



NEWS RELEASE

Mumbai, July 26, 2018

Colgate Q1 Net Sales up 7%* and Net Profit up 39%

- Solid volume growth of 4%
- Strong gross margin expansion of 260bps to 65.7% on adjusted basis*
- Continued focus on investing in brand building activities
- EBITDA growth of 27%

Q1 2018-19: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,033.5 crore for the first quarter of the financial year 2018-19, an increase of 7% (on adjusted basis*) over the same quarter of the previous year.

Reported Net profit after tax for the quarter was Rs. 189.5 crore, including an exceptional item of Rs. 34.1 crore. Excluding the exceptional item, Net profit after tax increased by 20%.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "Colgate continued its volume growth momentum despite a high level of competitive intensity. The Company registered volume growth of 4% in the first quarter with strong performance in the naturals portfolio by Colgate Swarna Vedshakti toothpaste and also our key brands, namely Colgate Strong Teeth with Cavity Protection and Colgate MaxFresh toothpastes and Colgate Super Flexi and Colgate ZigZag toothbrushes. The Company continued its leadership positions in the Toothpaste category with a volume market share of 52.4% (Jan-Jun'18) and in the Toothbrush category with a volume market share of 44.6% (Jan-Jun'18).

The launch of Colgate Swarna Vedshakti, our latest addition to the Company's naturals portfolio launched last year, has received an encouraging response from our consumers with strong repeat purchases. We will now take it to additional geographies across the country with multiple pack sizes at different price points.

The Company's continued efforts and focussed programs to enhance efficiencies and reduce costs have enabled it to maintain margins and fund investments in strengthening brand equity. We will continue to deliver innovation and invest in advertising to build our brands in order to drive growth."

ACTIVITIES IN Q1 2018-19

Colgate Scholarship Program: Colgate launched the 10th edition of its annual Scholarship Program, offering more than 500 scholarships to children across the country. By giving a missed call on a toll free number printed on the offer packs and communicated through advertisements one can stand a chance to win a scholarship of up to Rs. 1 lakh just by answering a simple question on oral care correctly.

New Motu Patlu[&] Colgate Kids Toothpaste Variant: Strengthening Colgate's existing Kids toothpaste portfolio, which is built around exciting characters like Spiderman[&], Barbie[&], and Minions[&], Colgate recently launched another themed toothpaste – Motu Patlu with Fun & Fruity flavours for children.

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

* Net Sales and Gross Margin have been restated for impact of GST.

Particulars (Rs. In Lakhs)	Quarter ended June 30, 2018	Quarter ended June 30, 2017	Incr/ Dec
Net Sales (as reported)	103,355	110,988	-6.9%
Less: Excise Duty	-	14,045	
Net Sales (as adjusted)	103,355	96,943	6.6%

[&] Spiderman, Barbie, Minions and Motu Patlu trademarks are used license from Marvel Characters B.V., Mattel, Inc., Universal Studios Licensing LLC, and Viacom18 Media Pvt. Ltd., respectively.