



NEWS RELEASE

Mumbai, October 24, 2019

Announcement of Results for the Quarter and Half Year Ended September 30, 2019

Colgate Q2 Net Sales up 4.5% and Net Profit up 24%

- *Domestic Net Sales growth of 5% led by underlying volume growth of 4%*
- *Net Profit after tax is higher by 24%*
- *Continued strong investment in advertising and brand building activities*
- *First Interim Dividend of Rs. 12 per share*

Q2 2019-20: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,213.2 crore for the second quarter of the financial year 2019-20, an increase of 4.5% over the same quarter of the previous year led by a domestic net sales growth of 5%. Reported Net profit after tax for the quarter was Rs. 244.1 crore as against the Net Profit of Rs. 196.4 crore for the same quarter of the previous year. Excluding the impact of statutory tax rate change and prior year tax reversals in previous year, the Net profit after tax has decreased by 7% in the current year.

H1 2019-20: Net Sales for the half year ended September 30, 2019 was recorded at Rs. 2,289.2 crore, an increase of 4.3% over the same period of the prior year. Domestic net sales growth for the half year ended September 30, 2019 reported at 5.3%. Reported Net Profit for the same period was Rs. 413.2 crore.

Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd, said, “Despite category headwinds in the current quarter, especially in rural and liquidity challenges in the market, we have reported a domestic net sales growth of 5%, that is in line with our expectations. We continue to remain focussed on driving innovation in the market, investing behind our brands through advertising and brand building activities and strengthening our distribution infrastructure in the market.

I’m happy to share that we have recently launched our equity campaign of, ‘**Smile Karo Aur Shuru Ho Jao**’, that expression underscores Colgate’s message of hope and optimism through the positive power of a smile.

Some of our recent innovations to the market are

- **Colgate Strong Teeth:** India's #1 toothpaste brand Colgate Strong Teeth has now been re-launched with new Amino Shakti, making it our best ever formulation to give unbeatable strength to teeth.
- **Colgate Charcoal Clean:** Colgate Charcoal Clean is Colgate's latest offering in the form of Black gel based toothpaste with Bamboo Charcoal and Mint.
- **Colgate Kids Toothpaste:** The all-natural fruit flavoured kids toothpaste, with 0% artificial preservatives, colours, flavours or sweeteners is specifically designed for different age groups of children.
- **Palmolive Luminous Oils Shower Gel:** Infused with botanical oils and natural extracts, recently launched Palmolive Luminous Oils Shower Gel range elevates the mood and makes for an indulgent bathing experience.

Dividend

The Board declared a First Interim Dividend for the Financial Year 2019-20 of Rs. 12 per share of Re 1 each (face value). The dividend payout to the shareholders will be Rs. 393.5 Crore (inclusive of the dividend distribution tax of Rs. 67.1 Crore) and will be paid on and from November 15, 2019 to those shareholders whose names are on the Register of Members of the Company as on November 6, 2019.

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, mouthwash, toothbrushes and dental gel under the 'Colgate' brand. The Company also provides personal care products with its range of shower gels and liquid hand washes under the "Palmolive" brand name. Colgate has been ranked as India's #1 Most Trusted Oral Care Brand for eight consecutive years from 2011-2018 by Brand Equity's Most Trusted Brands Survey. To know more about Colgate, please visit www.colgatepalmolive.co.in

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