

# Smile and Get Started



## Analyst Briefing - 2020

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# About Colgate-Palmolive Pakistan

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## Company and Its Operations:

Colgate-Palmolive Pakistan Limited is a joint venture between Lakson Group and Colgate-Palmolive Company USA.

The Company's principal activity is to manufacture, market and distribute home care and personal care products.

The Company has manufacturing facilities in Kotri Industrial Estate, Sindh and Sundar Industrial Estate, Punjab.

Company's distribution network is spread across Pakistan with sales offices in 11 major cities.

# About Colgate-Palmolive Pakistan

## Product Categories:



Home Care



Personal Care

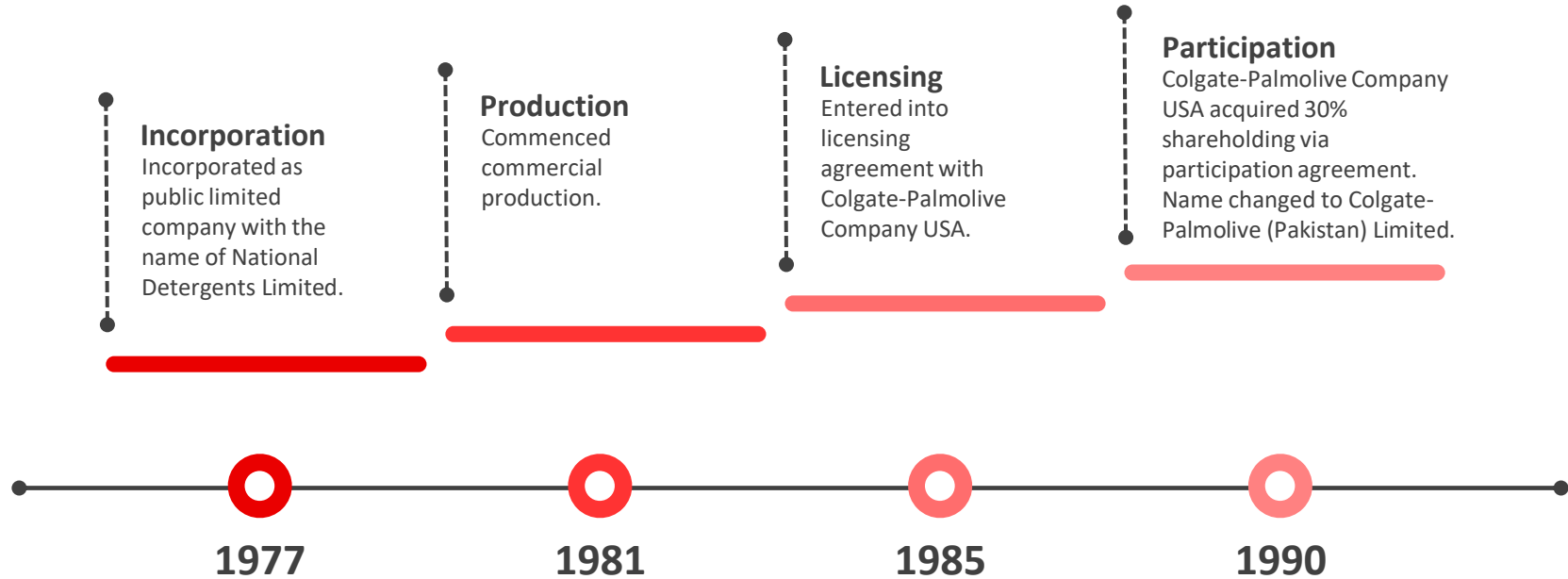
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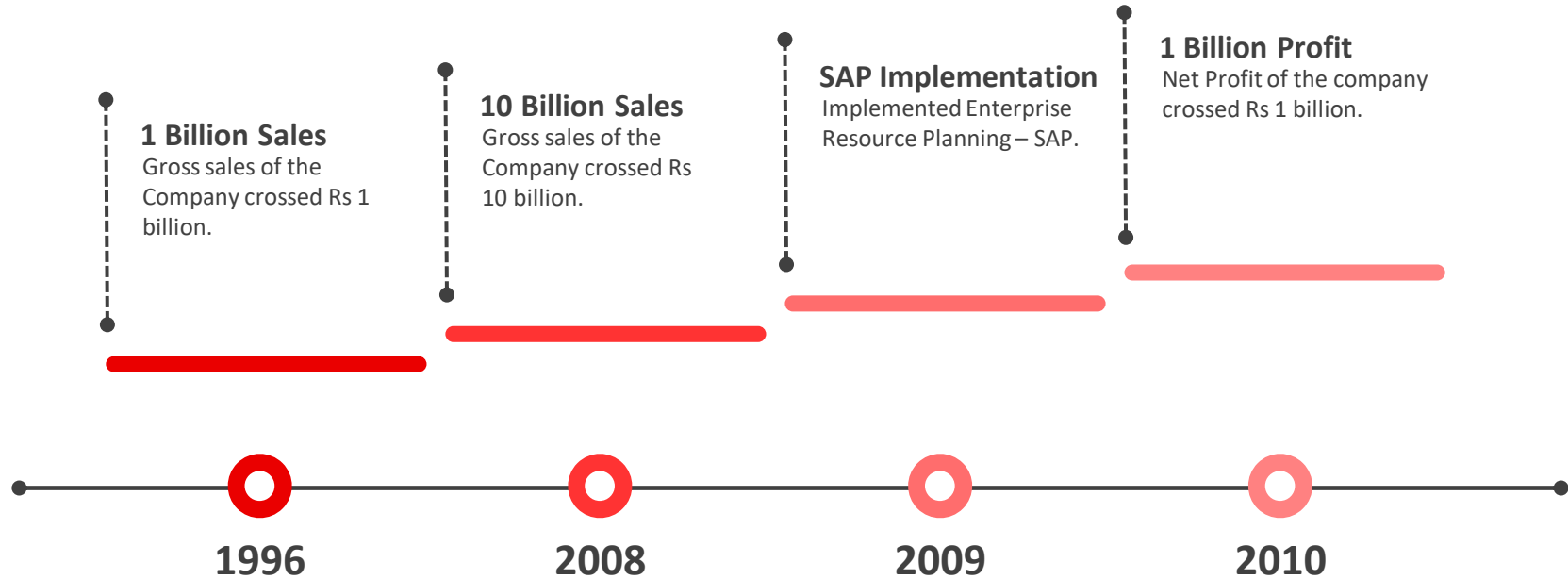
# Milestones and Achievements

## Key Milestones:



# Milestones and Achievements

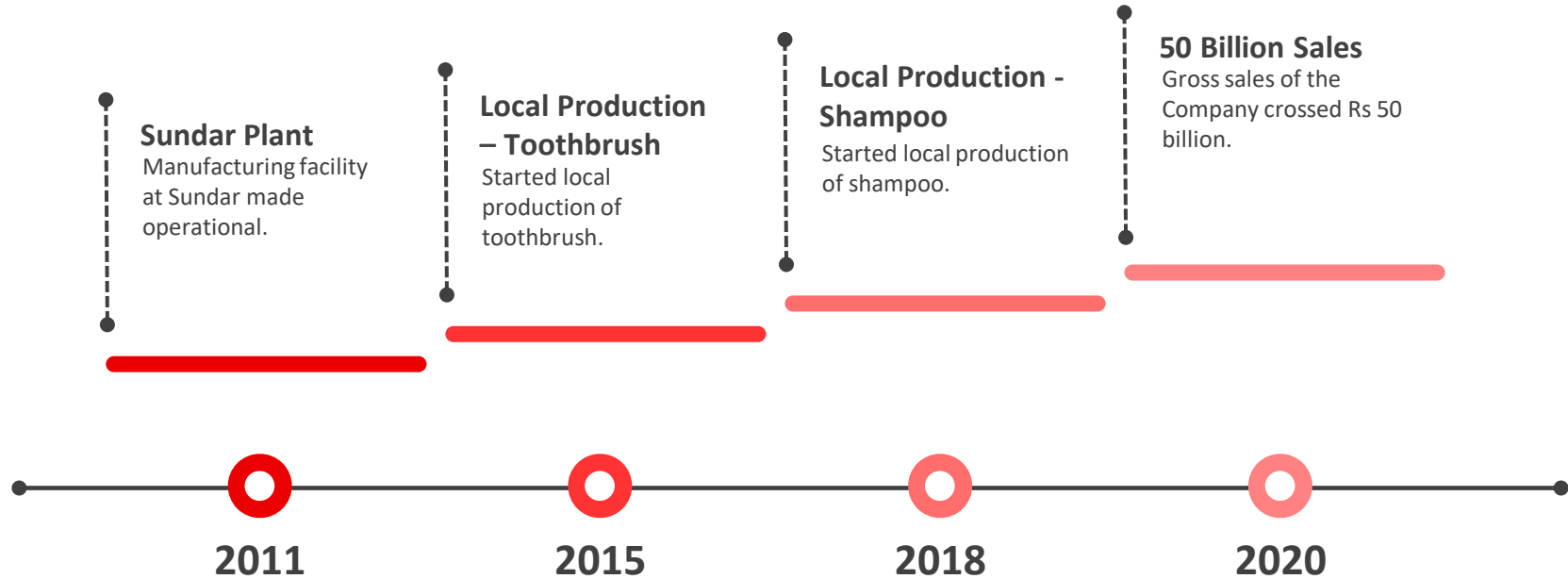
## Key Milestones:





# Milestones and Achievements

## Key Milestones:



# Milestones and Achievements

## Achievements:

Winner of 9 consecutive Corporate Excellence Awards of Management Association of Pakistan.

Amongst Top 25 Companies of Pakistan Stock Exchange for 15 consecutive years.



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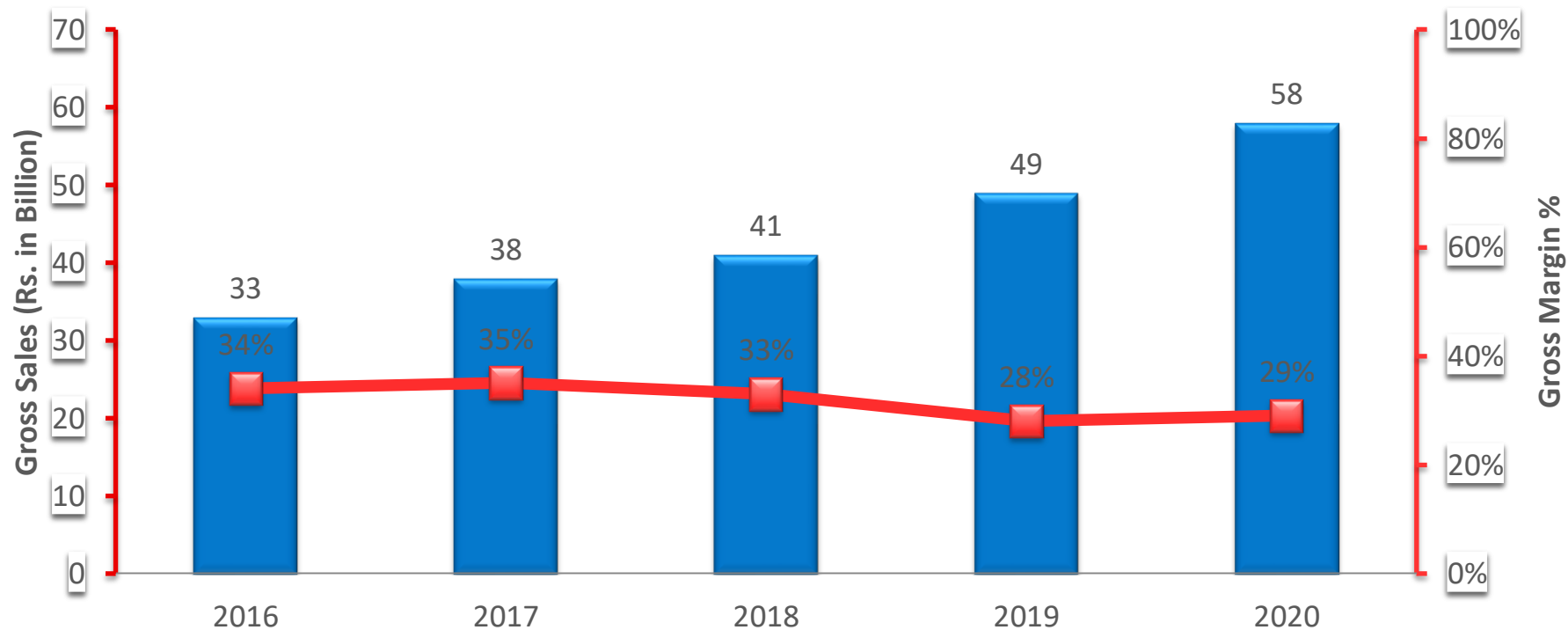
# COVID-19 – Key Challenges

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- Supply chain disruptions, particularly imports.
- Limited mobility of workforce.
- Shortage of labour.
- Lock downs and limited access to markets.
- Surge in demand of hygiene products and panic buying.
- Ensuring continuous supply of products while ensuring employees' safety and well-being.

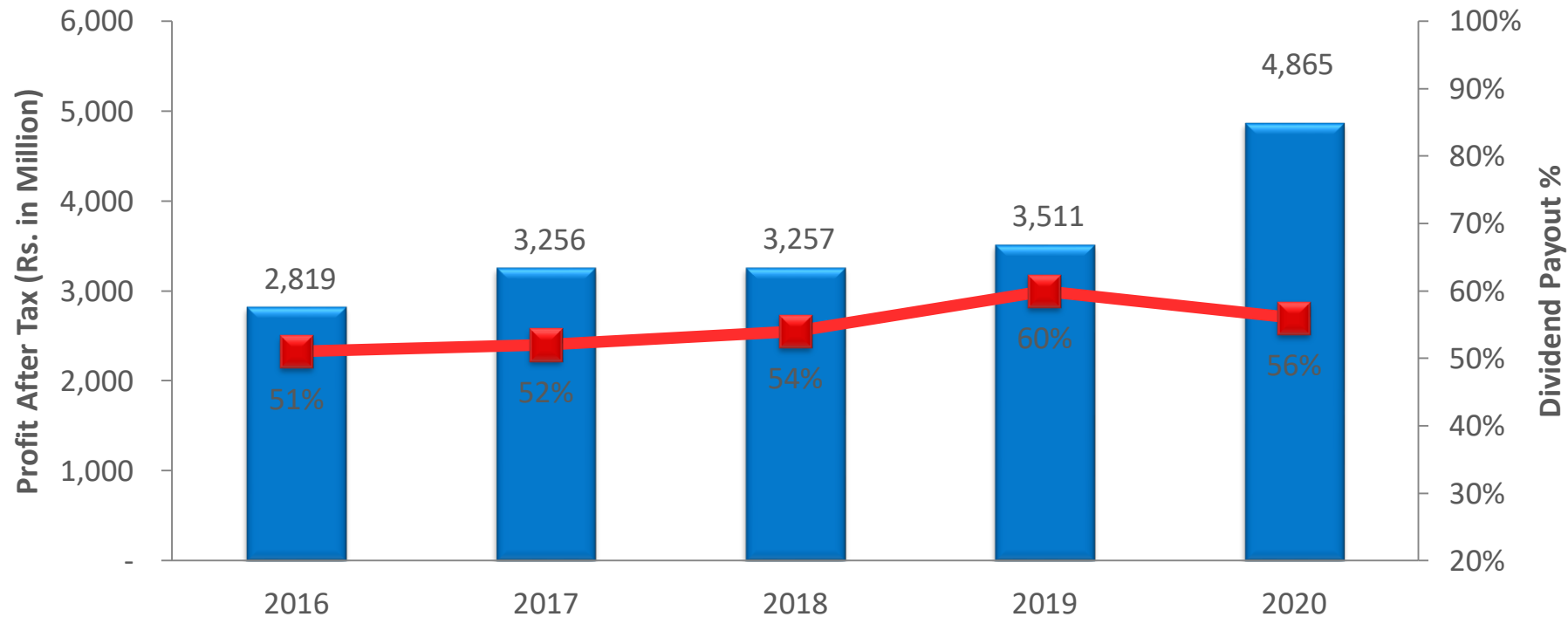
# Financial Highlights

## Gross Sales and Gross Profit Margin %:



# Financial Highlights

## Profit After Tax (Rs in Million) and Dividend Payout %:



# Financial Highlights

## Profit Reinvestment:

Year	CAPEX (Rs in Million)	Profit After Tax (Rs in Million)	CAPEX as % of Profit After Tax
2016	406	2,819	14%
2017	576	3,256	18%
2018	1,616	3,257	50%
2019	1,385	3,511	39%
2020	1,310	4,865	27%
Total	5,293	17,708	30%

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# Corporate Social Responsibility

Distribution of 1 million bar soaps and 0.5 million detergent sachets to 500,000 households in 41 towns across Pakistan amid growing threat of COVID-19.

Pledge to provide PPEs including 30,000 pairs of gloves, 30,000 surgical masks and 8,500 protective suits to hospitals in smaller town as a gesture of gratitude to doctors and paramedic teams.



# Corporate Social Responsibility

Commitment to spread awareness about importance of oral hygiene through “Bright Smiles Bright Futures (BSBF)” platform. 13 million children have been reached as of June 30, 2020 through the BSBF program.

Free dental checkup country-wide through “Dental Health Program”.

Strong support for women empowerment by being main sponsor for “Sindh Women’s Swimming Championship” for several years.



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# Environment Safety

## Energy Star Challenge:

The Company has been recognized by United States Environmental Protection Agency “EPA” for its consistent efforts to reduce environmental footprint.





# Environment Safety

## Solar Panels:



# Environment Safety

## Effluent (Waste Water) Treatment Plant:



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# Counterfeits

Counterfeit products have been a constant challenge for all FMCGs.

Brand Protection Unit of the Company works throughout the year for preventing significant quantities of counterfeits from reaching consumers.







**Thank You!**