



HALF YEARLY REPORT JULY - DECEMBER 2024

CONTENTS

Page

COMPANY INFORMATION	2
DIRECTORS' REVIEW	3-4
AUDITORS' REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL STATEMENTS	5
CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION	6
CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME	7
CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY	8
CONDENSED INTERIM STATEMENT OF CASH FLOWS	9
NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS	10-18
DIRECTORS' REVIEW - IN URDU	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

SUSTAINABILITY COMMITTEE

Danish Zuberi - Chairman
Iqbal Ali Lakhani
Zulfiqar Ali Lakhani

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

DIRECTORS' REVIEW

The directors of your Company are pleased to present the unaudited, condensed financial statements of the Company for the six-month period ended December 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- December 2024	July- December 2023	Increase / (Decrease)
	Amount in PKR million		
Turnover	77,751	72,489	7.26%
Net Turnover	57,919	55,072	5.17%
Gross Profit	20,608	16,434	25.40%
Gross Profit %	35.58%	29.84%	574 BPS
Selling & Distribution Cost	6,191	5,489	12.79%
Administrative Expenses	677	573	18.15%
Profit from Operations	15,250	11,938	27.74%
Profit After Tax	9,696	7,371	31.54%
Earnings per Share - Rupees	39.94	30.36	31.54%

Financial Performance Highlights

The Company reported a turnover of 77,751 million for the period, reflecting a 7.26% increase compared to the same period last year. This growth was accompanied by a significant improvement in gross margin, which increased by 5.74%. The improvement was primarily driven by lower material costs and stable currency rates. Consequently, net profit after tax (NPAT) and earnings per share (EPS) both saw a substantial increase of 31.54% compared to the previous period.

Business Performance Highlights

Colgate remains the market leader in the Oral Care category. The company's primary focus has been on building consumption by promoting brushing habits at the grassroots level, as well as encouraging the practice of brushing twice a day.

Palmolive has made notable progress in the highly competitive bar soap market. Through a combination of media campaigns and on-ground initiatives, the brand has successfully expanded its market share, further strengthening its position as one of the leading players in the category.



The unorganized sector in the detergent market presents a significant challenge to the growth of the organized sector. Practices such as tax evasion and undocumented invoicing in trade give unorganized players an unfair competitive advantage over compliant companies. Ensuring the enforcement of a level playing field is essential to fostering healthy competition. This situation could potentially distort the market and reduce tax revenue for the government.

Future Outlook

According to the International Monetary Fund (IMF), Pakistan's economic outlook for FY 2024-25 shows signs of recovery, with a projected growth rate of 3% and an average inflation rate of 9.5%. However, achieving sustainable growth will require structural reforms, such as broadening the tax base, privatizing loss-making state enterprises, and reforming the energy sector.

Despite these challenges, the Company is well-positioned to navigate future uncertainties due to its extensive distribution footprint and diversified product portfolio.

Acknowledgement

We would like to express our sincere gratitude to our consumers for their continued trust in our brands. We also extend our thanks to our customers, distributors, supply chain partners, bankers, and shareholders for their ongoing support. Finally, we deeply appreciate our employees for their dedication and invaluable contributions to the Company.

On behalf of Board of Directors


Iqbal Ali Lakhani
Chairman
Zulfiqar Ali Lakhani
Chief Executive

Karachi : January 24, 2025

**A.F. FERGUSON & CO.****INDEPENDENT AUDITOR'S REVIEW REPORT****TO THE MEMBERS OF COLGATE-PALMOLIVE (PAKISTAN) LIMITED
REPORT ON REVIEW OF INTERIM FINANCIAL STATEMENTS****Introduction**

We have reviewed the accompanying condensed interim statement of financial position of Colgate-Palmolive (Pakistan) Limited as at December 31, 2024 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the financial statements for the half year then ended (here-in-after referred to as the "interim financial statements"). Management is responsible for the preparation and presentation of this interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these financial statements based on our review.

The figures of the interim statement of profit or loss and other comprehensive income for the quarters ended December 31, 2024 and December 31, 2023 and the notes forming part thereof have not been reviewed, as we are required to review only the cumulative figures for the half year ended December 31, 2024.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements is not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

The engagement partner on the audit resulting in this independent auditor's report is Farrukh Rehman.



**A.F. Ferguson & Co.,
Chartered Accountants
Karachi**

Date: February 04, 2025

UDIN: RR202410059icjTpRXNf

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■ KARACHI ■ LAHORE ■ ISLAMABAD



CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at December 30, 2024

	Note	December 31, 2024 (unaudited) (Rupees in '000)	June 30, 2024 (audited)
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	4	9,855,868	8,933,914
Intangible assets		6,326	4,040
Long term loans		92,130	89,857
Long term security deposits		26,149	24,538
		<u>9,980,473</u>	<u>9,052,349</u>
CURRENT ASSETS			
Stores and spares		1,069,823	978,465
Stock in trade	5	17,202,133	16,623,796
Trade debts		1,618,588	1,938,083
Loans and advances		610,547	444,605
Trade deposits and short term prepayments		46,752	59,052
Other receivables		151,753	1,765,295
Accrued profit		16,685	46,441
Short term investments	6	21,346,190	20,722,919
Cash and bank balances		<u>5,348,310</u>	<u>5,030,961</u>
		<u>47,410,781</u>	<u>47,609,617</u>
TOTAL ASSETS		<u>57,391,254</u>	<u>56,661,966</u>
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised share capital		2,500,000	2,500,000
Issued, subscribed and paid-up share capital		<u>2,427,733</u>	<u>2,427,733</u>
Reserves		34,101,154	32,780,365
Remeasurement of post retirement benefits obligation		<u>(318,188)</u>	<u>(318,188)</u>
		<u>36,210,699</u>	<u>34,889,910</u>
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred taxation		828,355	501,467
Long term deposits		52,550	49,715
Deferred liability		167,413	163,185
Long-term financing	7	573,112	618,125
Deferred grant		204,552	233,014
Lease liabilities		<u>280,855</u>	<u>236,593</u>
		<u>2,106,837</u>	<u>1,802,099</u>
CURRENT LIABILITIES			
Trade and other payables	8	15,494,207	18,645,500
Accrued mark-up		6,027	6,499
Current maturity of long-term financing		142,464	142,464
Current maturity of lease liabilities		67,928	51,363
Taxation - net		3,297,303	1,070,153
Unclaimed dividend		<u>65,789</u>	<u>53,978</u>
		<u>19,073,718</u>	<u>19,969,957</u>
TOTAL LIABILITIES		<u>21,180,555</u>	<u>21,772,056</u>
CONTINGENCIES AND COMMITMENTS	9		
TOTAL EQUITY AND LIABILITIES		<u>57,391,254</u>	<u>56,661,966</u>

The annexed notes 1 to 16 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



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

For the Half Year Ended December 31, 2024

	Note	Quarter ended December 31, 2024	Quarter ended December 31, 2023 (Restated)	Half year ended December 31, 2024	Half year ended December 31, 2023 (Restated)
(Rupees in '000)					
Turnover		37,602,749	35,994,230	77,751,132	72,488,591
Sales tax		(6,264,571)	(5,922,243)	(12,937,525)	(11,965,685)
Trade and other discounts		(3,422,510)	(2,683,534)	(6,894,515)	(5,451,387)
Net turnover		27,915,668	27,388,453	57,919,092	55,071,519
Cost of sales		(18,109,601)	(19,341,049)	(37,310,820)	(38,637,239)
Gross profit		9,806,067	8,047,404	20,608,272	16,434,280
Selling and distribution cost		(3,036,424)	(2,753,906)	(6,190,622)	(5,489,116)
Administrative expenses		(327,914)	(322,663)	(676,882)	(573,448)
Other expenses		(380,081)	(401,177)	(1,008,876)	(851,273)
Other income	10	969,609	1,320,465	2,517,780	2,418,033
Profit from operations		7,031,257	5,890,123	15,249,672	11,938,476
Finance cost and bank charges		(44,513)	(48,147)	(86,160)	(86,773)
Profit before income tax and final taxes		6,986,744	5,841,976	15,163,512	11,851,703
Taxation - Final taxes		(13)	(234,757)	(13)	(399,038)
Profit before income tax		6,986,731	5,607,219	15,163,499	11,452,665
Taxation - Income tax					
Current - for the period		(2,606,572)	(1,943,818)	(5,355,109)	(4,035,372)
- prior period		217,543	-	214,965	(11,145)
Deferred tax		(5,388)	7,500	(326,888)	(34,703)
		(2,394,417)	(1,936,318)	(5,467,032)	(4,081,220)
Profit after income tax		4,592,314	3,670,901	9,696,467	7,371,445
Other comprehensive income for the period		-	-	-	-
Total comprehensive income for the period		4,592,314	3,670,901	9,696,467	7,371,445
(Rupees)					
Earnings per share					
- basic and diluted	11	18.92	15.12	39.94	30.36

The annexed notes 1 to 16 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


CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

(Unaudited)
For the Half Year Ended December 31, 2024

	Issued, subscribed and paid up share capital	Reserves				Remeasurement on post retirement benefits obligation- net of tax	Total Equity
		Capital reserve- share premium	Revenue reserves		Sub Total- reserves		
			General reserve	Unappro- priated profit			
(Rupees in '000)							
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
Transactions with owners							
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)
Total transactions with owners	-	-	-	(1,213,866)	(1,213,866)	-	(1,213,866)
Comprehensive income for the period							
Profit after taxation for the period ended December 31, 2023	-	-	-	7,371,445	7,371,445	-	7,371,445
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the period ended December 31, 2023	-	-	-	7,371,445	7,371,445	-	7,371,445
Transfer to general reserve	-	-	1,057,000	(1,057,000)	-	-	-
Balance as at December 31, 2023	2,427,733	13,456	20,918,000	7,390,523	28,321,979	(275,285)	30,474,427
Balance as at July 1, 2024	2,427,733	13,456	20,918,000	11,848,909	32,780,365	(318,188)	34,889,910
Transactions with owners							
Final dividend for the year ended June 30, 2024 at the rate of Rs 34.5 per share	-	-	-	(8,375,678)	(8,375,678)	-	(8,375,678)
Total transactions with owners	-	-	-	(8,375,678)	(8,375,678)	-	(8,375,678)
Comprehensive income for the period							
Profit after taxation for the period ended December 31, 2024	-	-	-	9,696,467	9,696,467	-	9,696,467
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the period ended December 31, 2024	-	-	-	9,696,467	9,696,467	-	9,696,467
Transfer to general reserve	-	-	3,415,000	(3,415,000)	-	-	-
Balance as at December 31, 2024	2,427,733	13,456	24,333,000	9,754,698	34,101,154	(318,188)	36,210,699

The annexed notes 1 to 16 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

CONDENSED INTERIM STATEMENT OF CASH FLOWS

 (Unaudited)

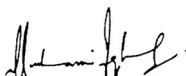
For the Half Year Ended December 31, 2024

	Note	Half year ended December 31, 2024	Half year ended December 31, 2023
----- (Rupees in '000) -----			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	12	11,435,034	11,180,523
Finance cost and bank charges paid		(63,530)	(66,033)
Income and final taxes paid		(2,913,007)	(3,496,551)
Staff retirement benefit paid		(50,001)	(130,000)
Long term loans		(2,273)	(6,005)
Long term security deposits (assets)		(1,611)	(3,278)
Long term deposits		2,835	(3,137)
Net cash generated from operating activities		8,407,447	7,475,519
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(1,436,910)	(932,123)
Purchase of intangible assets		(4,285)	(191)
Short term investments made		(5,700,000)	(7,563,192)
Proceeds from sale of property, plant and equipment		46,632	71,255
Profit received on savings accounts		361,681	412,006
Profit received on treasury bills		-	1,669
Restricted cash on account of lien		(959,718)	-
Profit received on Pakistan Investment Bonds		-	21
Profit received on term deposit receipts		95,036	58,718
Sale proceeds on disposal of short term investments		7,020,748	2,227,504
Net cash used in investing activities		(576,816)	(5,724,333)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(8,363,867)	(1,693,026)
Long-term financing repaid		(73,475)	(39,551)
Payment of lease liabilities		(35,658)	(51,215)
Net cash used in financing activities		(8,473,000)	(1,783,792)
Net decrease in cash and cash equivalents		(642,369)	(32,606)
Cash and cash equivalents at the beginning of the period		5,030,961	5,492,509
Cash and cash equivalents at the end of the period	13	4,388,592	5,459,903

The annexed notes 1 to 16 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 Half Year Ended December 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, 2024.

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, 2025

There are certain amendments to approved accounting standards which are mandatory for accounting periods beginning on or after July 1, 2024 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, 2025

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, 2025. 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, 2024.

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, 2024.

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, 2024.

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

4. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets - at net book value	4.1 to 4.4	9,055,553	8,273,531
Capital work in progress - at cost		579,727	480,859
Right of use assets - at net book value		220,588	179,524
		<u>9,855,868</u>	<u>8,933,914</u>



	Half year ended December 31, 2024 (unaudited) (Rupees in '000)	Half year ended December 31, 2023 (unaudited)
4.1 Additions - operating fixed assets (at cost)		
Leasehold land	861	-
Buildings on leasehold land	29,849	30,824
Plant and machinery	819,931	655,918
Fittings and installation	18,627	29,457
Furniture and fixtures	4,949	6,241
Tools and equipment	195,603	72,876
Vehicles	238,072	161,421
Computers and accessories	25,730	32,378
Office equipment	4,419	20,872
	<u>1,338,041</u>	<u>1,009,987</u>
4.1.1 Additions include transfers from capital work in progress aggregating Rs 1,010.660 million (December 31, 2023: Rs 753.624 million).		
4.2 Disposals - operating fixed assets (at net book value)		
Fittings and installation	-	30,915
Tools and equipment	4	-
Vehicles	17,786	18,370
Computers and accessories	84	267
Office equipment	2	-
	<u>17,876</u>	<u>49,552</u>
4.3 Depreciation charge for the period	<u>538,143</u>	<u>460,130</u>
4.4 Included in operating fixed assets are items having aggregate cost of Rs 65.335 million (June 30, 2024: Rs 65.335 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	103,080	43,581
Plant and machinery	627,227	502,537
Vehicles	9,478	47,007
Fittings and installation	12,752	3,646
Tools and equipment	231,433	49,509
Furniture and fixtures	1,980	8,494
Office equipment	1,611	11,623
Computer and accessories	1,800	1,235
	<u>989,361</u>	<u>667,632</u>



	Note	December 31, 2024 (unaudited) (Rupees in '000)	June 30, 2024 (audited)
5. STOCK IN TRADE			
Raw and packing materials		12,448,291	12,242,304
Work-in-process		1,209,156	1,092,784
Finished goods - Manufactured		3,077,543	2,973,472
Finished goods - Trading		547,017	380,291
		<u>17,282,007</u>	<u>16,688,851</u>
Less: Provision for obsolete inventory		<u>(79,874)</u>	<u>(65,055)</u>
		<u>17,202,133</u>	<u>16,623,796</u>
5.1	Stock in trade include raw and packing materials in transit aggregating Rs.1,682,001 million (June 30, 2024: Rs 2,119.842 million) and finished goods in transit aggregating Rs. 10.882 (June 30, 2024: Rs 10.184 million).		
6. SHORT TERM INVESTMENTS			
- Amortised cost	6.1	151,747	911,465
- Fair value through profit or loss	6.2	<u>21,194,443</u>	<u>19,811,454</u>
		<u>21,346,190</u>	<u>20,722,919</u>
6.1	The profits on these term deposits range between 10.16% and 18.00% per annum (June 30, 2024: between 15.73% and 20.00% per annum) having maturity within one year.		
6.2	This represents investment made in mutual funds.		
7. LONG-TERM FINANCING			
Financing under:			
- temporary economic refinance facility		885,119	954,076
- renewable energy finance facility		35,009	39,527
		<u>920,128</u>	<u>993,603</u>
Less: reclassified to deferred grant		<u>(204,552)</u>	<u>(233,014)</u>
Less: current maturity of financing under:			
- temporary economic refinance facility		<u>(133,427)</u>	<u>(133,427)</u>
- renewable energy finance facility		<u>(9,037)</u>	<u>(9,037)</u>
		<u>(142,464)</u>	<u>(142,464)</u>
		<u>573,112</u>	<u>618,125</u>
7.1	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, 2024.		

	Note	December 31, 2024 (unaudited) (Rupees in '000)	June 30, 2024 (audited)
8. TRADE AND OTHER PAYABLES			
Trade creditors	8.1	3,289,976	3,579,789
Accrued liabilities	8.2	4,347,643	3,880,453
Sindh Infrastructure Development Cess		1,200,607	911,445
Bills payable	8.3	4,219,738	6,542,059
Advances from customers - unsecured	8.4	263,592	206,886
Sales tax payable		582,936	654,015
Royalty payable to Colgate-Palmolive Co., USA - associated company		373,565	737,873
Workers' profits participation fund		688,633	1,478,463
Workers' welfare fund		324,218	493,686
Retention money payable		8,740	11,250
Others	8.5	194,559	149,581
		<u>15,494,207</u>	<u>18,645,500</u>

8.1 These include Rs 336.994 million (June 30, 2024: Rs 397.258 million) payable to related parties.

8.2 These include Rs 122.782 million (June 30, 2024: Rs 85.584 million) accrued to related parties.

8.3 These include Rs 627.073 million (June 30, 2024: Rs 610.908 million) payable to related parties.

8.4 These include Rs 0.010 million (June 30, 2024: Rs 5.856 million) advance from related parties.

8.5 These include Rs 19.494 million (June 30, 2024: Rs 0.051 million) liable to related parties.

9. CONTINGENCIES AND COMMITMENTS

9.1 Contingencies

9.1.1 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 24.1.1 of the financial statements of the Company for the year ended June 30, 2024.

9.1.2 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 1,157.947 million (June 30, 2024: Rs 957.947 million).

9.2 Commitments

- 9.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 199.799 million and Rs. 2.239 million respectively (June 30, 2024: Rs 102.486 million and Rs 34.827 million respectively).
- 9.2.2 Outstanding letters of credit amount to Rs 2,986.338 million (June 30, 2024: Rs 4,915.581 million).
- 9.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 7.300 million (June 30, 2024: Rs 1.051 million).
- 9.2.4 Post dated cheques issued to the collector of customs against duty on inventory items amount to Rs 665.017 million (June 30, 2024: 783.118 million).

Half year ended
December 31, 2024
(unaudited)

Half year ended
December 31, 2023
(unaudited)

(Rupees in '000)

10. OTHER INCOME

Profit on savings accounts	369,219	412,656
Dividend Income on mutual funds	51	1,561,493
Unrealised gain on investments classified as fair value through profit or loss	1,261,284	185,515
Gain on disposal of short term investments	682,735	42,026
Others	204,491	216,343
	<u>2,517,780</u>	<u>2,418,033</u>

11. EARNINGS PER SHARE

	Quarter ended December 31, 2024	Quarter ended December 31, 2023	Half year ended December 31, 2024	Half year ended December 31, 2023
	(Rupees in '000)			
Profit after taxation	<u>4,592,314</u>	<u>3,670,901</u>	<u>9,696,467</u>	<u>7,371,445</u>
	(Number of shares)			
Weighted average number of ordinary shares outstanding during the period	<u>242,773,272</u>	<u>242,773,272</u>	<u>242,773,272</u>	<u>242,773,272</u>
	(Rupees)			
Earnings per share - basic and diluted	<u>18.92</u>	<u>15.12</u>	<u>39.94</u>	<u>30.36</u>



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

Note
**Half year ended
December 31,
2024** **Half year ended
December 31,
2023**

(Rupees in '000)

12. CASH GENERATED FROM OPERATIONS

Profit before income taxes and final taxes	15,163,512	11,851,703
Adjustment for non-cash charges and other items:		
Depreciation on operating fixed assets	538,143	460,130
Depreciation on right-of-use assets	32,318	36,006
Amortisation expense	1,999	1,874
Gain on disposal of items of property, plant and equipment	(28,756)	(21,703)
Staff retirement benefit	54,229	50,642
Profit on saving accounts	(369,219)	(412,656)
Profit on a term deposit receipt	(57,742)	(66,557)
Profit on treasury bills	-	(2,365)
Profit on Pakistan Investment Bond	-	(21)
Unrealised gain on investments classified as fair value through profit or loss	(1,261,284)	(185,515)
Gain on disposal of short term investments	(682,735)	(42,026)
Finance cost and bank charges	86,160	86,773
Provision for obsolete inventory	14,819	24,565
Provision for obsolete stores and spares	5,202	608
Property, plant and equipment written off	2	-
Working capital changes	12.1 (2,061,614)	(600,935)
	<u>11,435,034</u>	<u>11,180,523</u>

12.1 Working capital changes

(Increase) / decrease in current assets:		
Stores and spares	(96,560)	(201,924)
Stock in trade	(593,156)	340,906
Trade debts	319,495	238,978
Loans and advances	(165,942)	134,459
Trade deposits and short term prepayments	12,300	89,891
Other receivables	1,613,542	(1,514,935)
	<u>1,089,679</u>	<u>(912,625)</u>
Increase / (decrease) in current liabilities:		
Trade and other payables	(3,151,293)	311,690
	<u>(2,061,614)</u>	<u>(600,935)</u>

	December 31, 2024 (unaudited)	December 31, 2023 (unaudited)
	(Rupees in '000)	
13. CASH AND CASH EQUIVALENTS		
Cash and bank balances	5,348,310	5,459,903
Restricted cash on account of lien	(959,718)	-
	<u>4,388,592</u>	<u>5,459,903</u>

14. RELATED PARTIES

14.1 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:

	Half year ended December 31, 2024	Half year ended December 31, 2023
	(Rupees in '000)	
Nature of transactions		
Associated companies		
Sale of goods and services provided and reimbursement of expenses	70,724	67,153
Purchase of goods and services received and reimbursement of expenses	2,933,587	3,428,886
Purchase of short term investments	1,200,000	1,900,000
Sale proceeds on redemption of short term investments	1,500,000	600,000
Sale of assets	-	700
Profit on short term investments	476,362	71,579
Rent, allied and other charges	18,300	27,650
Royalty charges	372,823	338,182
Insurance claims received	14,256	46,488
Purchase of property, plant and equipment	85	13,039
Donations	14,000	10,000
Dividend received on mutual funds	-	376,777
Dividend paid	4,883,563	1,319,245
Employee funds		
Contribution to staff retirement benefits	110,945	97,986
Key management personnel		
Compensation paid to key management personnel	193,368	150,639



Nature of balances	December 31, 2024 (unaudited)	June 30, 2024 (audited)
	(Rupees in '000)	
Associated companies		
Trade debts	17,726	581
Trade deposits and short term prepayments	15,000	14,016
Other receivables	4,758	4,655
Short term investments	4,942,880	4,774,456
Lease liabilities	165,050	156,515
Trade and other payables	Refer note 8	

15. ENTITY-WIDE INFORMATION

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

15.2 Information about products

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

	Half year ended December 31, 2024 (unaudited)	Half year ended December 31, 2023 (unaudited)
	(Rupees in '000)	
Personal Care	14,448,636	13,020,926
Home Care	40,533,514	38,694,226
Others	2,936,942	3,356,367
	<u>57,919,092</u>	<u>55,071,519</u>

15.3 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.

15.4 Information about major customers

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

16. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on January 24, 2025 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 دسمبر 2024ء کو ختم ہونے والی ششماہی 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:

آپریٹنگ نتائج	جولائی تا دسمبر 2024	جولائی تا دسمبر 2023	اضافہ/(کمی)
	(رقم ملین روپے میں)		
مجموعی آمدنی	77,751	72,489	7.26%
خالص آمدنی	57,919	55,072	5.17%
مجموعی منافع	20,608	16,434	25.40%
مجموعی منافع %	35.58%	29.84%	574 بی بی ایس
فروخت اور تقسیم کے اخراجات	6,191	5,489	12.79%
انتظامی اخراجات	677	573	18.15%
آپریٹرز سے منافع	15,250	11,938	27.74%
ٹیکس کے بعد منافع	9,696	7,371	31.54%
فی شیئر آمدنی - روپے	39.94	30.36	31.54%

مالیاتی کارکردگی کی جھلکیاں

کمپنی نے زیر جائزہ مدت کے لیے 77,751 ملین روپے کی مجموعی فروخت (ٹرن اوور) رپورٹ کی ہے، جو گزشتہ سال کے اسی عرصے کے مقابلے میں 7.26 فیصد اضافے کی عکاسی کرتا ہے۔ اس اضافے کے ساتھ مجموعی منافع (گراس مارجن) میں نمایاں بہتری آئی، جس میں 5.74% فیصد اضافہ ہوا۔ یہ بہتری بنیادی طور پر خام مال کی کم لاگت اور کرنسی کی مستحکم شرح کی وجہ سے آئی۔ جس کے نتیجے میں بعد از ٹیکس خالص منافع (NPAT) اور فی حصص آمدنی (EPS) دونوں میں گزشتہ مدت کے مقابلے میں 31.54 فیصد کا خاطر خواہ اضافہ دیکھا گیا۔

کاروباری کارکردگی کی جھلکیاں

کولکیت منہ اور دانتوں کی نگہداشت کے شعبے میں مارکیٹ لیڈر ہے۔ کمپنی کی اولین توجہ بنیادی سطح پر برش کرنے کی عادت کو فروغ دینے کے ساتھ ساتھ دہن میں دوبار برش کرنے کی حوصلہ افزائی کر کے (ٹوتھ پیسٹ) استعمال کو بڑھانے پر رہی ہے۔ پامولونے انتہائی مسابقتی بارسوپ (صابن) مارکیٹ میں قابل ذکر پیش رفت کی ہے۔ میڈیا مہم اور زمینی اقدامات کے امتزاج کے ذریعے برانڈ نے کامیابی کے ساتھ اپنے مارکیٹ شیئر کو بڑھایا ہے، جس سے اس شعبے میں صف اول کے کھلاڑیوں میں سے ایک کے طور پر اس کی پوزیشن مزید مستحکم ہوئی ہے۔

ڈسٹری بیوٹ مارکیٹ میں غیر منظم شعبہ منظم شعبے کی ترقی کے لئے ایک اہم چیلنج بنا ہوا ہے۔ ٹیکس چوری اور تجارت میں غیر دستاویزی انوائسنگ جیسے طریقے غیر منظم کھلاڑیوں کو (قوانین کی) تعمیل کرنے والی کمپنیوں پر غیر منصفانہ مسابقتی فائدہ فراہم کرتے ہیں۔ صحت مند مقابلے کو فروغ دینے کے لئے یکساں مواقع کی دستیابی کو یقینی بنانا ضروری ہے۔ یہ صورتحال ممکنہ طور پر مارکیٹ کو بگاڑ سکتی ہے اور حکومت کے لئے ٹیکس آمدنی کو کم کر سکتی ہے۔

مستقبل کا منظر نامہ

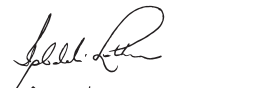
بین الاقوامی مالیاتی فنڈ (آئی ایم ایف) کے مطابق مالی سال 2024-25 کے لیے پاکستان کا معاشی منظر نامہ 3 فیصد کی متوقع شرح نمو اور اوسط افراط زر کی 9.5 فیصد شرح کے ساتھ بحالی کے اشارے دے رہا ہے۔ تاہم پائیدار ترقی کے حصول کے لیے ٹیکس میں کوو وسیع کرنے، خسارے میں چلنے والے سرکاری اداروں کی نجکاری اور توانائی کے شعبے کی تشکیل نو جیسی اسٹرکچرل اصلاحات کی ضرورت ہوگی۔ ان چیلنجوں کے باوجود کمپنی اپنے وسیع ڈسٹری بیوٹن فٹ پرنٹ اور متنوع مصنوعات پر مشتمل پورٹ فولیو کی وجہ سے مستقبل کی غیر یقینی صورتحال سے نمٹنے کے لئے اچھی پوزیشن میں ہے۔

اظہار تشکر

ہم اپنے برانڈز پر اعتماد کرنے پر صارفین کا تہہ دل سے شکریہ 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 انتخاب لگن اور کمپنی کے لیے بے پناہ تعاون پر اپنے ملازمین کے کردار کو بھی سراہتے ہیں۔

از طرف بورڈ آف ڈائریکٹرز


ڈاکٹر افتخار علی لاکھانی
چیف ایگزیکٹو


اقبال علی لاکھانی
چیرمین
کراچی: 24 جنوری، 2024ء



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