABLES			
Trade creditors	10.1	1,468,281	743,183
Accrued liabilities	10.2	2,648,075	1,712,903
Bills payable		511,243	394,837
Advances from customers - unsecured	10.3	96,419	93,316
Sales tax payable		306,589	278,799
Royalty payable to Colgate-Palmolive Co., USA - associated company		317,774	339,968
Workers' profits participation fund		330,211	360,009
Workers' welfare fund		123,020	130,837
Retention money payable		16,758	11,259
Current portion of GIDC payable		34,835	175,813
Others	10.4	90,869	67,880
		<u>5,944,074</u>	<u>4,308,804</u>

- 10.1 These include Rs 122.888 million (June 30, 2020: Rs 55.289 million) payable to related parties.
- 10.2 These include Rs 128.668 million (June 30, 2020: Rs 62.556 million) accrued to related parties.
- 10.3 These include Rs 0.005 million (June 30, 2020: Rs 0.005 million) in relation to advance from related parties.
- 10.4 These include Rs 4.159 million (June 30, 2020: Rs 14.640 million) payable to related parties.
- 10.5 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, 2020.

11. CONTINGENCIES AND COMMITMENTS

11.1 Contingencies

11.1.1 There has been no material change in the status of contingencies disclosed in note 25 to the Company's financial statements for the year ended June 30, 2020.

11.1.2 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 76.112 million (June 30, 2020: Rs Nil).

11.2 Commitments

11.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 401.971 million and Rs 1,727.981 million respectively (June 30, 2020: Rs 642.618 million and Rs 789.121 million respectively).

11.2.2 Outstanding letters of credit amount to Rs 1,063.033 million (June 30, 2020: Rs 1,294.489 million).

11.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 33.057 million (June 30, 2020: Rs 17.175 million).

	Quarter ended March 31, 2021	Quarter ended March 31, 2020	Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
	(Rupees in '000)			

12. EARNINGS PER SHARE

Profit after taxation	1,557,557	1,322,474	4,331,644	3,622,703
	(Number of shares)			
Weighted average number of ordinary shares outstanding during the period	63,300,521	63,300,521	63,300,521	63,300,521
	(Rupees)			
Earnings per share - basic and dilutive	24.61	20.89	68.43	57.23

12.1 There were no dilutive potential ordinary shares outstanding as at March 31, 2021 and 2020.

	Note	Nine months period ended March 31, 2021 (Rupees in '000)	Nine months period ended March 31, 2020 (Rupees in '000)
13. CASH GENERATED FROM OPERATIONS			
Profit before taxation		6,173,120	4,913,640
Adjustment for non-cash charges and other items:			
Depreciation on operating fixed assets		594,194	553,457
Depreciation on right-of-use assets		35,191	33,920
Amortisation expense		6,944	10,360
Gain on disposal of items of property, plant and equipment		(27,097)	(28,503)
Staff retirement gratuity		33,077	39,641
Profit on saving accounts		(68,390)	(94,349)
Profit on a term deposit receipt		(57,110)	(74,554)
Profit on treasury bills		(91,724)	(150,582)
Profit on PIBs		-	(17,849)
Profit on Sukuks bonds		(1,741)	(4,786)
Gain on disposal of short term investments		(59,064)	(49,926)
Finance cost and bank charges		87,358	70,716
Stock in trade written off		-	3,409
Stores and spares written off		1,599	-
Property, plant and equipment written off		242	8,656
Working capital changes	13.1	867,045	(25,133)
		<u>7,493,744</u>	<u>5,188,117</u>
13.1 Working capital changes			
(Increase) / decrease in current assets:			
Stores and spares		(58,777)	(80,630)
Stock in trade		(485,910)	223,150
Trade debts		(433,623)	(844,370)
Loans and advances		(53,250)	(138,533)
Trade deposits and short term prepayments		23,839	(33,135)
Other receivables		20,414	872
		<u>(987,307)</u>	<u>(872,646)</u>
Increase in current liabilities:			
Trade and other payables		1,854,352	847,513
		<u>867,045</u>	<u>(25,133)</u>
		March 31, 2021 (unaudited)	March 31, 2020 (unaudited)
		(Rupees in '000)	(Rupees in '000)
14. CASH AND CASH EQUIVALENTS			
Cash and bank balances		2,287,635	2,319,075
Short term investments		2,775,000	1,500,000
		<u>5,062,635</u>	<u>3,819,075</u>

15. RELATED PARTIES

15.1 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:

	Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
	(Rupees in '000)	
Nature of transactions		
Associated companies		
Sale of goods and services provided and reimbursement of expenses	31,752	54,296
Purchase of goods and services received and reimbursement of expenses	2,610,134	1,780,608
Purchase of short term investments	-	200,000
Sale proceeds on redemption of short term investments	450,000	1,100,000
Profit on short term investments	21,337	52,039
Rent, allied and other charges	27,581	16,288
Royalty charges	255,986	201,640
Insurance claims received	1,228	17,639
Insurance commission income	-	19,897
Purchase of property, plant and equipment	481	656
Donations	21,112	15,000
Dividend received on mutual funds	64,870	200,076
Dividend paid	2,372,368	1,012,196
Employee funds		
Contribution to staff retirement benefits	78,260	79,476
Key management personnel		
Compensation paid to key management personnel	87,107	81,277
	March 31, 2021 (unaudited)	June 30, 2020 (audited)
	(Rupees in '000)	
Nature of balances		
Associated companies		
Trade debts	34	-
Other receivables	8,949	2,093
Short term investments	1,679,742	1,904,042
Lease liabilities	166,309	167,252
Trade and other payables	Refer note 10	

16. ENTITY-WIDE INFORMATION

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

16.2 Information about products

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

	Nine months period ended March 31, 2021	Nine months period ended March 31, 2020
Personal Care	28%	26%
Home Care	68%	70%
Others	4%	4%
	<u>100%</u>	<u>100%</u>

16.3 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.

16.4 Information about major customers

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

17. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on April 29, 2021 by the Board of Directors of the Company.



Iqbal Ali Lakhani
Chairman/Director



Zulfiqar Ali Lakhani
Chief Executive



Mirza Rehan Ahmed
Chief Financial Officer



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Lakson Square, Building No. 2,
Sarwar Shaheed Road, Karachi-74200.
Tel: +9221-38400000