

FIRST QUARTER REPORT
JULY - SEPTEMBER 2025

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COMPANY INFORMATION

BOARD OF DIRECTORS

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

ADVISOR

Sultan Ali Lakhani

AUDIT COMMITTEE

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

HUMAN RESOURCE & REMUNERATION COMMITTEE

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

SUSTAINABILITY COMMITTEE

Danish Zuberi - Chairperson
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

MANUFACTURING FACILITIES

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 quarter ending September 30, 2025.

Financial Performance at a Glance

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

Operating Results	July- September 2025	July- September 2024	Increase / (Decrease)
	Amount in PKR million		
Turnover	41,983	40,148	4.57%
Net Turnover	30,862	30,003	2.86%
Gross Profit	10,748	10,802	-0.50%
Gross Profit %	34.83%	36.00%	-117 BPS
Selling & Distribution Cost	3,195	3,157	1.20%
Administrative Expenses	342	346	-1.31%
Other Income	654	1,548	-57.77%
Profit from Operations	7,344	8,218	-10.64%
Profit After Tax	4,564	5,104	-10.58%
Earnings per Share - Rupees	18.80	21.02	-10.58%

Financial Performance Highlights

The Company recorded a top-line growth of 4.57%, driven primarily by an increase in sales volume. Gross Profit for the period under review stood at PKR 10,748 million, representing a decline of 0.5% compared to the corresponding period last year, mainly attributable to higher trade discounts. Other income decreased by PKR 894 million, down 58% compared to the same quarter last year, primarily due to the impact of a lower policy rate. Consequently, these combined factors resulted in a 10.58% reduction in Net Profit after Tax for the period.

Business Performance Highlights

Colgate continues to lead discussions on oral hygiene and healthier smiles in Pakistan. We are strengthening our brand equity and market leadership through a packaging revamp for Colgate Maximum Cavity Protection and Colgate Herbal, along with a formulation and packaging upgrade for Colgate Maxfresh. Our flagship "Bright Smiles, Bright Futures" program is also successfully building ground-level awareness and driving toothpaste consumption.

Palmolive's new campaign, supported by TV, digital media, and impactful on-ground activations, has helped the brand gain market share and strengthen its leading position in the beauty category.

Non-compliant practices of local players, including tax evasion and undocumented trade, continue to challenge organized detergent manufacturers. These practices undermine fair competition, erode the government's tax base, and create a difficult market environment for tax-compliant companies. Establishing and enforcing a level playing field is essential for fair competition and market growth.

Future Outlook

Sluggish economic activity, persistent price volatility, and elevated taxation levels continue to weigh on consumer demand across several sectors, thereby constraining profitability and dampening investment sentiment. Sustained economic revival will depend on the government's ability to implement strategic reforms-particularly achieving the targeted reduction in the current account deficit for FY2026, broadening the tax base, and formalizing the informal economy through comprehensive structural measures.

Despite the prevailing macroeconomic headwinds, the Company remains well-positioned to navigate challenges and pursue growth, supported by its extensive distribution network, diversified product portfolio, and steadfast commitment to long-term sustainability and operational resilience.

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 : October 28, 2025

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

As at September 30, 2025

Note **September 30,** June 30,
2025 2025
(unaudited) **(audited)**
(Rupees in '000)

ASSETS

NON-CURRENT ASSETS

Property, plant and equipment
Intangible assets
Long term loans
Long term security deposits
Staff retirement benefit

4	9,865,414	9,869,015
	13,897	8,634
	95,798	93,145
	26,269	26,269
	-	10,412
	10,001,378	10,007,475

CURRENT ASSETS

Stores and spares
Stock in trade
Trade debts
Loans and advances
Trade deposits and short term prepayments
Other receivables
Accrued profit
Taxation - net
Short term investments
Cash and bank balances

5	1,223,224	1,222,936
	17,523,444	17,247,130
	1,718,553	1,612,412
	353,753	383,915
	107,480	140,587
	29,894	243,505
	17,270	3,392
	-	903,081
6	24,696,758	20,198,325
	5,778,095	4,857,989
	51,448,471	46,813,272
	61,449,849	56,820,747

TOTAL ASSETS

EQUITY AND LIABILITIES

SHARE CAPITAL AND RESERVES

Authorised share capital
Issued, subscribed and paid-up share capital
Reserves
Remeasurement of post retirement benefits obligation

2,500,000	2,500,000
2,427,733	2,427,733
32,435,432	35,033,215
(244,430)	(244,430)
34,618,735	37,216,518

LIABILITIES

NON-CURRENT LIABILITIES

Deferred taxation
Long term deposits
Deferred liability
Long-term financing
Deferred grant
Lease liabilities

7	739,850	628,011
	56,107	56,802
	15,646	-
	508,137	528,553
	164,923	177,879
	226,255	231,674
	1,710,918	1,622,919

CURRENT LIABILITIES

Trade and other payables
Accrued mark-up
Current maturity of long-term financing
Current maturity of lease liabilities
Taxation - net
Unpaid dividend
Unclaimed dividend

8	16,433,513	17,682,236
	5,212	5,509
	142,464	142,464
	65,379	74,438
	1,235,295	-
	7,161,812	-
	76,521	76,663
	25,120,196	17,981,310
	26,831,114	19,604,229

TOTAL LIABILITIES

CONTINGENCIES AND COMMITMENTS

TOTAL EQUITY AND LIABILITIES

9	61,449,849	56,820,747
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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)

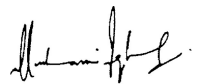
For the Quarter ended September 30, 2025

	Note	Quarter ended September 30, 2025	Quarter ended September 30, 2024
		(Rupees in '000)	
Turnover		41,983,220	40,148,383
Sales tax		(6,992,841)	(6,672,954)
Trade and other discounts		(4,128,291)	(3,472,005)
Net turnover		30,862,088	30,003,424
Cost of sales		(20,114,287)	(19,201,219)
Gross profit		10,747,801	10,802,205
Selling and distribution cost		(3,194,950)	(3,156,923)
Administrative expenses		(341,713)	(346,243)
Other expenses		(521,329)	(628,795)
Other income		653,826	1,548,171
Profit from operations		7,343,635	8,218,415
Finance cost and bank charges		(41,564)	(41,647)
Profit before levy and taxation		7,302,071	8,176,768
Levy		-	-
Profit before taxation		7,302,071	8,176,768
Taxation		(2,738,042)	(3,072,615)
Profit after taxation		4,564,029	5,104,153
Other comprehensive income for the quarter		-	-
Total comprehensive income for the quarter		4,564,029	5,104,153
		----- (Rupees) -----	
Earnings per share - basic and diluted	11	18.80	21.02

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 Quarter ended September 30, 2025

	Issued, subscribed and paid up share capital	Capital reserve- share premium	Reserves			Remeasurement on post retire- ment benefits obligation- net of tax	Total Equity
			Revenue reserves		Sub Total- reserves		
			General reserve	Unappro- priated profit			
(Rupees in '000)							
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
Final dividend for the year ended June 30, 2024 at the rate of Rs 35.5 per share	-	-	-	(8,375,678)	(8,375,678)	-	(8,375,678)
Total transactions with owners	-	-	-	(8,375,678)	(8,375,678)	-	(8,375,678)
Transfer to general reserve	-	-	3,415,000	(3,415,000)	-	-	-
Comprehensive income for the quarter							
Profit after taxation for the quarter ended September 30, 2024	-	-	-	5,104,153	5,104,153	-	5,104,153
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the quarter ended September 30, 2024	-	-	-	5,104,153	5,104,153	-	5,104,153
Balance as at September 30, 2024	2,427,733	13,456	24,333,000	5,162,384	29,508,840	(318,188)	31,618,385
Balance as at July 1, 2025	2,427,733	13,456	24,333,000	10,686,759	35,033,215	(244,430)	37,216,518
Transactions with owners							
Final dividend for the year ended June 30, 2025 at the rate of Rs 29.5 per share	-	-	-	(7,161,812)	(7,161,812)	-	(7,161,812)
Total transactions with owners	-	-	-	(7,161,812)	(7,161,812)	-	(7,161,812)
Transfer to general reserve	-	-	3,524,000	(3,524,000)	-	-	-
Comprehensive income for the quarter							
Profit after taxation for the quarter ended September 30, 2025	-	-	-	4,564,029	4,564,029	-	4,564,029
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income for the quarter ended September 30, 2025	-	-	-	4,564,029	4,564,029	-	4,564,029
Balance as at September 30, 2025	2,427,733	13,456	27,857,000	4,564,976	32,435,432	(244,430)	34,618,735

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

CONDENSED INTERIM STATEMENT OF CASH FLOWS (Unaudited)

For the Quarter ended September 30, 2025

	Note	Quarter ended September 30, 2025	Quarter ended September 30, 2024
		(Rupees in '000)	
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	12	5,738,847	5,044,964
Finance cost and bank charges paid		(32,698)	(30,985)
Taxes and levy paid		(487,827)	(1,655,413)
Staff retirement benefit paid		-	(50,000)
Long term loans		(2,653)	(2,890)
Long term security deposits (assets)		-	(1,018)
Long term deposits		(695)	765
Net cash generated from operating activities		5,214,974	3,305,423
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments for property, plant and equipment		(355,262)	(826,143)
Purchase of intangible assets		(7,311)	(2,500)
Short term investments made during the quarter		(5,800,000)	(3,700,000)
Proceeds from sale of property, plant and equipment		16,647	30,810
Profit received on savings accounts		105,485	170,255
Restricted cash on account of lien		(200,000)	-
Profit received on term deposit receipts		100	64,872
Sale proceeds on disposal of short term investments		1,802,629	1,067,642
Net cash used in investing activities		(4,437,712)	(3,195,064)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(142)	(1,225)
Long-term financing repaid		(33,372)	(37,859)
Payment of lease liabilities		(23,641)	(18,945)
Net cash used in financing activities		(57,155)	(58,029)
Net increase in cash and cash equivalents		720,107	52,330
Cash and cash equivalents at the beginning of the quarter		3,588,161	5,030,960
Cash and cash equivalents at the end of the quarter	13	4,308,268	5,083,290

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 Quarter ended September 30, 2025

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 MATERIAL 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, 2025.

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, 2026

There are certain amendments to approved accounting standards which are mandatory for accounting periods beginning on or after July 1, 2025 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, 2026

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, 2026. 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, 2025.

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, 2025.

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, 2025.

Note	September 30,	June 30,
	2025	2025
	(unaudited)	(audited)
	(Rupees in '000)	

4. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets - at net book value	4.1 to 4.4	9,487,473	9,446,348
Capital work in progress - at cost		203,942	232,097
Right of use assets - at net book value		173,999	190,570
		<u>9,865,414</u>	<u>9,869,015</u>

	Quarter ended September 30, 2025 (Rupees in '000)	Quarter ended September 30, 2024
4.1 Additions - operating fixed assets (at cost)		
Leasehold land	-	861
Buildings on leasehold land	102,994	18,967
Plant and machinery	82,799	25,295
Fittings and installation	473	1,768
Furniture and fixtures	190	1,694
Tools and equipment	16,558	85,814
Vehicles	122,721	159,196
Computers and accessories	18,529	16,547
Office equipment	39,150	2,013
	<u>383,414</u>	<u>312,155</u>
4.1.1 Additions include transfers from capital work in progress aggregating Rs 187.473 million (September 30, 2024: Rs 102.089 million).		
4.2 Disposals - operating fixed assets (at net book value)		
Tools and equipment	-	4
Vehicles	6,636	11,381
	<u>6,636</u>	<u>11,385</u>
4.3 Depreciation charge for the period	<u>335,656</u>	<u>257,316</u>
4.4 Included in operating fixed assets are items having aggregate cost of Rs 78.700 million (June 30, 2025: Rs 77.302 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	54,540	19,509
Plant and machinery	60,282	261,412
Vehicles	4,388	1,940
Fittings and installation	1,162	15,443
Tools and equipment	5,519	154,607
Furniture and fixtures	111	829
Office equipment	32,655	506
Computer and accessories	773	1,800
	<u>159,430</u>	<u>456,046</u>

	Note	September 30, 2025 (unaudited) (Rupees in '000)	June 30, 2025 (audited)
5. STOCK IN TRADE			
Raw and packing materials		12,309,811	12,272,680
Work-in-process		1,342,628	1,445,017
Finished goods - Manufactured		3,514,202	3,138,950
Finished goods - Trading		460,442	483,772
		<u>17,627,083</u>	<u>17,340,419</u>
Less: Provision for obsolete inventory		<u>(103,639)</u>	<u>(93,289)</u>
		<u>17,523,444</u>	<u>17,247,130</u>
5.1	Stock in trade include raw and packing materials in transit aggregating Rs.2,458.079 million (June 30, 2025: Rs 2,146.348 million) and finished goods in transit aggregating Rs 7.365 million (June 30, 2025: Rs 0.559 million).		
6. SHORT TERM INVESTMENTS			
- Amortised cost	6.1	51,747	51,747
- Fair value through profit or loss	6.2	24,645,011	20,146,578
		<u>24,696,758</u>	<u>20,198,325</u>
6.1	The profits on these term deposits range between 6.68% and 10.16% per annum (June 30, 2025: between 6.68% and 10.16% 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		787,293	818,406
- renewable energy finance facility		28,231	30,490
		<u>815,524</u>	<u>848,896</u>
Less: reclassified to deferred grant		<u>(164,923)</u>	<u>(177,879)</u>
Less: current maturity of financing under:			
- temporary economic refinance facility		(133,427)	(133,427)
- renewable energy finance facility		(9,037)	(9,037)
		<u>(142,464)</u>	<u>(142,464)</u>
		<u>508,137</u>	<u>528,553</u>

7.1 There has been no change in the terms and conditions as disclosed in note 20 to the Company's financial statements for the year ended June 30, 2025.

Note **September 30, 2025** June 30, 2025
(unaudited) (audited)
(Rupees in '000)

8. TRADE AND OTHER PAYABLES

Trade creditors	8.1	3,411,363	4,227,786
Accrued liabilities	8.2	5,080,238	4,561,959
Sindh Infrastructure Development Cess		1,587,063	1,459,078
Bills payable	8.3	3,665,463	3,917,748
Advances from customers - unsecured	8.4	186,262	252,634
Sales tax payable		191,803	300,400
Royalty payable to Colgate-Palmolive Co., USA - associated company		980,236	757,341
Workers' profits participation fund		359,313	1,366,289
Workers' welfare fund		713,764	567,735
Retention money payable		6,859	8,218
Others	8.5	251,149	263,048
		<u>16,433,513</u>	<u>17,682,236</u>

8.1 These include Rs 252.129 million (June 30, 2025: Rs 441.035 million) payable to related parties.

8.2 These include Rs 119.170 million (June 30, 2025: Rs 69.306 million) accrued to related parties.

8.3 These include Rs 378.403 million (June 30, 2025: Rs 405.299 million) payable to related parties.

8.4 These include Rs 0.021 million (June 30, 2025: Nil) advance from related parties.

8.5 These include Rs 22.396 million (June 30, 2025: Rs 22.451 million) liable to related parties.

9. CONTINGENCIES AND COMMITMENTS

9.1 Contingencies

9.1.1 As disclosed in Note 23.1.1 to the financial statements for the year ended June 30, 2025, the restoration application filed by the Company has been accepted by the Court.

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 1,568.055 million (June 30, 2025: Rs 1,368.055 million).

9.2 Commitments

9.2.1 Commitments in respect of capital expenditure and inventory items amount to Rs 119.906 million and Rs. 235.588 million respectively (June 30, 2025: Rs 104.837 million and Rs 334.990 million respectively).

9.2.2 Outstanding letters of credit amount to Rs 3,034.726 million (June 30, 2025: Rs 3,461.403 million).

9.2.3 Outstanding duties leviable on clearing of stocks amount to Rs 1.200 million (June 30, 2025: Rs 3.036 million).

Quarter ended **Quarter ended**
September 30, **September 30,**
2025 **2024**
(Rupees in '000)

10. OTHER INCOME

Profit on savings accounts	118,367	208,669
Unrealised gain on investments classified as fair value through profit or loss	477,253	1,109,742
Gain on disposal of short term investments	23,809	129,735
Others	34,397	100,025
	<u>653,826</u>	<u>1,548,171</u>

11. EARNINGS PER SHARE

Profit after taxation	<u>4,564,029</u>	<u>5,104,153</u>
	(Number of shares)	
Weighted average number of ordinary shares outstanding during the quarter	<u>242,773,272</u>	<u>242,773,272</u>
	(Rupees)	
Earnings per share - basic & diluted	<u>18.80</u>	<u>21.02</u>

11.1 There are no dilutive potential ordinary shares outstanding as at September 30, 2025 and 2024.

Note **Quarter ended** Quarter ended
September 30, September 30,
2025 2024
(Rupees in '000)

12. CASH GENERATED FROM OPERATIONS

Profit before taxes and levy	7,302,071	8,176,768
Adjustment for non-cash charges and other items:		
Depreciation on operating fixed assets	335,656	257,316
Depreciation on right-of-use assets	16,571	15,903
Provision for doubtful trade debts	20,000	-
Amortisation expense	2,048	881
Gain on disposal of items of property, plant and equipment	(10,010)	(19,425)
Staff retirement benefit	26,058	27,114
Profit on saving accounts	(118,367)	(208,669)
Profit on a term deposit receipt	(1,096)	(47,179)
Unrealised gain on investments classified as fair value through profit or loss	(477,253)	(1,109,742)
Gain on disposal of short term investments	(23,809)	(129,735)
Finance cost and bank charges	41,564	41,647
Provision for obsolete inventory	10,351	5,642
Provision for obsolete stores and spares	-	4,358
Working capital changes	(1,384,937)	(1,969,915)
	<u>5,738,847</u>	<u>5,044,964</u>

12.1 Working capital changes

(Increase) / decrease in current assets:		
Stores and spares	(288)	(36,255)
Stock in trade	(286,665)	(520,547)
Trade debts	(126,141)	(533,075)
Loans and advances	30,162	(281,517)
Trade deposits and short term prepayments	33,107	(43,788)
Other receivables	213,611	1,136,316
	<u>(136,214)</u>	<u>(278,866)</u>
Increase / (decrease) in current liabilities:		
Trade and other payables	(1,248,723)	(1,691,049)
	<u>(1,384,937)</u>	<u>(1,969,915)</u>

	September 30, 2025 (unaudited)	September 30, 2024 (unaudited)
	(Rupees in '000)	
13. CASH AND CASH EQUIVALENTS		
Cash and bank balances	5,778,095	5,083,290
Restricted cash on account of lien	(1,469,827)	-
	<u>4,308,268</u>	<u>5,083,290</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:

	Quarter ended September 30, 2025	Quarter ended September 30, 2024
	(Rupees in '000)	
Nature of transactions		
Associated companies		
Sale of goods and services provided and reimbursement of expenses	28,118	49,299
Purchase of goods and services received and reimbursement of expenses	1,341,558	1,494,146
Purchase of short term investments	1,600,000	800,000
Sale proceeds on redemption of short term investments	400,000	-
Profit on short term investments	129,056	308,481
Rent, allied and other charges	15,042	9,383
Royalty charges	222,895	198,287
Insurance claims received	577	9,539
Donations	6,550	7,750
Employee funds		
Contribution to staff retirement benefits	59,278	55,438
Key management personnel		
Compensation paid to key management personnel	127,749	104,539

**September 30,
2025
(unaudited)** **June 30,
2025
(audited)**
(Rupees in '000)

Nature of balances

Associated companies

Trade debts	8,233	3,218
Trade deposits and short term prepayments	44,700	79,102
Other receivables	11,274	11,422
Short term investments	6,426,912	5,097,683
Lease liabilities	142,022	145,583
Unpaid dividend	6,324,342	-
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:

**Quarter ended
September 30,
2025** **Quarter ended
September 30,
2024**
(Rupees in '000)

Personal Care	8,278,777	7,672,074
Home Care	21,070,647	20,768,577
Others	1,512,664	1,562,773
	<u>30,862,088</u>	<u>30,003,424</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 October 28, 2025 by the Board of Directors of the Company.


Iqbal Ali Lakhani
Chairman/Director


Zulfikar Ali Lakhani
Chief Executive


Mudassir Iqbal
Chief Financial Officer

ڈائریکٹرز جائزہ رپورٹ

آپ کی کمپنی کے ڈائریکٹرز کے لیے 30 ستمبر 2025ء کو ختم ہونے والی سہ ماہی کے لیے کمپنی 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:

کاروباری کارکردگی کے نتائج	جولائی تا ستمبر 2025ء	جولائی تا ستمبر 2024ء	اضافہ/(کمی)
	قرم ملین روپے میں		
مجموعی آمدنی	41,983	40,148	4.57%
خالص آمدنی	30,862	30,003	2.86%
مجموعی منافع	10,748	10,802	-0.50%
مجموعی منافع %	34.83%	36.00%	117- بنیادی پوائنٹس
فروخت اور ترسیل کے اخراجات	3,195	3,157	1.20%
انتظامی اخراجات	342	346	-1.31%
دیگر آمدنی	654	1,548	-57.77%
آپریشنز سے منافع	7,344	8,218	-10.64%
ٹیکس کے بعد منافع	4,564	5,104	-10.58%
فی شیئر آمدنی - (روپے)	18.80	21.02	-10.58%

مالیاتی کارکردگی کی جھلکیاں

کمپنی نے فروخت کے حجم میں اضافے کی بدولت مجموعی آمدنی میں 4.57% اضافہ ریکارڈ کیا۔ زیر جائزہ مدت کے لیے مجموعی منافع 10,748 ملین روپے رہا، جو گزشتہ سال کی اسی مدت کے مقابلے میں 0.5% کمی ظاہر کرتا ہے، جس کی بنیادی وجہ زائد تجارتی رعایتیں تھیں۔ دیگر آمدنی میں بھی 894 ملین روپے کی کمی واقع ہوئی، جو گزشتہ سال کی اسی سہ ماہی کے مقابلے میں 58% کم تھی اور اس کا بنیادی سبب کم پالیسی ریٹ کا اثر تھا۔ نتیجتاً، ان تمام عوامل کے مجموعی اثر کے باعث اس مدت کے دوران ٹیکس کے بعد خالص منافع میں 10.58% کمی واقع ہوئی۔

کاروباری کارکردگی کی جھلکیاں

کولگیٹ پاکستان میں دانتوں کی صفائی اور صحت مند مسکراہٹ سے متعلق مباحثوں میں اپنی قیادت برقرار رکھے ہوئے ہے۔ ہم کولگیٹ میکسیمیو کیٹیگری پر ٹیکس اور کولگیٹ ہربل کے لیے نئی پیکیجنگ کے ذریعے اور کولگیٹ میکس فریش کے لیے فارمولا اور پیکیجنگ کی اپ گریڈیشن کے ذریعے اپنے برانڈ کی قدر (Brand Equity) اور مارکیٹ میں اپنی قیادت کو مزید مضبوط کر رہے ہیں۔ ہمارا معروف پروگرام "برانڈ اسائلز، برانڈ فیوچر" بھی بنیادی سطح پر آگاہی پیدا کرنے اور ٹوٹھ پیسٹ کے استعمال میں اضافے میں کامیابی سے اپنا کردار ادا کر رہا ہے۔

پامولیو کی نئی مہم نے، جوٹی وی، ڈیجیٹل میڈیا اور مؤثر زمینی سرگرمیوں کی معاونت سے چلائی جا رہی ہے، برانڈ کو مارکیٹ شیئر بڑھانے اور بیوٹی کیٹیگری میں اپنی قائدانہ حیثیت کو مضبوط کرنے میں مدد دی ہے۔

مقامی کھلاڑیوں کے عدم تعمیل والے طریقے بشمول ٹیکس چوری اور غیر دستاویزی تجارت، منظم ڈرجنٹ تیار کرنے والوں کے لیے مسلسل چیلنج بنے ہوئے ہیں۔ یہ طریقے منصفانہ مقابلے کو کمزور کرتے ہیں، حکومت کی ٹیکس کی بنیاد کو ختم کرتے ہیں اور ٹیکس کی تعمیل کرنے والی کمپنیوں کے لیے مارکیٹ کا ایک مشکل ماحول پیدا کرتے ہیں۔ منصفانہ مسابقت اور مارکیٹ کی ترقی کے لیے برابری کے اصول پر مبنی ماحول اور اس کے تقاضوں کی تکمیل نہایت ضروری ہے۔

مستقبل کا منظر نامہ

سست معاشی سرگرمی، قیمتوں میں مسلسل اتار چڑھاؤ اور ٹیکس کی زائد شرح متعدد شعبوں میں صارفین کی طلب پر دباؤ ڈال رہی ہیں، جس کے نتیجے میں منافع میں کمی اور سرمایہ کاری کے رجحان میں تخفیف واقع ہو رہی ہے۔ اقتصادی بحالی کے تسلسل کا انحصار حکومت کے پالیسی اقدامات پر ہوگا۔ بالخصوص مالی سال 2026 کے لیے کرنٹ اکاؤنٹ خسارے میں مقررہ ہدف کے مطابق کمی، ٹیکس ٹیٹ کو وسیع کرنا اور جامع اسٹرکچرل اصلاحات کے ذریعے غیر رسمی معیشت کو باضابطہ شکل دینا۔


موجودہ میکرو اکنامک چیلنجز کے باوجود، کمپنی ان حالات کا مؤثر طور پر مقابلہ کرنے اور ترقی کے تسلسل کو برقرار رکھنے کے لیے پوری طرح تیار ہے۔ جس کے لیے معاونت اس کے وسیع تر ڈسٹری بیوشن نیٹ ورک، مصنوعات کے متنوع پورٹ فولیو اور طویل المدت پائیداری اور آپریشنل چلک کے لیے مستقل عزم سے حاصل ہوتی ہے۔

اظہار تشکر

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

از طرف بورڈ آف ڈائریکٹرز


ذوالفقار علی لاکھانی
چیف ایگزیکٹو


اقبال علی لاکھانی
چیرمین

کراچی: 28 اکتوبر، 2025



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