



Q3 Net Sales up 19% on adjusted basis and Net Profit up 34%

- Q3 Net Sales up 19% on adjusted basis* (Reported: +5%)
- Gross margin expanded by 150 bps on adjusted basis* (Reported: +900 bps)
- EBDITA growth at 32% for the quarter
- Colgate Swarna Vedshakti delivering strong results in the Naturals portfolio

** Net Sales and Gross Margin have been restated for impact of GST (Refer to Net Sales Reconciliation below)*

Colgate-Palmolive (India) Ltd today reported Net Sales for the quarter ended December 31, 2017 at Rs. 1,026.9 crore, an increase of 5% over Q3 of the previous year. Excluding the accounting impact of GST implementation, Net Sales increased by 19% over the previous year (Refer to Net Sales Reconciliation below). Volume increased by 12%.

Reported Net Profit after Tax for the quarter was Rs. 170.6 crore, an increase 34% over Q3 of the previous year. Excluding the impact of tax reversals in both periods, Net Profit after Tax increased by 30% over Q3 of the previous year.

The Company continues to maintain its leadership position in both the Toothpaste and Toothbrush categories, with volume market shares for the period Jan-Dec'17 at 53.7% and 45.1% respectively.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "As the operating environment stabilizes post the implementation of GST, we are pleased to report overall strong results.

Colgate's core competency of delivering innovations based on consumer insights has helped to strengthen our Naturals portfolio in India with the addition of Colgate Swarna Vedshakti. We have seen a strong consumer response to the toothpaste in the geographies where it has been launched.

Colgate's Oral Health Month (OHM) program, now in its 14th edition is conducted in partnership with the Indian Dental Association (IDA). OHM-2017 (Nov'17-Jan'18) is targetted to provide 6.2 million free dental check-ups by partnering with 35,000+ IDA Dentists across - 1276 cities, 156 Army canteens in 63 cities, and 81 modern trade store outlets across the length and breadth of the country. This year, access to the OHM program was further enhanced by integrating it with our Pocket Dentist service, a voice-based interactive program available in 10 regional languages. Pocket Dentist enabled people to avail of instant dental advice and free dental check-ups by giving a missed call on a toll-free number provided on the Colgate toothpaste packs. Through initiatives like the OHM program, Colgate is delivering its commitment to 'Keep India Smiling'."

KEY ACTIVITIES IN FY 2017-18

Colgate Swarna Vedshakti: A premium toothpaste launched in the 'Naturals' category, Colgate Swarna Vedshakti blends the goodness of Indian natural ingredients of Aloe Vera, Clove, Honey, Tulsi, Neem and Amla with Colgate's oral care expertise, and effectively delivers holistic Oral Care.

Colgate Neo Toothbrush: An aesthetically designed toothbrush available in 6 exciting & differentiating colour combinations with 3636 high density bristles. Its Ultrasoft bristles gently clean your teeth.

Pocket Dentist: Colgate's mobile ring-back service providing easy dental care information access in rural India received multiple honors at the India Digital Media Awards (IDMA) in June 2017 and is run in partnership with Indian Dental Association. It detects multiple dialects and responds to the 30 most common oral health questions to address 91% of rural dwellers' oral health problems in areas where over 80% of rural households may have only an access to basic mobile phones. Villagers can access 'Pocket Dentist' with a free of charge missed call.

Asia Book of Records: Colgate, in partnership with Indian Dental Association (IDA), Sri Ramachandra University (SRU) and Rotary International District 3232, made a proud entry in the **Asia Book of Records, for 'Most People Brushing their Teeth together'**. Aimed at educating people about Oral hygiene and the right techniques for brushing, the event witnessed a total 23,615 people – including school children and adults – brushing their teeth in the right manner, at the same time at the same venue (SRU grounds), using Colgate Toothpaste and Colgate Toothbrushes.

ABOUT COLGATE-PALMOLIVE(INDIA) LTD.

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 at www.colgatepalmolive.co.in

Net Sales Reconciliation

(Rs in Lakhs)			
Particulars (Rs. In Lakhs)	Quarter ended December 31, 2017	Quarter ended December 31, 2016	Incr/ Decr
Net Sales (as reported)	102,697	98,162	5%
Less: Excise Duty	-	11,664	
Net Sales (as adjusted)	102,697	86,498	19%