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# Announcement of Results for the Quarter Ended June 30, 2021 Colgate Q1 Net Sales up 12% and Net Profit up 18%

- Gross Margins up 300 bps to 68.9%
- EBITDA up 90bps to 30.7%

**Q1 2021-22:** Colgate-Palmolive (India) Limited today reported Net Sales growth of 12% over the same quarter of previous year aggregating to Rs. 1,157.8 crore for the quarter ended June 30, 2021. Reported Net profit after tax for the quarter was Rs. 233.2 crore as against the Net Profit of Rs. 198.1 crore for the same quarter of the previous year, a growth of 18%.

**Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd,** said, despite the challenging external circumstances we are pleased with our sustained growth momentum across all categories. Our disciplined approach to execute against our strategic initiatives was a key driver to deliver strong results.

Our structured and balanced approach to driving effectiveness and efficiencies in every aspect of our operations has resulted in strong performance across all key financial metrics.

Our continued investment in brand building and innovation has seen our core brand metrics also strengthen. Recent innovations such as Colgate Special Toothpaste for Diabetics, Colgate Vedshakti Mouthspray and Colgate Vedshakti Oil Pulling are great examples of category leading innovations. Another exciting launch this quarter is our Colgate Magik toothbrush, the first augmented reality toothbrush that makes brushing a fun and enjoyable experience for kids.

Our approach to amplifying consumer engagement has seen us bring exciting approaches to our communications and brand building efforts. Our recent digital first campaign for Colgate Vedshakti Oil Pulling featured leading influencers who brought the proposition to life with an inspiring 'yoga for your mouth' series.

As we come out of a very difficult period as a nation, I would like to offer my sincere thanks and appreciation to all our employees, business partners and customers. With their support and help, we were truly able to champion optimism and bring our brand purpose to life.

**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 the ninth consecutive year, from 2011 to 2019, by The Economic Times - Brand Equity - Most Trusted Brands Survey, conducted by Nielsen. To know more about Colgate, please visit [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)