



COLGATE-PALMOLIVE (INDIA) LIMITED

Regd. Office :
Colgate Research Centre,
Main Street,
Hiranandani Gardens,
Powai,
Mumbai - 400 076.
Tel. : 67095050
Fax : (91 22) 25705088
www.colgatepalmolive.co.in
CIN : L24200MH1937PLC002700

January 22, 2024

The Secretary
BSE Limited
P.J. Towers - 25th Floor
Dalal Street
Mumbai-400001

Scrip Code: 500830

The Manager - Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block - G
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051

Symbol: COLPAL
Series: EQ

Dear Sir(s)/Madam,

Sub: Unaudited Financial Results for the third quarter and nine months ended December 31, 2023 and Outcome of the Board Meeting (Change in Directorate)

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Board of Directors at their meeting held today i.e. January 22, 2024, has, inter alia:

1. Approved the Unaudited Financial Results for the third quarter and nine months ended December 31, 2023. Please find enclosed herewith the following :
 - Unaudited Financial Results for the first quarter ended December 31, 2023;
 - Company's Statement on the above Financial Results; and
 - Limited Review Report of the Auditors.
2. Approved the appointment of Mr. Sanjay Gupta (DIN: 05100297) as an Additional Director designated as Non-Executive, Independent Director, not liable to retire by rotation, for a first term of 5 (five) consecutive years with effect from January 22, 2024 till January 21, 2029, subject to the approval of the Members of the Company.

Mr. Sanjay Gupta, is not debarred from holding office as Non-Executive, Independent Director pursuant to any SEBI order or any other authority.

Further, the Board of Directors has decided that the Members for the appointment of Mr. Sanjay Gupta as Non-Executive, Independent Director of the Company will be sought by way of a Special Resolution through the Postal Ballot process. The Cut-off date for the purpose of reckoning the Members for sending out the Postal Ballot Notice electronically and remote e-Voting shall be January 26, 2024.

Mr. S.N. Ananthasubramanian (FCS 4206) or failing him Mr. S. N. Viswanathan, (ACS 61955) of M/s. S.N. Ananthasubramanian & Co., Practicing Company Secretaries, have been appointed as Scrutinizers for conducting the said Postal Ballot process in a true and fair manner.

Details as required under Regulation 30 of the SEBI Listing Regulations, read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated September 9, 2015 are provided in the enclosed Annexure.

The meeting of the Board of Directors commenced at 12.30 p.m.(IST) and concluded at 02:20 p.m.(IST).

Kindly take the above on record.

Thanking you,
Yours sincerely,
For **Colgate-Palmolive (India) Limited**

**SURENDER
SHARMA**

 Digitally signed by SURENDER
SHARMA
Date: 2024.01.22 14:21:39 +05'30'

Surender Sharma
Whole-time Director- Legal &
Company Secretary
DIN: 02731373

Encl: a/a

Annexure

Details under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read along with SEBI Circular CIR/CFD/CMD/4/2015 dated September 9, 2015:

1. Mr. Sanjay Gupta (DIN:05100297)

Sl. No.	Particulars	Details
1	Reason for change viz. appointment	Appointment of Mr. Sanjay Gupta (DIN: 05100297) as an Additional Director designated as Non-Executive, Independent Director.
2	Date of appointment & term of appointment	January 22, 2024 for a period of 5 (five) consecutive years till January 21, 2029
3	Brief profile	<p>Mr. Sanjay Gupta is the Country Head and Vice President of Google India and leads teams that help businesses transform and grow by leveraging digital, with a focus on small and medium enterprises, women entrepreneurs, and start-ups. As a leader, he is focused on driving key initiatives under Google's mission in India of making the Internet helpful and safer for a billion Indians and driving efforts to make India a leading digital economy.</p> <p>Mr. Gupta joined Google in early 2020 with a stellar career that spans nearly three decades across the sunrise sectors like media and entertainment, telecom and FMCG industry giving him deep understanding of India's diverse consumer and business landscape. Before Google, Mr. Gupta was Managing Director of Star and Disney India where he played a pivotal role in extending Star's traditional television content to digital consumers through Hotstar. He is also widely credited for building their sports business.</p> <p>Mr. Sanjay Gupta began his career at Hindustan Unilever, where he went onto lead marketing for two of the company's critical segments: Oral and Home care. He then moved to serve as Bharti Airtel's Chief Marketing Officer for its mobile business, spearheading the growth agenda for the company.</p> <p>In addition to being a founder member of The/ Nudge Foundation which works in the area of poverty alleviation, Mr. Gupta champions responsible progress for the Internet Industry in India in his capacity as a Chairperson of the Internet & Mobile Association of India (IAMAI). He also actively invests time in mentoring young professionals, startup founders and is part of several advisory committees.</p> <p>Mr. Gupta is a post graduate from the Indian Institute of Management (IIM) Kolkata, and is an engineer from Delhi College of Engineering. Sanjay currently lives in Mumbai.</p>
4	Disclosure of relationships between directors	None

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Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076
CIN : L24200MH1937PLC002700 Tel : +91 (22) 6709 5050

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

Particulars	(Rs. in Lakhs)					
	Quarter Ended December 31, 2023	Quarter Ended September 30, 2023	Quarter Ended December 31, 2022	Nine Months Ended December 31, 2023	Nine Months Ended December 31, 2022	Year Ended March 31, 2023
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income						
(a) Revenue from operations						
(i) Sales (Refer Note 1)	138,641	146,238	128,121	416,352	384,617	518,786
(ii) Other Operating Income	924	871	1,006	2,690	2,939	3,833
(b) Other Income	1,789	2,101	1,041	5,387	3,323	5,358
Total Income	141,354	149,210	130,168	424,429	390,879	527,977
2 Expenses						
(a) Cost of materials consumed	33,436	36,994	36,937	106,987	113,148	149,250
(b) Purchases of stock-in-trade	6,352	7,036	7,576	19,264	22,731	29,777
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(954)	1,913	(441)	314	(1,209)	392
(d) Employee benefits expense	10,983	10,621	9,891	31,181	28,715	37,697
(e) Finance Cost	151	105	126	364	383	491
(f) Depreciation and Amortisation expense	4,137	4,428	4,367	12,941	13,169	17,480
(g) Other Expenses						
(i) Advertising	20,426	20,599	16,993	59,155	49,117	63,407
(ii) Others	22,483	21,733	22,026	65,276	65,543	87,395
Total Expenses	97,014	103,429	97,475	295,482	291,597	385,889
3 Profit Before Exceptional Item and Tax (1-2)	44,340	45,781	32,693	128,947	99,282	142,088
4 Exceptional Item [Expense] (Refer Note 2)	-	-	-	1,950	934	1,121
5 Profit Before Tax (3-4)	44,340	45,781	32,693	126,997	98,348	140,967
6 Tax expense						
i) Current Tax	11,636	12,517	8,546	34,362	25,861	37,243
ii) Deferred Tax	(307)	(741)	(177)	(1,749)	(605)	(990)
7 Net Profit for the period (5-6)	33,011	34,005	24,324	94,384	73,092	104,714
8 Other Comprehensive Income (net of Tax)						
Items that will not be reclassified to Profit and Loss						
i) Re-measurement (losses) on defined benefit plans	-	-	-	-	-	(653)
ii) Tax adjustment on above	-	-	-	-	-	164
9 Total comprehensive income for the period (7+8)	33,011	34,005	24,324	94,384	73,092	104,225
10 Paid-up Equity Share Capital (Face value: Re 1/- per share)	2,720	2,720	2,720	2,720	2,720	2,720
11 Reserve excluding Revaluation Reserve						168,919
12 Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)	12.14	12.50	8.94	34.70	26.87	38.50

Notes

1. Sales, net of GST, for the quarter and nine months ended December 31, 2023 increased by 8.2% and 8.3% in comparison to the corresponding period sales, net of GST of the previous year.
2. Exceptional Item for the nine months ended December 31, 2023 includes severance and related expenses with respect to certain organisation structure changes of Rs. 1,950 Lakhs (nine months ended December 31, 2022 : Rs. 934 lakhs).
3. The Company has identified 'Personal Care (including Oral Care)' as its only primary reportable segment in accordance with the requirements of Ind AS 108, 'Operating Segments'. Accordingly, no separate segment information has been provided.
4. Previous period figures have been reclassified, as considered necessary, to conform with current period presentation, where applicable.
5. The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter and nine months ended December 31, 2023 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on January 22, 2024.

The full text of Colgate releases is available in the Investors section of our website at www.colgatepalmolive.co.in and is also available on www.bseindia.com and www.nseindia.com.

COLGATE-PALMOLIVE (INDIA) LIMITED

PRABHA
NARASIMHAN

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NARASIMHAN
Date: 2024.01.22 14:22:15
+05'30'

Mumbai

January 22, 2024

PRABHA NARASIMHAN
MANAGING DIRECTOR AND CEO

DIN : 08822860



NEWS RELEASE

Announcement of Results for the Quarter and Nine Months Ended December 31, 2023

Q3 Domestic Net Sales Growth @ 8.8%; NPAT growth of 35.7%
9M Domestic Growth Net Sales Growth @ 9.1% ; NPAT growth of 29.1%

- 9M EBITDA at 32.9% of Net Sales
- Relaunch of Colgate MaxFresh with new Campaign “#NeendBhagaoTaazgiJagao”
- Continued focus on building Oral Health in the country through “Brush at night”

Mumbai, 22 January 2024: Colgate-Palmolive (India) Limited announced its financial results for the quarter and nine months ended December 31, 2023

Q3 2023-2024 Highlights

Net Sales: Colgate-Palmolive (India) Limited reported a Net Sales of Rs. 1,386 crore for the quarter ended December 31, 2023, an increase of 8.2% over the previous year quarter. Domestic growth reported at 8.8% for the quarter.

Profitability: The Company reported a Net Profit after tax of Rs. 330 crore for the quarter as against Rs. 243 crore for the previous year quarter. This was a 35.7% growth for the quarter.

9M 2023-2024 Highlights

Net Sales: For the nine months ended December 31, 2023 the Company reported a Net Sales growth of 8.3% at Rs. 4,164 crore as compared to Rs. 3,846 crore for the same period in the previous year

Profitability: Net profit after tax for the nine months ended year was reported at Rs. 944 crore, an increase of 29.1% over the same period of the previous year.

Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited, said, "In this quarter, we reaffirmed our commitment to advancing the nation's oral health through 'The Sweet Truth - Brush at Night' campaign, reaching over 300 million people in urban India. With consumers at the core, our focus remains on strengthening the strategic pillars of driving

superiority - in our products, communication, and overall experience. Colgate MaxFresh underwent a relaunch, introducing a new-to-world proprietary formula infused with unique cooling crystals to deliver a superior freshness experience which is winning with consumers ahead of our direct competition.

We are pleased with top line growth for the quarter supported by the strong performance of our core equities. Profitability indicators are on an upward trend and we continue to enhance the investment support behind our brands. Our current performance underscores the effectiveness of our strategy, focus on technology, securing the right talent, and efforts in governance and cost management. These initiatives have yielded consistent growth for the company, with our toothpaste segment achieving double-digit growth and positive volume expansion."

ABOUT COLGATE-PALMOLIVE (INDIA) LIMITED

Colgate-Palmolive is a caring, innovative growth company that is reimagining a healthier future for all people, and the planet. Colgate-Palmolive (India) Limited is the market leader in Oral Care in the country, committed to delivering sustainable, profitable growth for its shareholders, while fostering an inclusive workplace for its people. With a primary focus on Oral Care & Personal Care in the Indian market, the company is recognized for its leadership and innovative efforts in advancing sustainability and community well-being. Among its recent accomplishments, the company has made significant strides in reducing plastic waste and promoting recyclability, conserving water and energy at its manufacturing facilities, and enhancing children's oral health through the Colgate Bright Smiles, Bright Futures® program. Since its inception in the mid-1970s, this program has touched the lives of more than 171 million children.

For more information about Colgate's global business and how it is building a future to smile about, visit: www.colgatepalmolive.co.in

Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.**Review Report to
The Board of Directors
Colgate-Palmolive (India) Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Colgate-Palmolive (India) Limited (the "Company") for the quarter ended December 31, 2023 and year to date from April 01, 2023 to December 31, 2023 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Company's Management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S R B C & C O L L P

Chartered Accountants

ICAI Firm registration number: 324982E/E300003

per Pritesh Maheshwari

Partner

Membership No.: 118746

UDIN: 24118746BKFZTJ8949

Bengaluru

January 22, 2024