



COLGATE-PALMOLIVE (INDIA) LIMITED

July 26, 2018

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

Dear Sir,

Re: Unaudited Financial Results for the quarter ended June 30, 2018.

Enclosed please find herewith the following:

- 1) Unaudited financial results for the quarter ended June 30, 2018
- 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

K. Randhir Singh
Company Secretary &
Compliance Officer
Encl: a/a

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Colgate Research Centre,
Main Street,
Hiranandani Gardens,
Powai,
Mumbai - 400 076.
Tel. : 67095050
Fax : (91 22) 25705088
www.colgatepalmolive.co.in
Scrip Code: 500830
CIN : L24200MH1937PLC002700

Symbol: COLPAL
Series: EQ

STATEMENT OF RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

Particulars	Quarter	Quarter	Quarter	Year
	Ended June 30, 2018 (Unaudited)	Ended March 31, 2018 (Audited)	Ended June 30, 2017 (Unaudited)	Ended March 31, 2018 (Audited)

1	Income				
	(a) Revenue from operations (Refer Note 5)	103,355	108,506	110,988	429,989
	(i) Net Sales (Refer Note 1)	775	660	868	2,853
	(ii) Other Operating Income	916	831	1,200	3,747
	(b) Other Income				
	Total Income	105,046	109,997	113,056	436,589
2	Expenses				
	(a) Cost of materials consumed	31,321	30,511	29,445	118,762
	(b) Purchases of stock-in-trade	4,658	5,424	7,172	28,443
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(483)	1,544	(823)	1,668
	(d) Excise Duty	-	-	14,045	14,045
	(e) Employee benefits expense	7,492	7,583	7,272	30,593
	(f) Depreciation and Amortisation expense	3,939	4,048	3,729	15,651
	(g) Other Expenses				
	(i) Advertising	14,351	14,355	14,335	52,683
	(ii) Others	18,632	18,980	18,183	75,276
	Total Expenses	79,910	82,445	93,358	337,121
3	Profit Before Exceptional Item and Tax (1-2)	25,136	27,552	19,698	99,468
4	Exceptional Item [(Income)/Expense] (Refer Note 4)	(3,412)	1,165	-	1,165
5	Profit Before Tax (3-4)	28,548	26,387	19,698	98,303
6	Tax expense (Refer Note 3)				
	i) Current Tax	9,720	7,677	5,910	30,219
	ii) Deferred Tax	(123)	(167)	150	747
7	Net Profit for the period/year (5-6)	18,951	18,877	13,638	67,337
8	Other Comprehensive Income (net of Tax) Items that will not be reclassified to Profit and Loss				
	i) Re-measurement gains/ (losses) on defined benefit plans	-	525	(120)	165
	ii) Tax adjustment on above	-	(182)	42	(57)
9	Total comprehensive income for the period/year (7-8)	18,951	19,220	13,560	67,445
10	Paid-up Equity Share Capital (Face value: Re 1/- per share)	2,720	2,720	2,720	2,720
11	Reserve excluding Revaluation Reserve				149,741
12	Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)	6.97	6.94	5.01	24.76

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BY
S R B C & CO LLP
MUMBAI



Notes

1. Sales for the quarter ended June 30, 2018 and March 31, 2018 is net of Goods and Service Tax (GST) however, sales for the quarter ended June 30, 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 for the quarter ended June 30, 2018 increased by 6.6% respectively, in comparison to the corresponding period of the previous year sales, net of excise duty.
 3. Tax expense for the quarter ended June 30, 2017 included prior year reversal of Rs. 781 Lakhs, which is Nil for the quarter ended June 30, 2018.
 4. Exceptional Item for the quarter ended June 30, 2018 represents profit before tax of Rs. 3,412 Lakhs on the sale of the Company's former factory land and buildings at Aurangabad, Maharashtra. Exceptional Item for the quarter and year ended March 31, 2018 represents severance and related expenses of Rs 1,165 Lakhs with respect to certain organisation structure changes.
 5. Ind AS 115 'Revenue from Contracts with Customers', mandatory for reporting periods beginning on or after April 1, 2018, replaces existing revenue recognition requirements. Under the modified retrospective approach, there were no significant adjustments required to the retained earnings as at April 1, 2018. The adoption of the standard did not have any impact on the financial results.
 6. The figures for the quarter ended March, 2018 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. 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. 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, 2018 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 July 26, 2018
- The full text of Colgate releases is available: www.colgatepalmolive.co.in

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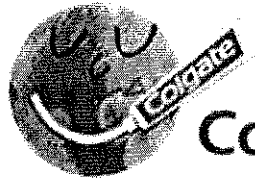
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S R B C & CO LLP
MUMBAI

COLGATE-PALMOLIVE (INDIA) LIMITED

ISSAM BACHALANI
MANAGING DIRECTOR

Mumbai
July 26, 2018



Colgate World of Care

NEWS RELEASE

Mumbai, July 26, 2018

Colgate Q1 Net Sales up 7%* and Net Profit up 39%

- Solid volume growth of 4%
- Strong gross margin expansion of 260bps to 65.7% on adjusted basis*
- Continued focus on investing in brand building activities
- EBITDA growth of 27%

Q1 2018-19: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,033.5 crore for the first quarter of the financial year 2018-19, an increase of 7% (on adjusted basis*) over the same quarter of the previous year.

Reported Net profit after tax for the quarter was Rs. 180.5 crore, including an exceptional item of Rs. 34.1 crore. Excluding the exceptional item, Net profit after tax increased by 20%.

Mr. Issam Bachaalani, Managing Director at Colgate-Palmolive (India) Ltd, said, "Colgate continued its volume growth momentum despite a high level of competitive intensity. The Company registered volume growth of 4% in the first quarter with strong performance in the naturals portfolio by Colgate Swarna Vedshakti toothpaste and also our key brands, namely Colgate Strong Teeth with Cavity Protection and Colgate MaxFresh toothpastes and Colgate Super Flexi and Colgate ZigZag toothbrushes. The Company continued its leadership positions in the Toothpaste category with a volume market share of 52.4% (Jan-Jun'18) and in the Toothbrush category with a volume market share of 44.6% (Jan-Jun'18).

The launch of Colgate Swarna Vedshakti, our latest addition to the Company's naturals portfolio launched last year, has received an encouraging response from our consumers with strong repeat purchases. We will now take it to additional geographies across the country with multiple pack sizes at different price points.

The Company's continued efforts and focussed programs to enhance efficiencies and reduce costs have enabled it to maintain margins and fund investments in strengthening brand equity. We will continue to deliver innovation and invest in advertising to build our brands in order to drive growth."

ACTIVITIES IN Q1 2018-19

Colgate Scholarship Program: Colgate launched the 10th edition of its annual Scholarship Program, offering more than 500 scholarships to children across the country. By giving a missed call on a toll free number printed on the offer packs and communicated through advertisements one can stand a chance to win a scholarship of up to Rs. 1 lakh just by answering a simple question on oral care correctly.

New Motu Patlu[&] Colgate Kids Toothpaste Variant: Strengthening Colgate's existing Kids toothpaste portfolio, which is built around exciting characters like Spiderman[&], Barbie[&], and Minions[&], Colgate recently launched another themed toothpaste – Motu Patlu with Fun & Fruity flavours for children.

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

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

Particulars (Rs. In Lakhs)	Quarter ended June 30, 2018	Quarter ended June 30, 2017	Incr/ Dec
Net Sales (as reported)	103,355	110,988	-6.9%
Less: Excise Duty	-	14,045	
Net Sales (as adjusted)	103,355	96,943	6.6%

[&] Spiderman, Barbie, Minions and Motu Patlu trademarks are used license from Marvel Characters B.V., Mattel, Inc., Universal Studios Licensing LLC, and Viacom18 Media Pvt. Ltd., respectively.

Limited Review Report**Review Report to
The Board of Directors
Colgate-Palmolive (India) Limited**

1. We have reviewed the accompanying statement of unaudited Ind AS financial results of Colgate-Palmolive (India) Limited (the 'Company') for the quarter ended June 30, 2018 and year to date from April 1, 2018 till June 30, 2018 (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 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').
2. The preparation of the Statement 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 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular 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 the Regulation, read with the Circular, 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 ended June 30, 2017 included in these Ind AS financial results, were reviewed by the predecessor auditor who expressed an unmodified opinion on those financial information on August 3, 2017.

For S R B C & CO LLP

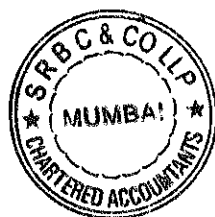
Chartered Accountants

ICAI Firm registration number: 324982E/E300003

per **Jayesh Gandhi**

Partner

Membership No.: 037924



Mumbai

July 26, 2018