



NEWS RELEASE

Mumbai, October 29, 2018

Colgate Q2 Net Sales up 8% and Net Profit up 11%

- Sustained strong volume growth of 7%
- Strong EBITDA margins @28.4%
- Interim Dividend of Rs. 8 per share

Q2 2018-19: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,160.6 crore for the second quarter of the financial year 2018-19, an increase of 8% over the same quarter of the previous year. Reported Net profit after tax for the quarter was Rs. 196.4 crore, an increase of 11% over the previous year quarter.

H1 2018-19: Net Sales for the half year ended September 30, 2018 was recorded at Rs. 2,194.2 crore an increase of 7% (excluding GST impact) over the same period of the prior year. Reported net profit was at Rs. 385.9 crore, an increase of 23% over the prior period. Excluding the impact of exceptional items, the net profit increased by 14% over the same period.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "We remain committed to the priorities of strengthening the core of our business and driving competitive and profitable growth in line with our values. Our aggressive efforts in the market have brought about an upswing in the overall growth momentum resulting in a volume growth of 7%, in the second quarter. Understanding the shift of preferences that consumers are exhibiting towards e-commerce, we continue to invest ahead of the growth curve with the objective of being market leaders online as well in addition to traditional stores.

Our consistent focus on investing in brand building is creating deeper and meaningful brand experiences as we continue to deliver innovation to cater to the evolving needs of our consumers.

In the '**Naturals**' portfolio our **Colgate Swarna Vedshakti** toothpaste continues to perform extremely well. We recently launched the toothpaste in multiple pack sizes at different price points, nationally, where it continues to show a positive consumer confidence with strong repeat purchases.

India's largest selling toothpaste and Colgate's flagship brand - **Colgate Strong Teeth**, is now re-launched on an evocative platform of 'Daant Banaye Andar se Strong' (Strengthens Teeth from within). The all new brand proposition will be unveiled through a nationwide 360° campaign across all consumer touch points, in the coming months.

The Company continues its leadership positions in the Toothpaste category with a volume market share of 52.5% (Apr-Sep'18) and in the Toothbrush category with a volume market share of 44.2% (Apr-Sept'18).

As we head towards the 15th edition of Colgate's annual Oral Health Month (OHM) campaign, conducted in partnership with Indian Dental Association (IDA), we once again reiterate Colgate's commitment to **Keep India Smiling.**"

ACTIVITIES IN Q2 2018-19 :

Colgate Strong Teeth: Colgate's most selling toothpaste brand in India has now been re-launched on an evocative platform of '**Daant Banaye Andar se Strong**' – 'Strengthens Teeth from within.' Refreshed with a new packaging, the re-launch of Colgate Dental Cream will unveil new elements as the year unfolds.

SuperFlexi Sensitive Toothbrush: The latest addition to the toothbrush portfolio is SuperFlexi Sensitive toothbrush. It's premium ultrasoft bristles and flexible neck handle ensures complete yet gentle cleaning for sensitive teeth & gums. It comes in a 1st ever premium window hanger to stand out in-store. It is available at a price point of Rs. 25/- across India.

Colgate Oral Health Month : Colgate's OHM 2018 will be running through Oct'18-Dec'18 and is targeting to provide 6 million+ free dental check-ups in partnership with more than 35,000+ IDA Dentists across more than 1200+ cities in India. We would also be conducting in-store dental check-ups across 132 modern trade stores and 82 Army canteens across the country. In addition, Colgate will also be running Dental check-up vans across 45+ cities to increase awareness towards oral health and making free dental check-up accessible to everyone.

DIVIDEND

The Board decided to rationalise the frequency of dividends in a year by combining the two dividends which historically had been declared during the third quarter. The Board declared a First Interim Dividend for the Financial Year 2018-19 of Rs. 8 per share of Re 1 each (face value). The dividend payout to the shareholders will be Rs. 262.3 Crore (inclusive of the dividend distribution tax of Rs. 44.7 Crore) and will be paid on November 22, 2018 to those shareholders whose names are on the Register of Members of the Company as on November 6, 2018.

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.