



## Colgate Announces 1Q 2015-16 Results

Mumbai, July 30, 2015

### Financial Highlights Operational Highlights

**1Q 2015-16 :** Colgate-Palmolive (India) Limited today reported net sales of Rs. 1,002.9 crore for the first quarter of the financial year 2015-16. The Organic growth of the Company stands at 8.8%, however due to the phasing out of fiscal benefits in the State of Himachal Pradesh which the Company was entitled to impacted the revenue growth to give a reported growth of 5.5% over the same period of the previous year.

Net Profit After Tax is up 19.1% 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 at 114.3 crore is down -15.3% with Earnings Per Share of Rs. 8.40 for the reported quarter.

The Company continued to enhance its leadership position in Toothpaste category by registering a volume market share of 57.9% in Jan-June 2015, an increase of 90 basis points over same period last year. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" have majorly contributed to this growth. The Company further maintained its leadership position in the Toothbrush category by registering a volume market share of 42.7% in period Jan-June 2015.

### Bonus Issue

The Board of Directors of the Company at its meeting held on July 30, 2015 has considered and recommended a bonus issue of one equity share for every equity share held, as on the record date to be determined by the Board. The bonus issue of equity shares will be subject to approval by the shareholders, through postal ballot and the record date will be announced separately. The above proposal for issuance of bonus shares was not part of the agenda to the Board meeting held on July 30, 2015 and was decided at the Board Meeting.

### Most Trusted Brand

Colgate has, for the fourth consecutive year from 2011 to 2014, been ranked as India's #1 Most Trusted Brand across all categories by Brand Equity's Most Trusted Brand Survey and is the only brand to feature in the top three since the inception of the survey fourteen years ago.

### 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 Total Charcoal Deep Clean**, 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.
- b. **Colgate Active Salt Neem**, a toothpaste to address the inflammatory gum problem of pyorrhea. Its unique formula, containing Salt & Neem, helps strengthen weakening gums & helps keep Pyorrhea away.
- c. **Colgate Zig Zag Black**, 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.

- d. **Colgate Sensitive Pro-Relief (CSPR) Enamel Repair** – 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.

#### **Toothpowder Plant Restructuring**

On April 29, 2015, the Company announced a Voluntary Retirement Scheme (VRS) for the employees at the toothpowder manufacturing facility at Waluj, Aurangabad, Maharashtra. The scheme was accepted on May 4, 2015 by all affected employees.

Since all workmen accepted the offer under the said Scheme, the Toothpowder manufacturing operations at the Aurangabad factory have been discontinued effective May 05, 2015.

The discontinuation of operations at the above facility will not impact the Company's Toothpowder business as the Company has sufficient inventory and alternative sourcing arrangement to cater to the market demand.

The closure is reported as an exceptional item in the reported quarter's results.

#### **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](http://www.colgatepalmolive.co.in)