



COLGATE-PALMOLIVE (INDIA) LIMITED

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Fax : (91 22) 25705088
www.colgatepalmolive.co.in
CIN : L24200MH1937PLC002700

February 5, 2018

The Secretary
Bombay Stock Exchange 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

Dear Sir,

Re: Unaudited Financial Results for the quarter ended December 31, 2017

Enclosed please find herewith the following:

1. Unaudited financial results for the quarter ended December 31, 2017
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.

Thanking you,

Very truly yours
Colgate-Palmolive (India) Limited

M. S. Jacob
Whole-time Director & CFO

Encl: a/a

File: Stock Exchange / BD 614 India

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2017

Particulars	(Rs in Lakhs)			
	Quarter Ended December 31, 2017 (Unaudited)	Quarter Ended September 30, 2017 (Unaudited)	Quarter Ended December 31, 2016 (Unaudited)	Year Ended March 31, 2017 (Audited)
1 Income				
(a) Revenue from operations	102,697	107,798	98,162	448,985
(i) Net Sales (Refer Note 1)	635	690	960	3,035
(ii) Other Operating Income	904	885	1,090	3,981
(b) Other Income	104,236	109,373	100,212	456,001
Total Income				
	102,697	107,798	98,162	448,985
	635	690	960	3,035
	904	885	1,090	3,981
	104,236	109,373	100,212	456,001
2 Expenses				
(a) Cost of materials consumed	27,456	31,423	25,626	115,600
(b) Purchases of stock-in-trade	8,282	7,565	7,116	31,475
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	240	707	(1,153)	558
(d) Excise Duty	-	-	11,664	53,838
(e) Employee benefits expense	7,504	8,234	6,521	28,850
(f) Depreciation and Amortisation expense	3,957	3,917	3,417	13,324
(g) Other Expenses				
(i) Advertising	12,070	11,923	8,391	51,173
(ii) Others	19,538	18,575	19,551	76,040
Total Expenses				
	79,047	82,344	81,133	370,858
3 Profit before tax (1-2)				
	25,189	27,029	19,079	85,143
4 Tax expense (Refer Note 3)				
i) Current Tax	7,828	8,804	5,829	25,346
ii) Deferred Tax	296	468	468	2,054
5 Net Profit for the period/year (3-4)				
	17,065	17,757	12,782	57,743
6 Other Comprehensive Income (net of Tax)				
Items that will not be reclassified to Profit and Loss				
i) Actuarial Loss on Defined Benefit Plan	(120)	(120)	(282)	(791)
ii) Tax adjustment on above	42	41	98	274
7 Total comprehensive income for the period/year (5+6)				
	16,987	17,678	12,598	57,226
8 Paid-up Equity, Share-Capital				
(Face value: Rs 1/- each)	2,720	2,720	2,720	2,720
9 Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)				
	6.27	6.53	4.70	21.23



BY **SIGNED FOR IDENTIFICATION**

(Face value: Rs 1/- each)

S R B C & CO LLP
MUMBAI

Notes

1. Sales for the quarter ended December 31, 2017 and September 30, 2017 is net of Goods and Service Tax (GST) however, sales for the quarter ended December 31, 2016 and nine months ending December 31, 2016 is gross of Excise Duty.
2. Sales, net of GST/Excise Duty for the quarter and nine months ended December 31, 2017 increased by 18.7.% and 5.3%, respectively, in comparison to the corresponding period of the previous year.
3. Tax expense for the quarter and nine months ended December 31, 2017 includes prior year reversals of Rs.712 Lakhs and Rs. 1671 Lakhs (corresponding quarter and nine months of previous year is Rs 202 and Rs. 1617 Lakhs) respectively.
4. The toothpowder manufacturing operations at the Aurangabad factory, Waluj, Maharashtra were discontinued effective May 5, 2015. The Company has received approval from the Maharashtra Industrial Development Corporation (MIDC) for transfer of its rights in the aforesaid property in favour of a prospective buyer. The Company currently expects the transaction to close in the near future.
5. The Company had declared a First Interim Dividend of Rs. 4 per share aggregating to Rs. 13,094 Lakhs (including dividend distribution tax) on October 16, 2017, which was paid on November 10, 2017 and declared Second Interim Dividend of Rs. 4 per share aggregating to Rs. 13,094 Lakhs (including dividend distribution tax) on December 11, 2017, which was paid on December 29, 2017.
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, 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 February 05, 2018

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

Mumbai
February 05, 2018



COLGATE-PALMOLIVE (INDIA) LIMITED

ISSAM BACHALANI
MANAGING DIRECTOR



Colgate World of Care

NEWS RELEASE

Mumbai, February 5, 2018

Q3 Net Sales up 19% on adjusted basis and Net Profit up 34%

- Q3 Net Sales up 19% on adjusted basis* (Reported: +5%)
- Gross margin expanded by 150 bps on adjusted basis* (Reported: +900 bps)
- EBDITA growth at 32% for the quarter
- Colgate Swarna Vedshakti delivering strong results in the Naturals portfolio

* Net Sales and Gross Margin have been restated for impact of GST (Refer to Net Sales Reconciliation below)

Colgate-Palmolive (India) Ltd today reported Net Sales for the quarter ended December 31, 2017 at Rs. 1,026.9 crore, an increase of 5% over Q3 of the previous year. Excluding the accounting impact of GST implementation, Net Sales increased by 19% over the previous year (Refer to Net Sales Reconciliation below). Volume increased by 12%.

Reported Net Profit after Tax for the quarter was Rs. 170.6 crore, an increase 34% over Q3 of the previous year. Excluding the impact of tax reversals in both periods, Net Profit after Tax increased by 30% over Q3 of the previous year.

The Company continues to maintain its leadership position in both the Toothpaste and Toothbrush categories, with volume market shares for the period Jan-Dec'17 at 53.7% and 45.1% respectively.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "As the operating environment stabilizes post the implementation of GST, we are pleased to report overall strong results.

Colgate's core competency of delivering innovations based on consumer insights has helped to strengthen our Naturals portfolio in India with the addition of Colgate Swarna Vedshakti. We have seen a strong consumer response to the toothpaste in the geographies where it has been launched.

Colgate's Oral Health Month (OHM) program, now in its 14th edition is conducted in partnership with the Indian Dental Association (IDA). OHM-2017 (Nov'17-Jan'18) is targeted to provide 6.2 million free dental check-ups by partnering with 35,000+ IDA Dentists across - 1276 cities, 156 Army canteens in 63 cities, and 81 modern trade store outlets across the length and breadth of the country. This year, access to the OHM program was further enhanced by integrating it with our Pocket Dentist service, a voice-based interactive program available in 10 regional languages. Pocket Dentist enabled people to avail of instant dental advice and free dental check-ups by giving a missed call on a toll-free number provided on the Colgate toothpaste packs. Through initiatives like the OHM program, Colgate is delivering its commitment to 'Keep India Smiling'."

KEY ACTIVITIES IN FY 2017-18

Colgate Swarna Vedshakti: A premium toothpaste launched in the 'Naturals' category, Colgate Swarna Vedshakti blends the goodness of Indian natural ingredients of Aloe Vera, Clove, Honey, Tulsi, Neem and Amla with Colgate's oral care expertise, and effectively delivers holistic Oral Care.

Colgate Neo Toothbrush: An aesthetically designed toothbrush available in 6 exciting & differentiating colour combinations with 3636 high density bristles. Its Ultrasoft bristles gently clean your teeth.

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 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.

Asia Book of Records: Colgate, in partnership with Indian Dental Association (IDA), Sri Ramachandra University (SRU) and Rotary International District 3232, made a proud entry in the **Asia Book of Records, for 'Most People Brushing their Teeth together'**. Aimed at educating people about Oral hygiene and the right techniques for brushing, the event witnessed a total 23,615 people – including school children and adults – brushing their teeth in the right manner, at the same time at the same venue (SRU grounds), using Colgate Toothpaste and Colgate Toothbrushes.

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

Net Sales Reconciliation

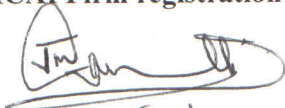
Particulars (Rs. In Lakhs)	(Rs in Lakhs)		
	Quarter ended December 31, 2017	Quarter ended December 31, 2016	Incr/ Decr
Net Sales (as reported)	102,697	98,162	5%
Less: Excise Duty	-	11,664	
Net Sales (as adjusted)	102,697	86,498	19%

**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, 2017 and year to date from April 1, 2017 to December 31, 2017 (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, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 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 Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. The comparative Ind AS financial information of the Company for the corresponding quarter December 31, 2016 were reviewed by the predecessor auditor and the Ind AS financial statements of the Company for the year ended March 31, 2017, were audited by predecessor auditor who expressed an unmodified opinion on those financial information/statements on January 27, 2017 and May 15, 2017 respectively.

For S R B C & CO LLP

Chartered Accountants

ICAI Firm registration number: 324982E/E300003**per Jayesh Gandhi**

Partner

Membership No.: 037924

Place: Mumbai

Date: February 5, 2018

