



Mumbai, Jan 27, 2016

FINANCIAL and OPERATIONAL HIGHLIGHTS

9M 2015-16 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 3041.0 crore for the nine months ended December 31, 2015. The Organic growth of the Company stands at 9%, offset by phasing out of fiscal benefits in the State of Himachal Pradesh, to give a reported growth of 4% over the same period of the previous year.

Net Profit After Tax is up 40% which excludes the impact of the phasing out of fiscal benefits and the restructuring cost related to toothpowder manufacturing facility at Aurangabad, Maharashtra. Including the aforesaid impact, the reported Net Profit After Tax is at Rs. 430.6 crore, 9% growth in Earnings Per Share of Rs. 15.83 for the reported period, after adjusting for the recent bonus issue.

3Q 2015-16 : Net sales are Rs. 1006.4 crore for the quarter ended December 31, 2015. The Organic growth of the Company stands at 7%, offset by phasing out of fiscal benefits in the State of Himachal Pradesh, to give a reported growth of 2% over the same period of the previous year. The unseasonal rains in South India and floods in Chennai city as well as destocking in certain accounts affected shipments for the quarter.

Net Profit After Tax is up 50%, excluding the impact of the phasing out of fiscal benefits. Including this the reported Net Profit After Tax is at Rs. 159.4 crore, 22% growth in Earnings Per Share of Rs. 5.86 for the reported period, after adjusting for the recent bonus issue.

The company enhanced its leadership position in Toothpaste category by registering a volume market share of 57.3% in FY 2015, an increase of 60 basis points over same period last year driven primarily by “Colgate Dental Cream”, “Active Salt” and “Max Fresh”. In the Toothbrush segment, the Company also increased its volume market share to 43.8% in period FY 2015, an increase of 140 basis points over same period last year driven majorly by “Zigzag” and “Super Shine”. Volume growth for the company was 2% in 9M 2015-16 and 1% in 3Q 2015-16.

BONUS ISSUE

The Board of Directors of the Company at its meeting held on July 30, 2015 considered and recommended a bonus issue of one equity share for every equity share held. Post this, on September 28, 2015, the Board has allotted the Bonus equity shares to all the shareholders who were holding shares as on the record date of September 24, 2015.

MOST TRUSTED BRAND

Colgate has yet again been ranked as India's #1 Most Trusted Brand in Economic Times' Brand Equity annual survey. 2015 is the 5th consecutive year when Colgate has been at the

top of the trust ladder across all categories. Colgate is the only brand to feature in the top three from 2001-2015, since inception of the survey.

Colgate was also ranked #1 Most Chosen Consumer Brand in India for the third consecutive year by Global Consumer Knowledge and Insights firm, Kantar World panel's Brand Footprint report.

INNOVATION

The stream of innovations reflects the Company's continued commitment to growing the oral care category by creating new segments through innovation and technologically advanced products. The Company has launched several new products that included:

- a) **Colgate 360 Toothbrush range -**
 - **360 Charcoal Gold**, a never-seen-before gold coloured toothbrush that provides superior whole mouth cleaning. It has Charcoal Infused spiral bristles which gently polish teeth and give a deep & gentle clean.
 - **360 Whole Mouth Clean**, provides 151% more germ removal than an ordinary toothbrush
 - **360 Visible White** with its spiral bristles and whitening cups effectively removes surface stains
 - **360 Floss-Tip** reaches 4X deeper with its FlossTip technology that is designed to clean along the gumline
- b) **Colgate Total Charcoal Deep Clean Toothpaste**, a product which combines the science of Colgate Total with micro charcoal particles. The result is a clinically proven, unique and superior anti-germ technology with ultra-micro charcoal particles that prevents germ build-up on all mouth surfaces viz. teeth, gums, cheeks and tongue.
- c) **Colgate Active Salt Neem Toothpaste**, addresses the inflammatory gum problem of pyorrhea. Its unique formula, containing Salt & Neem, helps strengthen weakening gums & helps keep Pyorrhea away.
- d) **Colgate Zig Zag Black Toothbrush**, a line extension of one of India's most popular toothbrush brand 'Colgate ZigZag'. As the market leader, Colgate has introduced many 'firsts' in the category and Colgate ZigZag Black is the first black toothbrush in the Mass Segment.
- e) **Palmolive Hand wash**, a new hand wash line, enriched with rich and exotic ingredients such as invigorating Sea Minerals, exquisite Black Orchid, delectable Raspberry and a refreshing mix of Lime & Mint, bringing spa-like indulgence at home.
- f) **Colgate Sensitive Pro-Relief (CSPR) Enamel Repair Toothpaste** – a scientifically advanced technology that provides long-term relief from the problem of tooth sensitivity.

FUNDING GROWTH

Our efforts in the area of efficiency continue to pay off with our Funding the Growth initiatives. Savings generated have enabled us to improve our investment levels while also delivering improved profitability.

ABOUT COLGATE-PALMOLIVE

Colgate-Palmolive (India) Limited is India's leading provider of scientifically proven oral care products with multiple benefits at various price points. The range includes toothpastes, toothpowder, toothbrushes and mouthwashes under the "Colgate" brand, as well as a specialized range of dental therapies under the banner of Colgate Oral Pharmaceuticals. These have become an essential part of daily oral hygiene and therapeutic oral care in India. The Company also provides a range of personal care products under the 'Palmolive' brand name.

For more information about Colgate's business and products, visit the Company's website on the internet at www.colgatepalmolive.co.in