



**COLGATE-PALMOLIVE (INDIA) LIMITED**

January 27, 2017

The Secretary  
BSE Limited  
P.J.Towers- 25<sup>th</sup> floor  
Dalal Street  
Mumbai- 400001

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

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,

Re: Unaudited Financial Results for the quarter ended December 31, 2016.

Enclosed please find herewith the following:

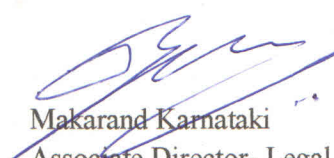
- 1) Unaudited financial results for the quarter ended December 31, 2016.
- 2) Company's statement on the above financial results
- 3) Limited Review Report of the Auditors.

Please note that the Board of Directors of the Company at their meeting held today approved and took the above financial results on record.

Kindly acknowledge the receipt.

Thanking you,

Very truly yours  
Colgate-Palmolive (India) Limited

  
Makarand Karnataka  
Associate Director- Legal &  
Company Secretary

Encl: a/a

File: Stock Exchange

**STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2016**

Particulars	Quarter	Quarter	Quarter	Nine Months	Nine Months
	Ended December 31, 2016 (Unaudited)	Ended September 30, 2016 (Unaudited)	Ended December 31, 2015 (Unaudited)	Ended December 31, 2015 (Unaudited)	Ended December 31, 2015 (Unaudited)
<b>PART I</b>					
1	Income from Operations	98,162	119,492	107,340	331,808
	(a) Net Sales (incl. Excise Duty)/ Income from Operations	960	826	849	2,541
	(b) Other Operating Income	99,122	120,318	108,189	334,349
	Total Income from Operations (net)				
2	Expenses	25,626	32,177	25,210	89,251
	(a) Cost of materials consumed	7,116	7,399	10,213	21,021
	(b) Purchases of stock-in-trade	(1,153)	(480)	(136)	(1,412)
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	11,664	14,660	12,505	39,919
	(d) Excise Duty	6,521	7,306	6,585	21,219
	(e) Employee benefits expense	3,417	3,330	2,949	9,911
	(f) Depreciation and Amortisation expense	8,391	12,797	10,584	36,748
	(g) Advertising	19,551	18,983	19,358	57,548
	(h) Other Expenses	81,133	96,172	87,268	274,205
	Total Expenses				
3	Profit from Operations before Other Income, Finance Costs and Exceptional Items (1-2)	17,989	24,146	20,921	60,144
4	Other Income	1,090	1,128	977	3,180
5	Profit before Finance Costs and Exceptional Items (3+4)	19,079	25,274	21,898	63,324
6	Finance Costs	-	-	-	-
7	Profit after Finance Costs but before Exceptional Items (5-6)	19,079	25,274	21,898	63,324
8	Exceptional Items (Refer Note 3)	-	-	-	-
9	Profit before tax (7-8)	19,079	25,274	21,898	63,324
10	Tax expense (Refer Note 9)	6,297	7,143	5,387	19,839
11	Net Profit for the period (9-10)	12,782	18,131	16,511	43,485
12	Other comprehensive income, net of tax	(184)	(53)	(72)	(290)
	A. Items that will not be reclassified to profit or loss	-	-	-	-
	B. Items that will be reclassified to profit or loss	-	-	-	-
13	Total comprehensive income for the period (11+12)	12,598	18,078	16,439	43,195
14	Paid-up Equity Share Capital (Face Value: Re 1/- per share)	2,720	2,720	2,720	2,720
15	Basic and Diluted Earnings per share (of Re./- each) (not audited)	4.70	6.67	6.07	15.99



IB



**Notes**

1. Net Sales (incl. Excise Duty) for the quarter ended December 31, 2016 is Rs. 98,162 Lakhs as against Rs. 107,340 Lakhs for the quarter ended December 31, 2015. Net Sales (incl. Excise Duty) for nine months ended December 31, 2016 Rs. 331,808 Lakhs as against Rs. 317,662 Lakhs for the nine months ended December 31, 2015.
2. Net profit before tax and Exceptional Items for the quarter ended December 31, 2016 is Rs. 19,079 Lakhs as against Rs. 21,898 Lakhs for the quarter ended December 31, 2015. Net profit before tax and Exceptional Items for the nine months ended December 31, 2016 is Rs. 63,324 Lakhs as against Rs. 64,365 Lakhs for the nine months ended December 31, 2015.
3. On April 29, 2015, the Company announced a Voluntary Retirement Scheme (VRS) for the employees at the toothpowder manufacturing facility at Waluj, Aurangabad, Maharashtra. The scheme was accepted on May 4, 2015 by all affected employees. Post acceptance of the offer by all the workmen under the said Scheme, the toothpowder manufacturing operations at the Aurangabad factory were discontinued effective May 5, 2015. Exceptional items for the nine months ended December 31, 2015 comprise of VRS expenses of Rs. 2,926 Lakhs and other expenses of Rs. 208 Lakhs pertaining to the discontinuance of the operations at the Aurangabad factory. The Company is currently in discussion with a party for transfer of rights in respect of the aforesaid property.
4. The Company had declared a First Interim Dividend of Rs. 10,880 Lakhs (Rs. 4 per share) on October 28, 2016, which was paid on November 23, 2016 and declared Second Interim Dividend of Rs. 8,160 Lakhs (Rs. 3 per share) on December 5, 2016, which was paid on December 27, 2016.
5. This Statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS), prescribed under Section 133 of the Companies Act, 2013, and other recognised accounting practices and policies to the extent applicable. Beginning April 1, 2016, the Company has for the first time adopted Ind AS with a transition date of April 1, 2015.
6. The format for unaudited quarterly results as prescribed in SEBI's Circular CIR/CFD/CMD/15/2015 dated November 30, 2015 has been modified to comply with the requirements of SEBI's circular dated July 5, 2016, Ind AS and Schedule III (Division II) to the Companies Act, 2013, which are applicable to Companies that are required to comply with Ind AS.
7. The Statement does not include Ind AS-compliant statement of results for the previous year ended March 31, 2016 as the same is not mandatory as per SEBI's circular dated July 5, 2016.
8. The reconciliation of Net Profit reported in accordance with Indian GAAP to Total Comprehensive Income in accordance with Ind AS is given below:

Particulars	(Rs. in Lakhs)	
	Quarter Ended December 31, 2015	Nine Months Ended December 31, 2015
Net Profit as per previous GAAP (Indian GAAP)	15,941	43,062
Add/(Less) - Adjustment for Ind-AS (net of tax):		
Impact of accounting of stock-options/restricted stock units of Holding Company granted to Company's employees	477	512
Actuarial Loss on Defined Benefit Plans considered under Other Comprehensive Income	72	159
Net impact of Fair Valuation of Security Deposit	(4)	(18)
Others	25	75
<b>Net Profit as per Ind AS</b>	<b>16,511</b>	<b>43,790</b>
Other Comprehensive Income (net of tax):		
Actuarial Loss on Defined Benefit Plans	(72)	(159)
<b>Total Comprehensive Income</b>	<b>16,439</b>	<b>43,631</b>

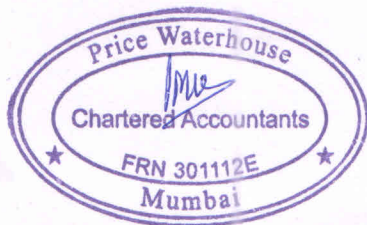
9. Tax expense for the quarter and nine months ended December 31, 2016 includes prior period reversal of Rs. 202 Lakhs and Rs. 1,617 Lakhs respectively (corresponding quarter and nine months of the previous year Rs. 1,856 Lakhs and Rs. 3,109 lakhs respectively).
10. The Company has identified 'Personal 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.
11. Previous period 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 above Financial results as required under Regulation 33 of 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 27, 2017.

The full text of Colgate releases is available: [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)

Mumbai  
January 27, 2017



COLGATE-PALMOLIVE (INDIA) LIMITED

ISSAM BACHAALANI  
MANAGING DIRECTOR





# Colgate World of Care

## NEWS RELEASE

Mumbai, January 27, 2017

### **Colgate voted India's # 1 Most Trusted Brand 6<sup>th</sup> year in a row Maintains market leadership position in Oral Care**

- *Colgate's business fundamentals remain very strong*
- *Proactive measures initiated to counter liquidity crunch in the market*
- *Q3 Net Sales down by 8.6%, temporarily impacted by the liquidity crunch*
- *Q3 Gross Margins expands by 40 bps*
- *Q3 Net profit after tax, excluding tax reversals, is down by 14.2%*
- *Gradual pickup seen in the market as the liquidity situation improves*

**Q3 2016-17:** Colgate-Palmolive India today reported net sales for the quarter ending December 31, 2016, at Rs. 981.6 crore, a decrease of 8.6% over Q3 previous year. Net profit before tax is at 190.8 crore, a decrease of 12.9% over previous year. Reported Net profit after tax at Rs. 127.8 crore, includes net tax reversals of Rs 16.5 crore. Excluding the impact of these reversals, Net profit after tax for Q3 2016-17 is a decrease of 14.2%.

**9M 2016-17:** Reported net sales for nine months ending December 31, 2016, are Rs. 3318.1 crore, an increase of 4.5% over last year. Net profit before tax is Rs. 633.2 crore, an increase of 3.4% over previous year. Reported Net profit after tax at Rs. 434.8 crore, includes net tax reversals of Rs 14.9 crore. Excluding the impact of these reversals, Net profit after tax for 9M 2016-17 is an increase of 2.9%.

The Company has maintained its leadership position in both Toothpaste and Toothbrush categories in Jan-Dec 2016 period, with the volume market share in Toothpaste category at 55.4% and in the Toothbrush category at 47.0%.

### **CONTINUING BUSINESS GROWTH**

**Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd,** said "In the wake of the liquidity crunch during the quarter, we took proactive measures to support our business partners to ensure ease of business. We extended credit to our customers, provided additional incentives, accelerated processing of trade claims and advanced payments to our supply chain partners to address liquidity issues. We see gradual pickup in the market as the liquidity situation improves.

Colgate continues to maintain its leadership stance in the market. We remain committed to conducting business ethically and with integrity. Our business fundamentals remain very strong, with the consumer being at the heart of everything we do. We continue to deliver insight-driven innovations while driving sustainable growth and furthering the cause of oral health in India."

## **NEW INTRODUCTIONS IN FY 16-17**

**Colgate Cibaca VedShakti:** An excellent natural solution to take care of all your oral care needs. The new natural toothpaste has the power of six natural ingredients. Developed using Colgate's expertise in oral care, Colgate Cibaca Vedshakti is enriched with the power of nature that helps in keeping your family's teeth healthy and problem-free for long.

**Colgate Sensitive Clove:** Our first sensitivity toothpaste with natural ingredient. Colgate Sensitive Clove, a natural product based toothpaste, provides protection against sensitivity. Formulated with Potassium nitrate and clove oil, it penetrates deep into open dentin tubules to soothe sensitive areas of teeth. Regular usage provides long lasting protection from sensitivity.

**Colgate Kids Toothpaste:** A new range of toothpastes for kids aged 2 to 5, with two delightful flavors and exciting animal cartoons.

**Colgate MaxFresh Power Freeze Toothpaste:** A new invigorating gel toothpaste infused with cooling crystals, which dissolve as you brush for a new dimension of freshness.

## **MOST TRUSTED BRAND**

Colgate has been ranked as India's #1 Most Trusted Brand in The Economic Times' Brand Equity 2016 annual survey for the 6th consecutive year.

## **HIGHLIGHT PROGRAMS**

**Oral Health Month (OHM):** Colgate-Palmolive (India) Limited in partnership with the Indian Dental Association has been working towards educating consumers on adopting and maintaining healthy oral hygiene in their daily lives, for 13 years now. Oral Health Month is a focused two-month long activity where we provide free dental check-ups to people. Till date, the program has reached over 30 million people across India.

**Learn & Win Offer:** Launched in October, this was a limited time offer that aimed to educate kids by using the inside of the toothpaste pack to share interesting facts about the country, and giving them a chance to win a Tablet just by giving a missed call on the toll free number printed on the pack.

## **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 on the internet at [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)

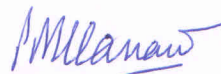


The Board of Directors  
Colgate-Palmolive (India) Limited  
Colgate Research Centre, Main Street  
Hiranandani Gardens, Powai  
Mumbai - 400 076.

1. We have reviewed the unaudited financial results of Colgate-Palmolive (India) Limited (the "Company") for the quarter ended December 31, 2016 which are included in the accompanying 'Statement of unaudited results for the quarter and nine months ended December 31, 2016' together with the notes thereon (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015") and SEBI Circular dated July 5, 2016, which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Further, the Management is also responsible to ensure that the accounting policies used in preparation of this Statement are consistent with those used in the preparation of the Company's opening unaudited Balance Sheet as at March 31, 2015 prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (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.
3. 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 Statement has not been prepared in all material respects in accordance with Ind AS and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 and SEBI circular dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We draw attention to Note 5 to the Statement which states that the Company has adopted Ind AS for the financial year commencing from April 1, 2016, and accordingly, the Statement has been prepared by the Company's Management in compliance with Ind AS.

Our conclusion is not qualified in respect of the above matter.

For Price Waterhouse  
Firm Registration Number: 301112E  
Chartered Accountants



Pradip Kanakia  
Partner  
Membership Number: 39985

Mumbai  
January 27, 2017