



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

July 29, 2020

The Secretary  
BSE Limited  
P.J. Towers – 25<sup>th</sup> 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),

**Re: Unaudited Financial Results for the quarter ended June 30, 2020**

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 Director at their meeting held today have approved the Unaudited Financial Results for the quarter ended June 30, 2020. We enclose herewith a copy of the following:

- 1) Unaudited Financial Results for the quarter ended June 30, 2020;
- 2) Company's Statement for the above financial results, and
- 3) Limited Review Report of the Auditors.

Kindly take the above on record.

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

K. Randhir Singh  
Company Secretary & Compliance Officer

*Encl: a/a*

**COLGATE-PALMOLIVE (INDIA) LIMITED**

CIN: L24200MH1937PLC002700

Regd. Office: Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076

Tel.: (022) 6709 5050, Fax: (022) 2570 5088

Website. [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in) e-mail ID. [investors\\_grievance@colpal.com](mailto:investors_grievance@colpal.com)

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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 ENDED JUNE 30, 2020**

(Rs. in Lakhs)

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
<b>1 Income</b>				
<b>(a) Revenue from operations</b>				
(i) Sales (Refer Note 1)	103,360	106,235	107,599	448,757
(ii) Other Operating Income	702	891	887	3,752
<b>(b) Other Income</b>	628	1,964	1,517	4,924
<b>Total Income</b>	<b>104,690</b>	<b>109,090</b>	<b>110,003</b>	<b>457,433</b>
<b>2 Expenses</b>				
<b>(a) Cost of materials consumed</b>	24,225	32,112	31,143	135,033
<b>(b) Purchases of stock-in-trade</b>	8,266	5,884	5,884	24,411
<b>(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade</b>	2,745	(134)	11	(2,156)
<b>(d) Employee benefits expense</b>	9,068	8,989	8,346	33,228
<b>(e) Finance Cost</b>	199	198	231	962
<b>(f) Depreciation and Amortisation expense</b>	4,538	4,617	4,985	19,794
<b>(g) Other Expenses</b>				
(i) Advertising	11,393	15,550	15,131	62,602
(ii) Others	17,567	18,438	17,991	79,222
<b>Total Expenses</b>	<b>78,001</b>	<b>85,654</b>	<b>83,722</b>	<b>353,096</b>
<b>3 Profit Before Tax (1-2)</b>	<b>26,689</b>	<b>23,436</b>	<b>26,281</b>	<b>104,337</b>
<b>4 Tax expense (Refer Note 2)</b>				
i) Current Tax	7,433	3,276	9,331	24,750
ii) Deferred Tax	(562)	(255)	39	(2,060)
<b>5 Net Profit for the period/year (3-4)</b>	<b>19,818</b>	<b>20,415</b>	<b>16,911</b>	<b>81,647</b>
<b>6 Other Comprehensive Income (net of Tax)</b>				
<b>Items that will not be reclassified to Profit and Loss</b>				
i) Re-measurement (losses) on defined benefit plans	-	(2,075)	-	(2,075)
ii) Tax adjustment on above	-	522	-	522
<b>7 Total comprehensive income for the period/year (5+6)</b>	<b>19,818</b>	<b>18,862</b>	<b>16,911</b>	<b>80,094</b>
<b>8 Paid-up Equity Share Capital (Face value: Re 1/- per share)</b>	<b>2,720</b>	<b>2,720</b>	<b>2,720</b>	<b>2,720</b>
<b>9 Reserve excluding Revaluation Reserve</b>				<b>156,696</b>
<b>10 Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)</b>	<b>7.29</b>	<b>7.51</b>	<b>6.22</b>	<b>30.02</b>

**Notes**

1. Sales, net of GST, for the quarter ended June 30, 2020 decreased by 3.9% in comparison to the corresponding period of the previous year.
2. Tax expense for the quarter and year ended March 31, 2020 is net of prior year reversal of Rs. 3,099 Lakhs, whereas prior year reversals are Nil for the quarter ended June 30, 2020 and June 30, 2019.
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. The figures of the quarter ended March 31, 2020 are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial year, which were subjected to limited review.
5. Previous period/year figures have been reclassified, as considered necessary, to conform with current period/year presentation, where applicable.
6. The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended June 30, 2020 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 July 29, 2020.

The full text of Colgate releases is available in the Investors section of our website at [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in) and is also available on [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com).

**COLGATE-PALMOLIVE (INDIA) LIMITED**

RAM  
RAGHAVAN

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Date: 2020.07.29  
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**RAM RAGHAVAN**  
**MANAGING DIRECTOR**

**Mumbai**  
**July 29, 2020**



## NEWS RELEASE

*Mumbai, July 29, 2020*

***Announcement of Results for the Quarter Ended June 30, 2020  
Colgate Q1 Net Profit up 17% and Net Sales down -3.9%***

- *Net Sales down -3.9%*
- *Net Profit after tax for the quarter is higher by 17%*
- *Gross Margins up 30 bps & EBITDA for the quarter up 190 bps*

**Q1 2020-21:** Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1033.6 crore for the quarter ended June 30, 2020, a decrease of 3.9% over the same quarter of the previous year. Reported Net profit after tax for the quarter was Rs. 198.2 crore as against the Net Profit of Rs. 169.1 crore for the same quarter of the previous year.

**Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd,** said, “Despite a challenging start to the quarter, we are pleased with the results and pace of growth as the quarter progressed.

Our toothpaste business delivered positive sales growth for the quarter reflecting the strengthening brand attributes and portfolio performance. Brand penetration remained strong signaling the continued trust and faith consumers have with our brand. The toothbrush category, being more discretionary in nature, did impact our overall results.

Our sharp focus aimed at fulfilling demand and ensuring uninterrupted access ensured agile and innovative approaches, specifically in our Supply Chain and Distribution efforts. Our disciplined approach to managing all revenue and cost drivers, despite all the uncertainties and challenges around us on account of the pandemic, drove improvements in key financial metrics with gross margins and EBITDA at 65.9% and 29.8% respectively.

As an organisation we continue to live our values and remain focussed on the health and well being of our consumers, customers, business partners and employees - that remains our key priority.”

## **ACTIVITIES FOR THE QUARTER**

We continue to accelerate our innovation pace with our Palmolive hand sanitizer launch in April. We are also thrilled to announce the launch of a brand new range of toothbrushes, Colgate Gentle. Focused on providing the gentlest yet thorough cleaning experience, this portfolio has been designed with Dentists and is endorsed by the Indian Dental Association.

**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)

Independent Auditor's Review Report on the Quarterly 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 June 30, 2020 (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. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared 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. 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/300003E

**JAYESH**  
**MANHARLAL**  
**GANDHI**

Digitally signed by JAYESH  
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per Jayesh Gandhi  
Partner  
Membership No.: 037924  
UDIN: 20037924AAAAG1090

Mumbai  
July 29, 2020