



**COLGATE-PALMOLIVE (INDIA) LIMITED**

May 21, 2018

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

The Secretary, BSE Limited Dalal Street Mumbai	The Manager – Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block – G Bandra – Kurla Complex Bandra (East), Mumbai 400 051
Scrip Code: 500830	Symbol: COLPAL                      Series: EQ

Dear Sir/Madam,

Re: Audited Financial Results for the quarter and year ended March 31, 2018

Enclosed please find herewith the following:

- 1) Audited financial results for the quarter and financial year ended March 31, 2018;
- 2) Company's statement on the above financial results;
- 3) Independent Auditors' Report.

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

Further, pursuant to Regulation 33 (3) (d) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, as amended by from time to time. We hereby declare that, the Statutory Auditors of the Company, S R B C & CO LLP, Chartered Accountants, (Firm Registration No. 324982E/E300003) have issued an Audit Report with unmodified opinion on the annual Audited Financial Results of the Company for the financial year ended March 31, 2018.

The Board also approved the closure of Register of Members and the Share Transfer Books of the Company from Friday, July 20, 2018 to Thursday, July 26, 2018 (both days inclusive) for the purpose of 77<sup>th</sup> Annual General Meeting of the Company.

The intimation regarding closure of Register of Members is enclosed herewith.

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

STATEMENT OF RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018

Particulars	(Rs in Lakhs)			
	Quarter Ended March 31, 2018 (Audited)	Quarter Ended December 31, 2017 (Unaudited)	Quarter Ended March 31, 2017 (Unaudited)	Year Ended March 31, 2017 (Audited)
<b>1 Income</b>				
(a) Revenue from operations	108,506	102,697	117,177	429,989
(i) Net Sales (Refer Note 1)	660	635	494	2,853
(ii) Other Operating Income	848	904	932	3,882
(b) Other Income				4,112
<b>Total Income</b>	<b>110,014</b>	<b>104,236</b>	<b>118,603</b>	<b>436,724</b>
<b>2 Expenses</b>				
(a) Cost of materials consumed	30,528	27,456	26,349	118,897
(b) Purchases of stock-in-trade	5,424	8,282	10,454	28,443
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,544	240	1,970	1,668
(d) Excise Duty	-	-	13,919	14,045
(e) Employee benefits expense	7,583	7,504	7,631	30,593
(f) Depreciation and Amortisation expense	4,048	3,957	3,413	15,651
(g) Other Expenses				
(i) Advertising	14,355	12,070	14,425	52,683
(ii) Others	18,980	19,538	18,623	75,276
<b>Total Expenses</b>	<b>82,462</b>	<b>79,047</b>	<b>96,784</b>	<b>337,256</b>
<b>3 Profit Before Exceptional Item and Tax (1-2)</b>	<b>27,552</b>	<b>25,189</b>	<b>21,819</b>	<b>99,468</b>
<b>4 Exceptional Item (Refer Note 4)</b>	<b>1,165</b>	<b>-</b>	<b>-</b>	<b>1,165</b>
<b>5 Profit Before Tax (3-4)</b>	<b>26,387</b>	<b>25,189</b>	<b>21,819</b>	<b>98,303</b>
<b>6 Tax expense (Refer Note 3)</b>				
i) Current Tax	7,677	7,828	6,660	30,219
ii) Deferred Tax	(167)	296	901	747
<b>7 Net Profit for the period/year (5-6)</b>	<b>18,877</b>	<b>17,065</b>	<b>14,258</b>	<b>67,337</b>
<b>8 Other Comprehensive Income (net of Tax)</b>				
Items that will not be reclassified to Profit and Loss				
i) Re-measurement gains/ (losses) on defined benefit plans	525	(120)	(348)	165
ii) Tax adjustment on above	(182)	42	121	(57)
<b>9 Total comprehensive income for the period/year (7+8)</b>	<b>19,220</b>	<b>16,987</b>	<b>14,031</b>	<b>67,445</b>
<b>10 Paid-up Equity Share Capital (Face value: Re 1/- per share)</b>	<b>2,720</b>	<b>2,720</b>	<b>2,720</b>	<b>2,720</b>
<b>11 Reserve excluding Revaluation Reserve</b>				
				149,741
<b>12 Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)</b>	<b>6.94</b>	<b>6.27</b>	<b>5.24</b>	<b>24.76</b>

SIGNED FOR IDENTIFICATION  
BY  
S R B C & CO LLP  
MUMBAI



**Colgate-Palmolive (India) Limited**

Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076

CIN : L24200MH1937PLC002700

Tel : +91 (22) 6709 5050

(Rs. in Lakhs)

**BALANCE SHEET**

**Particulars**

**As at  
March 31, 2018  
(Audited)**

**As at  
March 31, 2017  
(Audited)**

**ASSETS**

**(1) Non-current Assets**

(a) Property, Plant and Equipment

114,591

110,811

(b) Capital Work-in-progress

15,858

16,659

(c) Financial Assets

i. Investments

3,116

3,116

ii. Loans

306

267

iii. Others

2,306

2,348

(d) Other Non-current Assets

3,921

4,157

(e) Current Tax Assets (Net)

10,216

8,145

**Total Non-current assets**

**150,314**

**145,503**

**(2) Current assets**

(a) Inventories

22,671

29,255

(b) Financial Assets

i. Trade Receivables

20,103

12,990

ii. Cash and Cash Equivalents

30,539

19,856

iii. Bank Balances [other than (ii) above]

15,077

9,574

iv. Loans

9,058

6,295

v. Others

670

646

(c) Other Current Assets

7,954

6,946

**Total Current Assets**

**106,072**

**85,562**

**Total Assets**

**256,386**

**231,065**

**EQUITY AND LIABILITIES**

**Equity**

(a) Equity Share Capital

2,720

2,720

(b) Other Equity

149,741

124,660

**Total Equity**

**152,461**

**127,380**

**LIABILITIES**

**(1) Non-current Liabilities**

(a) Financial Liabilities

i. Other Financial Liabilities

133

114

(b) Provisions

1,910

2,513

(c) Deferred Tax Liabilities (Net)

3,552

2,748

(d) Other Non-Current Liabilities

51

55

**Total Non-current Liabilities**

**5,646**

**5,430**

**(2) Current Liabilities**

(a) Financial Liabilities

i. Trade Payables

61,447

59,746

ii. Other Financial Liabilities

15,822

12,818

(b) Other Current Liabilities

10,239

13,211

(c) Provisions

6,035

5,119

(d) Current Tax Liabilities (Net)

4,736

7,361

**Total Current Liabilities**

**98,279**

**98,255**

**Total Liabilities**

**103,925**

**103,685**

**Total Equity and Liabilities**

**256,386**

**231,065**



**SIGNED FOR IDENTIFICATION**

**BY**

*(Handwritten signature)*

**S R C & CO LLP  
MUMBAI**



Notes


1. Sales for the quarter ended March 31, 2018 and December 31, 2017 is net of Goods and Service Tax (GST) however, sales for the quarter ended March 31, 2017 and year ending March 31, 2017 is gross of Excise duty. Sales for the year ended March 31, 2018 is gross of excise duty for the period till June 30, 2017 and subsequent to that, net of GST.
2. Sales, net of GST/Excise Duty for the quarter and year ended March 31, 2018 increased by 5.1.% and 5.3%, respectively, in comparison to the corresponding period of the previous year.
3. Tax expense for the quarter and year ended Mar 31, 2018 includes prior year reversals of Rs. 1,779 Lakhs and Rs. 3,450 Lakhs (corresponding quarter and previous year is Rs Nil and Rs. 1,617 Lakhs) respectively.
4. Exceptional Item includes severance and related expenses of Rs 1,165.07 Lakhs (Previous Year : Nil) with respect to certain organisation structure changes.
5. 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.
6. The Company has declared a Special Interim Dividend of Rs. 11 per share aggregating to Rs. 36,068 Lakhs (including dividend distribution tax) on May 21, 2018 which will be paid on and from June 15, 2018. The Company had also declared a Third Interim Dividend of Rs. 5 per share aggregating to Rs. 16,368 Lakhs (including dividend distribution tax) on March 12, 2018, which was paid on April 03, 2018. The Company had earlier declared a First Interim Dividend of Rs. 4 per share aggregating to Rs. 13,094 Lakhs (including dividend distribution tax) on October 16, 2017 and Second Interim Dividend of Rs. 4 per share aggregating to Rs. 13,094 Lakhs (including dividend distribution tax) on December 11, 2017.
7. 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.
8. The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial year, which were subjected to limited review.
9. Previous year figures have been reclassified, as considered necessary, to conform with current period presentation, where applicable.

The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on May 21, 2018

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



COLGATE-PALMOLIVE (INDIA) LIMITED

  
ISSAM BACHAALANI  
MANAGING DIRECTOR

Mumbai  
May 21, 2018

## Independent Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To  
Board of Directors of  
Colgate-Palmolive (India) Limited,

1. We have audited the accompanying statement of quarterly financial results of Colgate-Palmolive (India) Limited ('the Company') for the quarter ended March 31, 2018 and for the year ended March 31, 2018 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement 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'). The financial results for the quarter ended March 31, 2018 and year ended March 31, 2018 have been prepared on the basis of the financial results for the nine-month period ended December 31, 2017, the audited annual Ind AS financial statements as at and for the year ended March 31, 2018, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these financial results based on our review of the financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of the Regulation and the Circular.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
  - ii. give a true and fair view of the total comprehensive income (comprising of net profit and other comprehensive income and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.
4. The comparative Ind AS financial information of the Company for the quarter and year ended March 31, 2017, included in these Ind AS financial results, have been audited by the predecessor auditor. The report of the predecessor auditor on the comparative financial information dated May 15, 2017 expressed an unmodified opinion.





# SRBC & CO LLP

Chartered Accountants

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Colgate-Palmolive (India) Limited

5. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.

**For SRBC & CO LLP**

Chartered Accountants

ICAI Firm Registration Number: 324982E/E300003



per **Jayesh Gandhi**

Partner

Membership Number: 037924

Place of Signature: Mumbai

Date: May 21, 2018





## NEWS RELEASE

Mumbai, May 21, 2018

### **Colgate Q4 Net Sales up 5%\* and Net Profit up 32%**

- Strong volume growth of 4%
- Strong gross margin expansion of 290 bps to 65.4% on adjusted basis\*
- EBITDA growth of 27%
- Colgate declares special interim dividend of Rs. 11 per share.

**Q4 2017-18:** Net Sales on an adjusted basis\* were Rs. 1,085.1 crore for the quarter ended March 31, 2018, an increase of 5.1% over the same period of the previous year. Net Sales growth was driven by strong volume growth of 4%.

Reported Net profit after tax for the quarter was Rs. 188.7 crore, including tax reversals of Rs. 17.79 crore. Excluding the impact of tax reversals and exceptional item, Net profit after tax increased by 25%; mainly driven by strong gross margin expansion of 290 bps on an adjusted basis\*.

**FY 2017-18:** Net Sales on an adjusted basis\* for the year ended March 31, 2018 were Rs. 4,159.4 crore, an increase of 5.3% over the previous year.

Reported Net profit after tax for the year was Rs. 673.4 crore, an increase of 17% over the previous year. Excluding the impact of tax reversals and exceptional item, Net profit after tax for FY 2017-18 increased by 15% over the previous year.

### **STRONG BUSINESS GROWTH IN A COMPETITIVE ENVIRONMENT**

**Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd,** said, "In the fourth quarter, we delivered strong volume growth of 4% despite a competitive business environment. We remain focussed on driving growth in our key categories and improving gross margins through various funding-the-growth program initiatives to fund continued investments in our brands. We maintained our strong leadership position in both the toothpaste and toothbrush categories in FY 2017-18, with volume market shares for the year at 53.4% and 44.8%, respectively. We are pleased that we were able to drive shareholder value in the quarter while continuing to deliver innovation that meets the needs of our consumers.

A core component of Colgate's commitment to maximizing shareholder value is maintaining a healthy level of dividend payouts. Considering the Company's surplus cash position and foreseeable capital requirements, we are pleased to declare a special interim dividend of Rs. 11 per share for the financial year 2017-18. Including the earlier dividends declared of Rs. 13 per share, the total dividend declared for the year is Rs. 24 per share."



## **NEW LAUNCHES IN FY 2017-18**

The Company's focus remains firmly on building the equity of its brands and delivering innovation by tapping into local insights and leveraging trends based on consumer needs. Below are some of the Company's key launches in 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, effectively delivering holistic Oral Care. It has seen a strong consumer response in the geographies where it has been launched.

**Colgate Neo Toothbrush:** An aesthetically designed toothbrush, Colgate Neo is available in six exciting and differentiating colour combinations with 3,626 high density bristles that gently cleans your teeth.

**New Xtra Fresh Colgate MaxFresh:** With breakthrough freeze-storm technology, New Colgate MaxFresh with Cooling Crystals has been relaunched with intense cooling and super freshness like never before.

## **KEY HIGHLIGHTS IN FY 2017-18**

### **MOST TRUSTED BRAND**

Colgate has been ranked India's #1 Most Trusted Brand for the 7th consecutive year in The Economic Times' Brand Equity 2017 annual survey conducted in collaboration with Nielsen.

**OHM-2017:** Now in its 14<sup>th</sup> edition, Colgate's Oral Health Month (OHM) program, conducted in partnership with the Indian Dental Association (IDA), provided almost 6.2 million free dental check-ups by partnering with 35,000+ IDA Dentists across India. Access to OHM 2017 was further enhanced by integrating it with Colgate's Pocket Dentist service, a voice-based interactive program which enables 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 OHM toothpaste packs. Additionally, in 2017, Colgate specially reached out to the Mumbai Taxi-Drivers community by setting up a two-day free dental check-up camp at Mumbai's Chatrapati Shivaji International Airport, where taxi drivers could avail of free consultations and check-ups from IDA dentists. Through initiatives like the OHM program, Colgate strives to '**Keep India Smiling**'.

**ICCO BEST CSR Campaign Award:** In 2017, Colgate's Oral Health Month- Keep India Smiling campaign was awarded the global ICCO World's Best CSR Campaign Award, a testament to the effectiveness of Colgate's consistent efforts to promote good oral hygiene habits and raise awareness towards Oral Health in India.

**Bright Smiles Bright Futures™ (BSBF):** One of Colgate's most engaging Oral Care Awareness programs, BSBF started in 1976 in association with the Indian Dental Association (IDA) and has reached 150.6 million school children till date. BSBF spreads oral hygiene education and awareness among children between the ages of 6 and 14 years. This program reached a total of 8.4 million school children in the year 2017.

**Colgate's Water program in Amravati:** Following the successful implementation of Colgate's earlier water programs in Bihar and West-Bengal, the Company launched the Water program in Amravati in association with the NGO Water For People - India Trust in 2017. This initiative aims to create access to drinking water, water for sanitation in the villages of Amravati.



**Colgate Saksham program:** Colgate launched 'Saksham', in partnership with SEEDs and its implementation partner IL&FS Skills as a pragmatic initiative for social and economic empowerment of the underprivileged youth through employability linked skills development program. Conducted now across 7 locations in UP and Bihar, as of March 2018, the program has 749 candidates enrolled.

**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 raising awareness 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 SRU grounds with 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](http://www.colgatepalmolive.co.in)

**Net Sales Reconciliation**

\* Net Sales and Gross Margin have been restated for impact of GST.

Particulars (Rs. In Lakhs)	Quarter ended March 31, 2018	Quarter ended March 31, 2017	Incr/ Dec	Year ended March 31, 2018	Year ended March 31, 2017	Incr/ Dec
Net Sales (as reported)	108,506	117,177	-7.4%	429,989	448,985	-4.2%
Less: Excise Duty	-	13,919		14,045	53,838	
Net Sales (as adjusted)	108,506	103,258	5.1%	415,944	395,147	5.3%

May 21, 2018

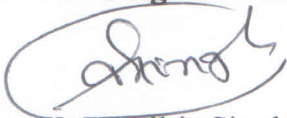
BSE Limited  
Mumbai

Attention: Market Operations Department

Name of the Company: Colgate-Palmolive (India) Limited

<b>Security Code</b>	<b>Type of Security</b>	<b>Book Closure</b>	<b>Record Date</b>	<b>Purpose</b>
500830	Equity Shares	Friday, July 20, 2018 to Thursday, July 26, 2018 (both days inclusive)	--	For the purpose of Annual General Meeting

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



K. Randhir Singh  
Company Secretary &  
Compliance Officer




May 21, 2018

National Stock Exchange of India Limited  
Mumbai

Name of the Company: Colgate-Palmolive (India) Limited

<b>Security Code</b>	<b>Type of Security</b>	<b>Book Closure</b>	<b>Record Date</b>	<b>Purpose</b>
COLPAL	Equity Shares	Friday, July 20, 2018 to Thursday, July 26, 2018 (both days inclusive)	--	For the purpose of Annual General Meeting

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



**K. Randhir Singh**  
**Company Secretary &**  
**Compliance Officer**