

April 19, 2023

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

Dear Sir,

**FINANCIAL RESULTS FOR THE QUARTER/PERIOD ENDED MARCH 31, 2023**

We have to inform you that the Board of Directors of the Company in their meeting held on Wednesday, April 19, 2023 at 05:00 p.m. at the Registered office of the Company at Lakson Square, Building No.2, Sarwar Shaheed Road, Karachi considered and approved the un-audited financial statements of the Company for the quarter/period ended March 31, 2023.

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

The Quarterly Report of the Company for the quarter/period ended March 31, 2023 will be transmitted through PUCARS separately, within the specified time.

Kindly acknowledge.

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

  
**(MANSOOR AHMED)**  
Company Secretary

Encl. As above.

Cc to: The Executive Director/HOD  
Offsite-II Department,  
Supervision Division,  
Securities & Exchange Commission of Pakistan,  
63, NIC Building,  
Jinnah Avenue, Blue Area,  
Islamabad.

**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS  
AND OTHER COMPREHENSIVE INCOME (unaudited)  
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2023**

Annexure - A

|   | Quarter ended<br>March 31,<br>2023 | Quarter ended<br>March 31,<br>2022 | Nine months<br>Period ended<br>March 31,<br>2023 | Nine months<br>Period ended<br>March 31,<br>2022 |
|---|------------------------------------|------------------------------------|--|--|
| ------(Rupees in '000)-----               |                                    |                                    |  |  |
| Turnover                                  | 31,655,842                         | 21,433,818                         | 86,386,476                                       | 59,613,953                                       |
| Sales tax                                 | (5,073,974)                        | (3,367,589)                        | (13,613,832)                                     | (9,409,490)                                      |
| Trade and other discounts                 | (2,385,157)                        | (1,840,710)                        | (6,631,526)                                      | (5,220,475)                                      |
| Net turnover                              | <u>24,196,711</u>                  | <u>16,225,519</u>                  | <u>66,141,118</u>                                | <u>44,983,988</u>                                |
| Cost of sales                             | <u>(16,937,130)</u>                | <u>(12,120,267)</u>                | <u>(47,983,935)</u>                              | <u>(33,089,383)</u>                              |
| Gross profit                              | 7,259,581                          | 4,105,252                          | 18,157,183                                       | 11,894,605                                       |
| Selling and distribution cost             | (2,367,642)                        | (1,728,041)                        | (6,904,999)                                      | (5,016,109)                                      |
| Administrative expenses                   | (232,366)                          | (190,860)                          | (667,055)  | (524,163)  |
| Other expenses                            | (588,209)                          | (178,444)                          | (1,042,575)                                      | (586,676)  |
| Other income                              | 461,027                            | 282,975                            | 1,244,553  | 801,432  |
| Profit from operations                    | <u>4,532,391</u>                   | <u>* 2,290,882</u>                 | <u>10,787,107</u>                                | <u>6,569,089</u>                                 |
| Finance cost and bank charges             | <u>(36,941)</u>                    | <u>(34,179)</u>                    | <u>(111,818)</u>                                 | <u>(105,352)</u>                                 |
| Profit before taxation                    | <u>4,495,450</u>                   | <u>2,256,703</u>                   | <u>10,675,289</u>                                | <u>6,463,737</u>                                 |
| Taxation                                  |                                    |                                    |  |  |
| - Current - for the period                | (1,438,979)                        | (476,499)                          | (3,409,494)                                      | (1,646,269)                                      |
| - for prior period                        | (15,163)                           | (13,133)                           | 77,465   | 10,072   |
| - Deferred                                | (65,020)                           | (69,331)                           | (3,332,029)                                      | (1,636,197)                                      |
|   | <u>(1,519,162)</u>                 | <u>(558,963)</u>                   | <u>(3,481,998)</u>                               | <u>(1,830,451)</u>                               |
| Profit after taxation                     | <u>2,976,288</u>                   | <u>1,697,740</u>                   | <u>7,193,291</u>                                 | <u>4,633,286</u>                                 |
| Other comprehensive income for the period | -                                  | -                                  | -  | -  |
| Total comprehensive income for the period | <u>2,976,288</u>                   | <u>1,697,740</u>                   | <u>7,193,291</u>                                 | <u>4,633,286</u>                                 |
| -----Rupees-----                          |                                    |                                    |  |  |
| Earnings per share - basic and diluted    | <u>24.52</u>                       | <u>(Restated)<br/>13.99</u>        | <u>59.26</u>                                     | <u>(Restated)<br/>38.17</u>                      |


