



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 28, 2021

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),

Re: Unaudited Financial Results for the quarter ended December 31, 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 December 31, 2020. We enclose herewith a copy of the following:

- 1) Unaudited Financial Results for the quarter ended December 31, 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

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

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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, 2020

(Rs. in Lakhs)

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Nine Months Ended	Nine Months Ended	Year Ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income						
(a) Revenue from operations						
(i) Sales (Refer Note 1)	122,421	127,766	113,602	353,547	342,522	448,757
(ii) Other Operating Income	772	782	1,115	2,256	2,861	3,752
(b) Other Income	988	757	580	2,373	2,960	4,924
Total Income	124,181	129,305	115,297	358,176	348,343	457,433
2 Expenses						
(a) Cost of materials consumed	31,731	36,571	36,595	92,527	102,921	135,033
(b) Purchases of stock-in-trade	6,482	10,383	6,465	25,131	18,527	24,411
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(960)	(5,991)	(3,748)	(4,206)	(2,022)	(2,156)
(d) Employee benefits expense	8,688	9,660	7,704	27,416	24,239	33,228
(e) Finance Cost	189	182	292	570	764	962
(f) Depreciation and Amortisation expense	4,556	4,611	5,150	13,705	15,177	19,794
(g) Other Expenses						
(i) Advertising	19,830	16,441	14,339	47,664	47,052	62,602
(ii) Others	20,361	20,555	21,757	58,483	60,784	79,222
Total Expenses	90,877	92,412	88,554	261,290	267,442	353,096
3 Profit Before Tax (1-2)	33,304	36,893	26,743	96,886	80,901	104,337
4 Tax expense (Refer Note 2)						
i) Current Tax	8,772	9,456	6,969	25,661	21,474	24,750
ii) Deferred Tax	(304)	18	(136)	(848)	(1,805)	(2,060)
5 Net Profit for the period/year (3-4)	24,836	27,419	19,910	72,073	61,232	81,647
6 Other Comprehensive Income (net of Tax)						
Items that will not be reclassified to Profit and Loss						
i) Re-measurement (losses) on defined benefit plans	-	-	-	-	-	(2,075)
ii) Tax adjustment on above	-	-	-	-	-	522
7 Total comprehensive income for the period/year (5+6)	24,836	27,419	19,910	72,073	61,232	80,094
8 Paid-up Equity Share Capital (Face value: Re 1/- per share)	2,720	2,720	2,720	2,720	2,720	2,720
9 Reserve excluding Revaluation Reserve						156,696
10 Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)	9.13	10.08	7.32	26.50	22.51	30.02

Notes

1. Sales, net of GST, for the quarter ended and nine months ended December 31, 2020 increased by 7.8% and 3.2% respectively in comparison to the corresponding period of the previous year.
2. Tax expense for the 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 and nine months ended December 31, 2020 and December 31, 2019.
3. The Code on Social Security 2020 has been notified in the Official Gazette on 29th September 2020, which may impact the contributions by the Company towards certain employment benefits. The effective date from which the changes are applicable is yet to be notified, and the rules are yet to be framed. Impact if any of the changes will be assessed and accounted for in the period of notification of the relevant provisions.
4. 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.
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 for the quarter and nine months ended December 31, 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 January 28, 2021.

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.

Mumbai
January 28, 2021

COLGATE-PALMOLIVE (INDIA) LIMITED

RAM
RAGHAVAN
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Date: 2021.01.28
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RAM RAGHAVAN
MANAGING DIRECTOR



NEWS RELEASE

Mumbai, January 28, 2021

***Announcement of Results for the Quarter and Nine Months Ended December 31, 2020
Colgate Q3 Domestic Net Sales up 10.1% and Net Profit up 24.7%***

- *Gross Margins up 420 bps & EBITDA up by 250 bps*
- *Total Net Sales (including export) for Q3 2020-21 up by 7.8%*

Q3 2020-21: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,224.2 crore for the quarter ended December 31, 2020, an increase of 7.8% over the same quarter of the previous year. Domestic net sales for the quarter reported a healthy 10.1% growth. Reported Net profit after tax for the quarter was Rs. 248.4 crore as against the Net Profit of Rs. 199.1 crore for the same quarter of the previous year, a growth of 24.7%.

9M 2020-21 : Net Sales for the nine month ended December 31, 2021 was recorded at Rs. 3535.5 crore, an increase of 3.2% over the same period of the previous year. Reported net profit after tax for the same period was Rs. 720.7 crore, an increase of 17.7% over the previous period.

Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd, said, “We are very pleased with not only the continued momentum on the business but also the quality of the results across the P&L. Our strategic and disciplined approach to building brands, driving innovation & relentless focus on winning on the ground continues to deliver per our expectations. Particularly pleasing is the double digit sales growth (10.1%) we’ve delivered, striking the right balance between volume and pricing.

We continue to invest in our brands with higher advertising spends to support our innovations. Our continued efforts to amplify efficiencies across our operations have helped deliver strong gross margins, EBITDA and NPAT growth.

Our unwavering focus on the consumer and our efforts to re-define oral health is reflected in our recent new product launches. We’ve broadened the Colgate Vedshakti franchise from just toothpaste to newly introduced categories like Mouth spray and Oil Pulling.

In our efforts to create new segments, we have recently launched Asia's first Toothpaste for Diabetics. It's unique formula harnesses the goodness of Ayurvedic ingredients with cutting edge oral science helping diabetics to keep their gums strong and healthy.

We also expanded our Naturals toothbrush portfolio with the launches of Super Flexi Salt and Zig Zag Turmeric.

To make brushing an exciting and interactive learning experience and to help kids develop right oral care habits, we have launched Colgate Magik, a first of its kind augmented reality toothbrush that completely transforms toothbrushing time into a fun adventure.

We continue to focus our efforts on providing our consumers with a future they can smile about with their health and well-being at the core. We are thankful to our customers, business partners and employees for their continued support.”

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

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, 2020 and year to date from April 01, 2020 to December 31, 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 & CO LLP
Chartered Accountants

ICAI Firm registration number: 324982E/E300003

JAYESH
MANHARLAL
GANDHI

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per Jayesh Gandhi
Partner

Membership No.: 037924

UDIN: 21037924AAAAAN3516

Mumbai

January 28, 2021