



COLGATE-PALMOLIVE (INDIA) LIMITED

August 3, 2017

The Secretary
BSE Limited
P.J.Towers, 25th floor
Dalal Street
Mumbai 400 001

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

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

Scrip Code: 500830

Symbol: COLPAL
Series: EQ

Dear Sirs:

Sub: Unaudited Financial Results for the quarter ended June 30, 2017

Enclosed please find herewith the following:

1. Unaudited Financial results for the quarter ended June 30, 2017;
2. Company's Statement for the above financial results; and
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.

Very truly yours,
Colgate-Palmolive (India) Limited


Makarand Karnataki
Associate Director – Legal &
Company Secretary

Encl :a/a

File: (1) 76th AGM – post agm / bd 611

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER ENDED JUNE 30, 2017

Particulars	(Rs in Lakhs)			
	Quarter Ended June 30, 2017 (Unaudited)	Quarter Ended March 31, 2017 (Refer Note 6)	Quarter Ended June 30, 2016 (Unaudited)	Year Ended March 31, 2017 (Audited)
1 Income				
(a) Revenue from operations	110,988	117,177	114,154	448,985
(i) Net Sales (incl. Excise Duty)	868	494	755	3,035
(ii) Other Operating Income	1,245	801	1,008	3,981
(b) Other Income				
Total Income	113,101	118,472	115,917	456,001
2 Expenses				
(a) Cost of materials consumed	29,490	26,349	30,329	115,600
(b) Purchases of stock-in-trade	7,172	10,454	7,671	31,475
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(823)	1,970	221	558
(d) Excise Duty	14,045	13,919	13,595	53,838
(e) Employee benefits expense	7,272	7,631	7,392	28,850
(f) Depreciation and Amortisation expense	3,729	3,413	3,164	13,324
(g) Other Expenses				
(i) Advertising	14,335	14,425	15,560	51,173
(ii) Others	18,183	18,492	19,014	76,040
Total Expenses	93,403	96,653	96,946	370,858
3 Profit before tax (1-2)	19,698	21,819	18,971	85,143
4 Tax expense (Refer Note 3)				
i) Current Tax	5,910	6,660	5,771	25,346
ii) Deferred Tax	150	901	628	2,054
5 Net Profit for the period/year (3-4)	13,638	14,258	12,572	57,743
6 Items that will not be reclassified to Profit and Loss				
i) Actuarial Loss on Defined Benefit Plan	(120)	(347)	(81)	(791)
ii) Tax adjustment on above	42	120	28	274
7 Total comprehensive income for the period/year (5+6)	13,560	14,031	12,519	57,226
8 Paid-up Equity Share Capital (Face value: Re 1/- per share)	2,720	2,720	2,720	2,720
9 Basic and Diluted Earnings per share (of Re 1/- each) (not audited)	5.01	5.24	4.62	21.23



Notes

1. Net Sales for the quarter ended June 30, 2017 shows a decline of 3% at Rs. 110,988 Lakhs as against Rs. 114,154 Lakhs for the quarter ended June 30, 2016.
2. Net profit before tax for the quarter ended June 30, 2017 shows an increase of 4% at Rs. 19,698 Lakhs as against Rs. 18,971 Lakhs for the quarter ended June 30, 2016.
3. Tax expense for the quarter ended June 30, 2017 includes prior year reversal of Rs. 781 Lakhs (Quarter ended June 30, 2016 Rs. Nil).
4. The toothpowder manufacturing operations at the Aurangabad factory, Waluj, Maharashtra were discontinued effective May 5, 2015 and in respect of the aforesaid property, the Company has filed an application with the Maharashtra Industrial Development Corporation (MIDC) for seeking their permission to effect the transfer of rights in favour of a prospective buyer and is actively engaged with MIDC.
5. 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.
6. The figures for the quarter ended March, 2017 are the balancing figures between audited figures in respect of the full previous financial year and the published year-to-date figures up to the third quarter of the relevant financial year.
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 ended June 30, 2017 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 August 03, 2017.

The full text of Colgate releases is available: www.colgatepalmolive.co.in



COLGATE-PALMOLIVE (INDIA) LIMITED



ISSAM BACHAALANI
MANAGING DIRECTOR

Mumbai
August 03, 2017

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 June 30, 2017 which are included in the accompanying “Statement of unaudited results for the quarter ended June 30, 2017” (the “Statement”). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing Regulations, 2015”), 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. 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 the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 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 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Price Waterhouse
Firm Registration Number: 301112E
Chartered Accountants



Pradip Kanakia
Partner
Membership Number: 039985

Place: Mumbai
Date: August 3, 2017



NEWS RELEASE

Mumbai, August 03, 2017

Q1 Net Profit up 8%, Q1 Net Sales down 3%

- *Net Sales performance impacted primarily due to GST transition*
- *Gross margin expanded by 50 bps*
- *EBDITA expanded by 150 bps at 20% to sales*
- *Continued strong media investment behind our core equities*
- *GST benefits passed on to consumers from July 1st shipments*
- *Colgate wins India Digital Media Award for "Pocket Dentist" – an initiative to address oral health questions in rural areas*

Q1 2017-18 : Colgate-Palmolive (India) Ltd today reported Net Sales for the quarter ended June 30, 2017 of Rs. 1109.9 crore, a decrease of 3% over Q1 of the previous year, largely due to destocking in the trade channel ahead of the implementation of GST. Volume declined 5% during the quarter.

Reported Net profit after tax for the quarter was Rs. 136.4 crore, an increase of 8% vs Q1 of the previous year.

The Company continues to maintain its leadership position in both the Toothpaste and Toothbrush categories, with volume market shares at 54.3% and 45.0% respectively in Q1 2017-18.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "In the run up to the implementation of GST, we did expect many challenges including an impact on trade pipeline inventory. Colgate has been long preparing for this and in anticipation took necessary steps to minimize business disruption. We are pleased to inform that the required changeover in our systems and processes has been smoothly accomplished.

Despite the transition challenges leading to softness in sales, we are pleased to report an 8% increase in profits, margin expansion of 50 bps and EBITDA by 150 bps.

GST has enabled us to pass on the benefits to our consumers leading to a reduction in MRPs by 8 to 9% for our key categories of Toothpastes and Toothbrushes.

We continue to focus on our priorities of strengthening the core of our business and driving competitive and profitable growth while staying committed to our values and sustainability initiatives."

MAJOR ACTIVITIES IN 2017

Colgate Star Toothbrush: An entry toothbrush product that has been launched in select markets to drive penetration at the bottom of the pyramid, this toothbrush also comes with a tongue cleaner.

Colgate Slim Soft Advanced Toothbrush: It has dual core slim tip bristles that gently reach 7X deeper below the gum line and makes gums 300% healthier vs. an ordinary flat trim toothbrush.

Palmolive Body Wash Men's Range: Palmolive Men Body washes are available in three exciting variants: *Palmolive Men Energizing*, *Palmolive Men Refreshing* and *Palmolive Men Sensitive*.

Palmolive Men Shaving Foams: The product helps soften your beard as you shave, allowing your razor to get close to your skin without causing skin irritation and is available in two exciting variants: Palmolive Men Classic and Palmolive Men Cool.

Pocket Dentist: Colgate's mobile ring-back service providing easy dental care information access in rural India received multiple honors at the India Digital Media Awards (IDMA) in June 2017. It is currently live in two districts of Uttar Pradesh, and is run in partnership with Indian Dental Association. It detects multiple dialects and responds to the 30 most common oral health questions to address 91% of rural dwellers' oral health problems in areas where over 80% of rural households may have only an access to basic mobile phones. Villagers can access 'Pocket Dentist' with a free of charge missed call from basic mobile, without data charges and receive a no-cost call-back in their dialect within minutes.

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.

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 at www.colgatepalmolive.co.in