



COLGATE-PALMOLIVE (INDIA) LIMITED

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Hiranandani Gardens,  
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www.colgatepalmolive.co.in  
CIN - L24200MH1937PLC002700

January 24, 2019

The Secretary  
BSE Limited  
Dalal Street  
Mumbai

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,

Sub: Unaudited Financial Results for the quarter ended December 31,2018

This has reference to our letter dated December 21, 2018 regarding the captioned subject. The Board of Directors at their meeting held on January 24, 2019 have approved the unaudited financial results for the quarter ended December 31, 2018. In this regard, we attach herewith a copy of the following:

- 1) Unaudited financial results for the quarter ended December 31, 2018
- 2) Company's Statement on the financial results
- 3) Limited Review Report of the Auditors

This is for your information and records.

Thanking you,

Very truly yours

**For Colgate-Palmolive (India) Limited**

K. Randhir Singh  
Company Secretary &  
Compliance Officer

Encl: a/a



**Notes**

1. Sales, net of GST for the quarter ended and nine months ended December 31, 2018 increased by 6% and 7% respectively, in comparison to the corresponding period of the previous year sales, net of GST/excise duty.
2. Sales for the year ended March 31, 2018 and nine months ended December 31, 2017 is gross of excise duty for the period till June 30, 2017 and subsequent to that, net of GST.
3. Tax expense for the quarter and nine months ended December 31, 2018 is net of prior year reversal of Rs. 897 Lakhs and 1300 Lakhs. Tax expense for the quarter and nine months ended December 31, 2017 is net of prior year reversal of Rs. 712 Lakhs and Rs. 1671 Lakhs respectively.
4. Exceptional Item for the nine months ended December 31, 2018 represents profit before tax of Rs. 3,412 Lakhs on the sale of the Company's former factory land and buildings at Aurangabad, Maharashtra. Exceptional Item for the year ended March 31, 2018 represents severance and related expenses of Rs 1,165 Lakhs with respect to certain organisation structure changes.
5. Ind AS 115 'Revenue from Contracts with Customers', mandatory for reporting periods beginning on or after April 1, 2018, replaces existing revenue recognition requirements. Under the modified retrospective approach, there were no significant adjustments required to the retained earnings as at April 1, 2018. The adoption of the standard did not have any material impact on the financial results.
6. 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.
7. Previous period/year figures have been reclassified, as considered necessary, to conform with current period presentation, where applicable.

The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter and nine months ended December 31, 2018 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 24, 2019.

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**



Mumbai  
January 24, 2019

  
ISSAM BACHAALANI  
MANAGING DIRECTOR



# Colgate World of Care

## NEWS RELEASE

Mumbai, January 24, 2019

### **Announcement of Results for the Quarter and Nine Months Ended December 31, 2018**

#### **Colgate Q3 Net Sales up 6% and Net Profit up 13%**

- Volume growth of 7%
- EBITDA margins expanded by 130 bps @29%
- Continued strong media investments and consumer offerings across brands
- Colgate launches Palmolive Facial Bars in key markets

**Q3 2018-19:** Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,091.6 crore for the third quarter of the financial year 2018-19, an increase of 6% over the same quarter of the previous year. Reported Net profit after tax for the quarter was Rs. 192.1 crore, an increase of 13% over the same quarter of the previous year.

**9M 2018-19:** Net Sales for the nine months ended December 31, 2018 was recorded at Rs. 3,285.8 crore, an increase of 7% (excluding GST impact) over the same period of the prior year. Reported net profit was at Rs. 578.0 crore, an increase of 19% over the prior period. Excluding the impact of exceptional items, the net profit increased by 13% over the same period of the prior year.

**Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd,** said, "Our strong and focussed efforts in the market resulted in a consistent topline growth driven by a healthy volume increase of 7% that led to a steady EBIDTA and NPAT growth. We are focussed on consumer driven innovations and impactful brand experiences through our strong equity advertising and consumer offerings. During the quarter, we not only launched new consumer offerings but also strengthened our brands further in the market.

In the '**Naturals**' portfolio our **Colgate Vedshakti** toothpaste continues to inspire greater consumer confidence. The product is supported by a 360° marketing campaign with a stronger communication featuring leading celebrities like Jyothika and Kajol.

To support the re-launch of India's largest selling toothpaste and Colgate's flagship brand - **Colgate Strong Teeth**, in Q3, we brought alive an evocative consumer communication of 'Daant Banaye Andar se Strong' (strengthens teeth from within), through 2 TVCs that convey how Colgate Strong Teeth adds natural Calcium to one's teeth to make them Andar se Strong, one of which features Deepika Padukone.

**Colgate Total™** was re-launched with a new Advanced Formula that provides superior protection for problem causing germs not just for your teeth but also for your tongue, cheeks and gums providing Whole Mouth Health.

Developed with nature's goodness and Palmolive's expertise, Colgate recently launched **Palmolive Facial Bars** that are specially designed for face cleansing. They are available in 3 exciting variants – Vitamin C&E, Turmeric & Tamarind and Charcoal.

Guided by our values of teamwork, continuous improvement and caring, we strive consistently to build a future that everyone can smile about."

### **ACTIVITIES IN Q3 2018-19:**

#### **Colgate Vedshakti:**

Colgate's Naturals toothpaste Colgate Vedshakti, was rolled out nationwide in 2018 and supported with celebrity endorsement from committed career women and mothers like Jyothika and Kajol. The campaign has been activated with television commercials, where each celebrity voices their reason to choose only Colgate Vedshakti.

#### **Colgate Strong Teeth**

To support Colgate's launch of its largest selling and flagship brand - **Colgate Strong Teeth**, a new television campaign - '**Andar se Strong**' was launched with 2 TVCs. Both the TVCs convey how Colgate Strong Teeth adds natural calcium to one's teeth, and are based on the theme that quite like a mother raises her child to be strong from within, Colgate Strong Teeth too makes one's teeth strong from within.

#### **Colgate Total**

Colgate Total was re-launched with a new proprietary DZA formula that provides superior protection for problem causing germs not just for your teeth but also for your tongue, cheeks and gums. The advanced formula works with the chemistry and biology of the mouth to proactively fight germs, food acids and stains which gives you Whole Mouth Health.

#### **Palmolive Facial Bar**

Launched in key markets, Palmolive Facial Bars are specially designed for face cleansing and has been developed with nature's goodness and Palmolive's expertise, in 3 exciting variants – Vitamin C&E, Turmeric & Tamarind and Charcoal. Its unique formula, enriched with fruit oil & natural extracts creates luxurious foam on usage and cleanses the skin from deep within to make it healthy and radiant.

#### **Colgate's Women Empowerment program in Alsigarh**

Colgate launched its women empowerment program in Alsigarh village, in partnership with the Udaipur-based NGO - Seva Mandir. The initiative's focus is on the economic development of women by providing them livelihoods in floriculture and backyard poultry. The initiative also supports water augmentation program in 9 tribal villages of Alsigarh, benefiting over 3500 people.

**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, as well as a specialized range of Professional Oral Care products. These have become an essential part of daily oral hygiene and professional oral care in India.


The Company also provides personal care products with its range of shower gels and liquid hand washes under the "Palmolive" brand name and shampoo under the "Halo" brand name.

Colgate has been ranked as India's #1 Most Trusted Brand across all categories for seven consecutive years from 2011-2017 by Brand Equity's Most Trusted Brands Survey. To know more about Colgate, please visit [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)

**Review Report to  
The Board of Directors  
Colgate-Palmolive (India) Limited**

1. We have reviewed the accompanying statement of unaudited Ind AS financial results of Colgate-Palmolive (India) Limited (the 'Company') for the quarter ended December 31, 2018 and year to date from April 1, 2018 to December, 31, 2018 (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 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').
2. 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 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review 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 is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and 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 applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S R B C & CO LLP**  
Chartered Accountants  
ICAI Firm registration number: 324982E/E300003

  
per **Jayesh Gandhi**  
Partner  
Membership No.: 037924



Mumbai  
January 24, 2019