



**FIRST QUARTER REPORT
JULY - SEPTEMBER 2023**

CONTENTS

	Page
<u>COMPANY INFORMATION</u>	2
<u>DIRECTORS' REVIEW</u>	3-4
<u>CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION</u>	5
<u>CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME</u>	6
<u>CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY</u>	7
<u>CONDENSED INTERIM STATEMENT OF CASH FLOWS</u>	8
<u>NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS</u>	9-18
<u>DIRECTORS' REVIEW - IN URDU</u>	19-20

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 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 quarter ended September 30, 2023.

Financial Performance at a Glance

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

Operating Results	July- September 2023	July- September 2022	Increase / (Decrease)
	Amount in PKR million		
Turnover	36,494	25,506	43.08%
Net Turnover	27,683	19,507	41.91%
Gross Profit	8,387	4,756	76.35%
Gross Profit %	30.30%	24.38%	592 BPS
Selling & Distribution Cost	2,735	2,068	32.25%
Administrative Expenses	251	209	20.10%
Profit from Operations	6,048	2,617	131.10%
Profit After Tax	3,701	1,718	115.56%
Earnings per Share - Rupees	15.24	7.07	115.56%

Financial Performance Highlights

Net turnover of the Company grew by 42% on the back of volume gains, selling price adjustments and favorable pack mix changes. The improvement in the gross profit margin is attributed mainly due to the reduction in the material cost supported by relatively stabilized exchange rate and internal cost efficiencies.

Selling and distribution costs increased due to the continued investment in advertising and brand building activities.

Business Performance Highlights

Colgate launched its flagship 'Oral Health Month' drive, an intensive month-long oral health awareness campaign aimed at establishing and promoting the importance of good oral hygiene and regular dental check-ups. With the theme of 'Keep Pakistan Smiling,' the drive focused on spreading awareness amongst the masses about common oral health problems and how to prevent them.

Leveraging the momentum of the season, both Palmolive shampoo and soap continue to grow. The launch of Palmolive Naturals soap's new campaign successfully promoted the key benefit of soft and glowing skin. Focus on media and in-store activations have significantly bolstered the brands' presence in the competitive skin and hair care segments.

To gain market share, the detergent category continues to witness a high level of advertising and trade spend. In the dish care category, Lemon Max maintains its leading position.

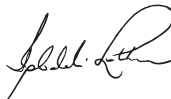
Future Outlook

Pakistan's economy exhibited partial stability post approval of International Monetary Fund (IMF) standby arrangement program, unlocking new external financing while averting a balance of payment crisis. A marginal easing of import restrictions coupled with the appreciation of the local currency is expected to facilitate a modest recovery, however, structural challenges remain to be addressed. Issues including political instability, tighter monetary policy, ongoing inflationary pressure and decreasing consumer purchasing power could have an impact on future performance of the company. Furthermore, the escalating conflict in the Middle East could lead to an increase in oil and freight costs.

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

Karachi : October 27, 2023



Zulfiqar Ali Lakhani
Chief Executive

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at September 30, 2023

	Note	September 30, 2023 (unaudited)	June 30, 2023 (audited)
(Rupees in '000)			
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	4	8,019,097	7,836,920
Intangible assets		6,405	7,198
Long term loans		85,447	76,180
Long term security deposits		22,452	21,260
		8,133,401	7,941,558
CURRENT ASSETS			
Stores and spares		791,364	701,919
Stock in trade	5	15,605,698	15,356,715
Trade debts		2,189,982	2,017,453
Loans and advances		356,651	459,913
Trade deposits and short term prepayments		133,529	171,500
Other receivables		2,475,755	1,013,343
Accrued profit		60,848	29,639
Short term investments	6	17,608,777	14,262,005
Cash and bank balances		5,002,939	5,492,509
		44,225,543	39,504,996
TOTAL ASSETS		52,358,944	47,446,554
EQUITY AND LIABILITIES			
CAPITAL AND RESERVES			
Authorised share capital		2,500,000	2,500,000
Issued, subscribed and paid-up share capital	7	2,427,733	2,427,733
Reserves		25,864,944	22,164,400
Remeasurement of post retirement benefits obligation		(275,285)	(275,285)
		28,017,392	24,316,848
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred taxation		434,900	392,697
Long term deposits		51,982	51,264
Deferred liability		137,186	191,865
Long-term financing	8	671,823	702,580
Deferred grant		287,094	291,488
Lease liabilities		281,783	290,452
		1,864,768	1,920,346
CURRENT LIABILITIES			
Trade and other payables	9	17,414,111	16,494,293
Accrued mark-up		7,030	7,056
Current maturity of long-term financing		130,333	109,465
Current maturity of lease liabilities		61,113	66,001
Taxation - net		2,861,634	1,684,759
Unpaid dividend	10	1,966,693	2,811,659
Unclaimed dividend		35,870	36,127
		22,476,784	21,209,360
TOTAL LIABILITIES		24,341,552	23,129,706
CONTINGENCIES AND COMMITMENTS	11		
TOTAL EQUITY AND LIABILITIES		52,358,944	47,446,554

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


Mudassir Iqbal
 Chief Financial Officer

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

For the Quarter ended September 30, 2023

	Note	Quarter ended September 30, 2023	Quarter ended September 30, 2022
		(Rupees in '000)	
Turnover		36,494,361	25,505,771
Sales tax		(6,043,442)	(4,002,929)
Trade and other discounts		(2,767,853)	(1,996,069)
Net turnover		<u>27,683,066</u>	<u>19,506,773</u>
Cost of sales		(19,296,190)	(14,750,862)
Gross profit		8,386,876	4,755,911
Selling and distribution cost		(2,735,210)	(2,068,352)
Administrative expenses		(250,785)	(209,409)
Other expenses		(450,096)	(213,501)
Other income		1,097,568	352,546
Profit from operations		<u>6,048,353</u>	<u>2,617,195</u>
Finance cost and bank charges		(38,626)	(36,642)
Profit before taxation		<u>6,009,727</u>	<u>2,580,553</u>
Taxation			
- Current - for the quarter		(2,255,835)	(834,967)
- for prior year		(11,145)	-
		<u>(2,266,980)</u>	<u>(834,967)</u>
- Deferred		(42,203)	(28,064)
		<u>(2,309,183)</u>	<u>(863,031)</u>
Profit after taxation		<u>3,700,544</u>	<u>1,717,522</u>
Other comprehensive income for the quarter		-	-
Total comprehensive income for the quarter		<u>3,700,544</u>	<u>1,717,522</u>
		----- (Rupees) -----	
Earnings per share - basic and diluted	12	<u>15.24</u>	<u>7.07</u> (Restated)

The annexed notes 1 to 17 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 ended September 30, 2023

	Issued, subscribed and paid up share capital	Capital reserve-share premium	Reserves			Remeasurement on post retirement benefits obligation- net of tax	Total Equity
			Revenue reserves		Sub Total-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
Transactions with owners							
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)	-	-
Total transactions with owners	109,193	-	-	(2,147,469)	(2,147,469)	-	(2,038,276)
Comprehensive income for the quarter							
Profit after taxation for the quarter ended September 30, 2022	-	-	-	1,717,522	1,717,522	-	1,717,522
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the quarter ended September 30, 2022	-	-	-	1,717,522	1,717,522	-	1,717,522
Transfer to general reserve	-	-	1,941,000	(1,941,000)	-	-	-
Balance as at September 30, 2022	837,149	13,456	19,861,000	1,717,819	21,592,275	(201,936)	22,227,488
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
Comprehensive income for the quarter							
Profit after taxation for the quarter ended September 30, 2023	-	-	-	3,700,544	3,700,544	-	3,700,544
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the quarter ended September 30, 2023	-	-	-	3,700,544	3,700,544	-	3,700,544
Transfer to general reserve	-	-	1,057,000	(1,057,000)	-	-	-
Balance as at September 30, 2023	2,427,733	13,456	20,918,000	4,933,488	25,864,944	(275,285)	28,017,392

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


Mudassar Iqbal
 Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CASH FLOWS (Unaudited)

For the Quarter ended September 30, 2023

	Note	Quarter ended September 30, 2023	Quarter ended September 30, 2022
(Rupees in '000)			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	13	4,972,868	2,390,336
Finance cost and bank charges paid		(28,022)	(23,683)
Taxes paid		(1,090,106)	(709,204)
Staff retirement benefit paid		(80,000)	(76,106)
Long term loans		(9,267)	1,547
Long term security deposits (assets)		(1,192)	(194)
Long term deposits		718	(2,130)
Net cash generated from operating activities		3,764,999	1,580,566
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(431,588)	(319,614)
Purchase of intangible assets		(190)	(4,976)
Short term investments made during the quarter		(4,217,346)	(7,637,621)
Proceeds from sale of property, plant and equipment		7,961	18,583
Profit received on savings accounts		158,984	75,529
Profit received on treasury bills		590	406
Profit received on term deposit receipts		42,626	3,369
Sale proceeds on disposal of short term investments		1,068,087	7,808,196
Net cash used in investing activities		(3,370,876)	(56,128)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(845,223)	(5)
Long-term financing repaid		(14,283)	(126,621)
Short-term financing repaid		-	(42,334)
Payment of lease liabilities		(24,187)	(15,942)
Net cash used in financing activities		(883,693)	(184,902)
Net increase / (decrease) in cash and cash equivalents		(489,570)	1,339,536
Cash and cash equivalents at the beginning of the quarter		5,492,509	2,978,308
Cash and cash equivalents at the end of the quarter	14	5,002,939	4,317,844

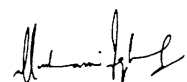
The annexed notes 1 to 17 form an integral part of these condensed interim financial statements.



Iqbal Ali Lakhani
Chairman/Director



Zulfikar Ali Lakhani
Chief Executive



Mudassir Iqbal
Chief Financial Officer

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

For the Quarter ended September 30, 2023

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.

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 is a new standard and certain amendments to approved accounting standards that will be mandatory for accounting periods beginning on or after July 1, 2024 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, 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	September 30, 2023 (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	7,567,457	7,241,794
Capital work in progress - at cost	4.5	218,468	343,951
Right of use assets - at net book value		233,172	251,175
		8,019,097	7,836,920

	Quarter ended September 30, 2023	Quarter ended September 30, 2022
	(Rupees in '000)	
4.1 Additions - operating fixed assets (at cost)		
Leasehold land	-	9,974
Buildings on leasehold land	8,289	51,962
Plant and machinery	398,905	128,211
Fittings and installation	7,191	17,022
Furniture and fixtures	2,705	6,205
Tools and equipment	52,308	77,961
Vehicles	60,498	68,027
Computers and accessories	4,521	7,696
Office equipment	22,655	4,741
	<u>557,072</u>	<u>371,799</u>
4.1.1 Additions include transfers from capital work in progress aggregating Rs 443.586 million (September 30, 2022: Rs 213.329 million).		
4.2 Disposals - operating fixed assets (at net book value)		
Plant and machinery	-	360
Tools and equipment	-	9
Vehicles	2,864	7,713
Computers and accessories	267	4
	<u>3,131</u>	<u>8,086</u>
4.3 Depreciation charge for the quarter	<u>228,277</u>	<u>206,764</u>
4.4 Included in operating fixed assets are items having aggregate cost of Rs 48.698 million (June 30, 2023: Rs 47.498 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 Additions - capital work-in-progress (at cost)		
Buildings on leasehold land	22,304	16,244
Plant and machinery	275,539	104,878
Vehicles	-	2,382
Fittings and installation	31,758	27,497
Tools and equipment	8,536	23,442
Furniture and fixtures	2,701	173
Office equipment	6,577	3,593
Computer and accessories	-	3,095
	<u>347,415</u>	<u>181,304</u>

	Note	September 30, 2023 (unaudited)	June 30, 2023 (audited)
(Rupees in '000)			
5. STOCK IN TRADE			
Raw and packing materials		10,869,837	11,053,250
Work-in-process		1,117,635	985,935
Finished goods - Manufactured		3,209,264	2,957,169
Finished goods - Trading		468,964	420,363
		<u>15,665,700</u>	<u>15,416,717</u>
Less: Provision for obsolete inventory		<u>(60,002)</u>	<u>(60,002)</u>
		<u>15,605,698</u>	<u>15,356,715</u>

5.1 Stock in trade include raw and packing materials in transit aggregating Rs 1,000.279 million (June 30, 2023: Rs 2,314.965 million) and finished goods in transit aggregating Rs 7.817 million (June 30, 2023: Rs 13.530 million).

6. SHORT TERM INVESTMENTS

- Amortised cost	6.1	707,585	601,236
- Fair value through profit or loss		<u>16,901,192</u>	<u>13,660,769</u>
		<u>17,608,777</u>	<u>14,262,005</u>

6.1 The profits on these term deposits range between 10.93% and 20% per annum (June 30, 2023: between 10.53% and 20% per annum) having maturity in September 2024.

7. ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

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

September 30, 2023 (unaudited)	September 30, 2022 (unaudited)		September 30, 2023 (unaudited)	September 30, 2022 (unaudited)
Number of shares			(Rupees in '000)	
242,773,272	72,795,583	Ordinary shares of Rs. 10 each at the beginning of the quarter	2,427,733	727,956
-	10,919,338	Issued during the quarter as fully paid bonus shares	-	109,193
<u>242,773,272</u>	<u>83,714,921</u>	At the end of the quarter	<u>2,427,733</u>	<u>837,149</u>

	Note	September 30, 2023 (unaudited)	June 30, 2022 (audited)
(Rupees in '000)			
8. LONG-TERM FINANCING			
Financing under:			
- temporary economic refinance facility		1,043,874	1,056,362
- renewable energy finance facility		45,376	47,171
		<u>1,089,250</u>	<u>1,103,533</u>
Less: reclassified to deferred grant		287,094	291,488
Less: current maturity of financing under:			
- temporary economic refinance facility		123,154	102,286
- renewable energy finance facility		7,179	7,179
		<u>130,333</u>	<u>109,465</u>
		<u>671,823</u>	<u>702,580</u>

8.1 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.

9. TRADE AND OTHER PAYABLES

Trade creditors	9.1	3,228,896	3,063,806
Accrued liabilities	9.2	4,304,194	4,232,691
Bills payable	9.3	6,846,960	6,005,657
Advances from customers - unsecured	9.4	316,899	284,015
Sales tax payable		644,704	607,789
Royalty payable to Colgate-Palmolive Co., USA - associated company		1,132,710	955,487
Workers' profits participation fund		347,773	886,366
Workers' welfare fund		450,374	330,215
Retention money payable		4,544	5,287
Others	9.5	137,057	122,980
		<u>17,414,111</u>	<u>16,494,293</u>

9.1 These include Rs 305.528 million (June 30, 2023: Rs 431.008 million) payable to related parties.

9.2 These include Rs 116.272 million (June 30, 2023: Rs 132.151 million) accrued to related parties.

9.3 These include Rs 792.553 million (June 30, 2023: Rs 790.295 million) payable to related parties.



- 9.4 These include Rs 0.09 million (June 30, 2023: Rs 2.648 million) advance from related parties.
- 9.5 These include Rs 15.62 million (June 30, 2023: Rs 0.051 million) liable to related parties.
- 9.6 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 of the Company's financial statements for the year ended June 30, 2023.

10. UNPAID DIVIDEND

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

11. CONTINGENCIES AND COMMITMENTS

11.1 Contingencies

- 11.1.1 Custom Appellate Tribunal has dismissed the Custom Appeal 32-K of 2018 vide Judgment dated July 19, 2022, as disclosed in note 26.1.1 to the Company's financial statements for the year ended June 30, 2023, on the grounds that instant appeal of the department has no merits.
- 11.1.2 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 736.721 million (June 30, 2023: Rs 636.721 million).

11.2 Commitments

- 11.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 101.526 million and Rs 10.614 million respectively (June 30, 2023: Rs 75.251 million and Rs 9.245 million respectively).
- 11.2.2 Outstanding letters of credit amount to Rs 3,376.662 million (June 30, 2023: Rs 2,389.310 million).
- 11.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 0.338 million (June 30, 2023: Rs 11.325 million).
- 11.2.4 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 574.531 million (June 30, 2023: Nil).

	Quarter ended September 30, 2023	Quarter ended September 30, 2022
	(Rupees in '000)	
12. EARNINGS PER SHARE		
Profit after taxation	3,700,544	1,717,522
	(Number of shares)	
Weighted average number of ordinary shares outstanding during the quarter	242,773,272	242,773,272
	(Rupees)	
Earnings per share - basic & dilutive	15.24	7.07

12.1 There are no dilutive potential ordinary shares outstanding as at September 30, 2023 and 2022.

Note **Quarter ended
September 30,
2023** Quarter ended
September 30,
2022
(Rupees in '000)

13. CASH GENERATED FROM OPERATIONS

Profit before taxation	6,009,727	2,580,553
Adjustment for non-cash charges and other items:		
Depreciation on operating fixed assets	228,277	206,764
Depreciation on right-of-use assets	18,003	17,465
Amortisation expense	983	1,311
Gain on disposal of items of property, plant and equipment	(4,830)	(10,497)
Staff retirement benefit	25,321	17,196
Profit on saving accounts	(202,165)	(86,411)
Profit on a term deposit receipt	(30,107)	(2,479)
Profit on treasury bills	(1,136)	(727)
Unrealised gain on investments classified as fair value through profit or loss	(169,868)	(65,311)
Gain on disposal of short term investments	(27,645)	(12,777)
Finance cost and bank charges	38,626	36,642
Provision for obsolete inventory	-	5,247
Provision for obsolete stores and spares	-	252
Working capital changes	(912,318)	(296,892)
	4,972,868	2,390,336

13.1

Note **Quarter ended** Quarter ended
September 30, September 30,
2023 2022
(Rupees in '000)

13.1 Working capital changes

(Increase) / decrease in current assets:		
Stores and spares	(89,445)	(36,496)
Stock in trade	(248,983)	(1,577,289)
Trade debts	(172,529)	(428,414)
Loans and advances	103,262	(19,754)
Trade deposits and short term prepayments	37,971	(20,453)
Other receivables	(1,462,412)	(145,473)
	<u>(1,832,136)</u>	<u>(2,227,879)</u>
Increase in current liabilities:		
Trade and other payables	919,818	1,930,987
	<u>(912,318)</u>	<u>(296,892)</u>
	September 30,	September 30,
	2023	2022
	(Unaudited)	(Unaudited)
	(Rupees in '000)	

14. CASH AND CASH EQUIVALENTS

Cash and bank balances	5,002,939	4,317,844
	<u>5,002,939</u>	<u>4,317,844</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:

	Quarter ended September 30, 2023	Quarter ended September 30, 2022
	(Rupees in '000)	
Nature of transactions		
Associated companies		
Sale of goods and services provided and reimbursement of expenses	49,486	19,753
Purchase of goods and services received and reimbursement of expenses	1,655,147	1,151,921
Purchase of short term investments	1,200,000	100,000
Profit on short term investments	67,955	15,540
Rent, allied and other charges	7,298	7,577
Royalty charges	177,223	140,431
Insurance claims received	16,677	1,694
Purchase of property, plant and equipment	1,599	-
Donations	4,500	18,000
Dividend received on mutual funds	136,147	36,185
Dividend paid	611,482	-
Employee funds		
Contribution to staff retirement benefits	48,326	35,738
Key management personnel		
Compensation paid to key management personnel	62,748	53,748
	September 30, 2023 (unaudited)	June 30, 2023 (audited)
	(Rupees in '000)	

Nature of balances

Associated companies		
Trade debts	8,388	2,006
Trade deposits and short term prepayments	29,277	15,050
Other receivables	4,546	5,179
Short term investments	4,327,992	2,944,312
Lease liabilities	162,346	163,914
Unpaid dividend	1,958,927	2,570,411
Trade and other payables	Refer note 9	

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:

	Quarter ended September 30, 2023	Quarter ended September 30, 2022
Personal Care	26%	29%
Home Care	68%	66%
Others	6%	5%
	<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 October 27, 2023 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 30 ستمبر 2023ء کو ختم ہونے والی سہ ماہی کے غیر آڈٹ شدہ مختصر مالیاتی گوشوارے پیش کرنا باعث مسرت ہے۔

مالیاتی کارکردگی کا جائزہ

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

اضافہ (کمی)	جولائی تا ستمبر 2022	جولائی تا ستمبر 2023	کاروباری کارکردگی کے نتائج
	(روپے بلین میں)		
43.08%	25,506	36,494	مجموعی آمدنی
41.91%	19,507	27,683	خالص آمدنی
76.35%	4,756	8,387	مجموعی منافع
592 بنیادی پوائنٹس	24.38%	30.30%	مجموعی منافع %
32.25%	2,068	2,735	فروخت اور ترسیل کے اخراجات
20.10%	209	251	انتظامی اخراجات
131.10%	2,617	6,048	آپریٹنگ سے منافع
115.56%	1,718	3,701	بعد از ٹیکس منافع
115.56%	7.07	15.24	فی شیئر آمدنی - (روپے)

مالیاتی کارکردگی کی جھلکیاں

حجم میں اضافے، قیمت فروخت میں ردوبدل اور سازگار پیکس تبدیلیوں کی وجہ سے کمپنی کی خالص آمدنی میں 42 فیصد اضافہ ہوا۔ مجموعی منافع کے مارجن میں بہتری بنیادی طور پر نسبتاً مستحکم شرح تبادلہ اور اندرونی طور پر لاگت میں کمی لانے کے سبب میٹرل کی لاگت میں تخفیف کی وجہ سے آئی۔

ایڈورٹائزنگ اور برانڈ بلڈنگ کی سرگرمیوں میں مسلسل سرمایہ کاری کی وجہ سے فروخت اور ڈسٹری بیوشن کے اخراجات میں اضافہ ہوا۔

کاروباری کارکردگی کی جھلکیاں

کولگیٹ نے اپنی فلگ شپ ”اورل ہیلتھ منیج“، مہم کا آغاز کیا، جو منہ اور دانتوں کی صحت سے متعلق ایک ماہ طویل آگاہی مہم ہے، جس کا مقصد حفظانِ صحت دنداں اور دانتوں کے باقاعدگی سے چیک اپ کی اہمیت کو اجاگر کرنا ہے۔ ”پاکستان سدا مسکرائے“ کے موضوع پر چلائی جانے والی اس مہم کا مقصد عوام میں منہ اور دانتوں کی صحت سے متعلق عام مسائل اور ان سے بچاؤ کے طریقوں کے بارے میں آگاہی کو فروغ دینا ہے۔

ایچھے سیزن کا فائدہ اٹھاتے ہوئے پامولو ٹیمپو اور صابن، دونوں نے ترقی کا سفر جاری رکھا۔ پامولو نیچرلز صابن کی نئی مہم کے آغاز نے ملائم اور چمکتی ہوئی جلد کے کلیدی فوائد کو کامیابی سے اجاگر کیا۔ میڈیا اور ”ان اسٹور“ فعالیت پر بھرپور توجہ نے جلد اور بالوں کی نگہداشت سے متعلق مسابقتی شعبوں میں برانڈز کی موجودگی کو نمایاں طور پر تقویت دی ہے۔

مارکیٹ شیئر حاصل کرنے کے لئے، ڈرجنٹ کیٹیگیگری میں اشتہاری اور تجارتی اخراجات میں اضافے کا رجحان جاری ہے۔ ڈش کیئر کیٹیگری میں لیسن میکس نے اپنی سبقت برقرار رکھی ہے۔

مستقبل کا منظر نامہ

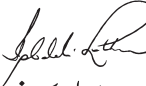
بین الاقوامی مالیاتی فنڈ (آئی ایم ایف) کے اسٹینڈ بائی ارٹیمینٹ پروگرام کی منظوری کے بعد پاکستان کی معیشت نے جزوی استحکام کا مظاہرہ کیا، جس سے نئی بیرونی فنانسنگ کا آغاز ہوا جبکہ ادائیگیوں کے توازن کا بحران ٹل گیا۔ مقامی کرنسی کی قدر میں اضافے کے ساتھ ساتھ درآمدی پابندیوں میں معمولی نرمی سے کسی حد تک بحالی کی توقع ہے، تاہم اسٹرکچرل چیلنجوں کو حل کرنا باقی ہے۔ سیاسی عدم استحکام، سخت مانیٹری پالیسی، افراط زر کے جاری دباؤ اور صارفین کی قوت خرید میں کمی جیسے مسائل کمپنی کی مستقبل کی کارکردگی پر اثر انداز ہو سکتے ہیں۔ مزید برآں مشرق وسطیٰ میں بڑھتے ہوئے تنازع سے تیل اور مال برداری کے اخراجات میں اضافہ ہو سکتا ہے۔

اظہار تشکر

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

بورڈ آف ڈائریکٹرز کی جانب سے


ڈو الفقار علی لاکھانی
چیف ایگزیکٹو


اقبال علی لاکھانی
چیئر مین

کراچی: 27 اکتوبر، 2023



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