



NEWS RELEASE

Mumbai, January 30, 2020

Announcement of Results for the Quarter and Nine Months Ended December 31, 2019 Colgate Q3 Net Sales up 4.1% and Net Profit up 9%

- *Domestic Net Sales growth of 4.3%*
- *Net Profit after tax (excluding tax reversals) is higher by 9%*
- *Guinness World Record for most people brushing simultaneously at single venue*

Q3 2019-20: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,136.0 crore for the quarter ended December 31, 2019, an increase of 4.1% over the same quarter of the previous year with volume growth at 2.3%. Reported Net profit after tax for the quarter was Rs. 199.1 crore as against the Net Profit of Rs. 192.1 crore for the same quarter of the previous year. Excluding the impact of prior year tax reversals in previous year, the Net profit after tax has increased by 9% in the current year.

9M 2019-20: Net Sales for the nine months ended December 31, 2019 was recorded at Rs. 3,425.2 crore, an increase of 4.2% over the same period of the prior year. Domestic net sales growth for the nine months ended December 30, 2019 reported at 5%. Reported Net Profit for the same period was Rs. 612.3 crore.

Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd, said, “The current quarter continued to witness demand moderation and soft consumer sentiments. The Company reported a net sales growth of 4.1% despite category headwinds in both rural and urban.

Our Brand Heath continues to strengthen on the back of our ‘smile karo aur shuru ho jao’ campaign as we bring to life more stories of people championing optimism.

Additionally, our recent innovations are also off to a good start. The relaunch of our flagship brand, Colgate Strong Teeth continues to gain household penetration and our new Charcoal variant is also showing early traction with consumers in the markets / stores where we have launched.

Some of our recent activities are

- **Colgate Super Flexi Charcoal:** India's #1 selling Toothbrush brand Superflexi has re-launched its Black variant with an all new offering. The new bundle has charcoal infused bristles which is first of its kind in the value priced range.
- **Palmolive Luminous Oils Shampoo:** Palmolive Luminous Oils Shampoos are specially crafted to provide nourishment to your hair, moisturize and strengthen them from within. It's made with a luxuriously rich blend of Essential Oils with Camellia, Rose extracts that help make your hair stronger, smoother and shinier.
- **Guinness Record:** In our continuous endeavor to Keep India Smiling, Colgate received a Guinness World Record for most people brushing simultaneously at a single venue in November, 2019, when 26,382 people smiled their way through this record-breaking brushing event. It is yet another statement of Colgate's commitment to elevate the Oral Health consciousness in the country.

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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, mouthwash, toothbrushes and dental gel under the 'Colgate' brand. The Company also provides personal care products with its range of shower gels and liquid hand washes under the "Palmolive" brand name. Colgate has been ranked as India's #1 Most Trusted Oral Care Brand for eight consecutive years from 2011-2018 by Brand Equity's Most Trusted Brands Survey. To know more about Colgate, please visit www.colgatepalmolive.co.in

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