



## NEWS RELEASE

### ***Announcement of Results for the Quarter and Nine Months Ended December 31, 2023***

***Q3 Domestic Net Sales Growth @ 8.8%; NPAT growth of 35.7%***  
***9M Domestic Growth Net Sales Growth @ 9.1%; NPAT growth of 29.1%***

- *9M EBITDA at 32.9% of Net Sales*
- *Relaunch of Colgate MaxFresh with new Campaign “#NeendBhagaoTaazgiJagao”*
- *Continued focus on building Oral Health in the country through “Brush at night”*

**Mumbai, 22 January 2024:** Colgate-Palmolive (India) Limited announced its financial results for the quarter and nine months ended December 31, 2023

#### **Q3 2023-2024 Highlights**

**Net Sales:** Colgate-Palmolive (India) Limited reported a Net Sales of Rs. 1,386 crore for the quarter ended December 31, 2023, an increase of 8.2% over the previous year quarter. Domestic growth reported at 8.8% for the quarter.

**Profitability:** The Company reported a Net Profit after tax of Rs. 330 crore for the quarter as against Rs. 243 crore for the previous year quarter. This was a 35.7% growth for the quarter.

#### **9M 2023-2024 Highlights**

**Net Sales:** For the nine months ended December 31, 2023 the Company reported a Net Sales growth of 8.3% at Rs. 4,164 crore as compared to Rs. 3,846 crore for the same period in the previous year

**Profitability:** Net profit after tax for the nine months ended year was reported at Rs. 944 crore, an increase of 29.1% over the same period of the previous year.

**Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited,** said, "In this quarter, we reaffirmed our commitment to advancing the nation's oral health through 'The Sweet Truth - Brush at Night' campaign, reaching over 300 million people in urban India. With consumers at the core, our focus remains on strengthening the strategic pillars of driving

superiority - in our products, communication, and overall experience. Colgate MaxFresh underwent a relaunch, introducing a new-to-world proprietary formula infused with unique cooling crystals to deliver a superior freshness experience which is winning with consumers ahead of our direct competition.

We are pleased with top line growth for the quarter supported by the strong performance of our core equities. Profitability indicators are on an upward trend and we continue to enhance the investment support behind our brands. Our current performance underscores the effectiveness of our strategy, focus on technology, securing the right talent, and efforts in governance and cost management. These initiatives have yielded consistent growth for the company, with our toothpaste segment achieving double-digit growth and positive volume expansion."

### **ABOUT COLGATE-PALMOLIVE (INDIA) LIMITED**

Colgate-Palmolive is a caring, innovative growth company that is reimagining a healthier future for all people, and the planet. Colgate-Palmolive (India) Limited is the market leader in Oral Care in the country, committed to delivering sustainable, profitable growth for its shareholders, while fostering an inclusive workplace for its people. With a primary focus on Oral Care & Personal Care in the Indian market, the company is recognized for its leadership and innovative efforts in advancing sustainability and community well-being. Among its recent accomplishments, the company has made significant strides in reducing plastic waste and promoting recyclability, conserving water and energy at its manufacturing facilities, and enhancing children's oral health through the Colgate Bright Smiles, Bright Futures® program. Since its inception in the mid-1970s, this program has touched the lives of more than 171 million children.

For more information about Colgate's global business and how it is building a future to smile about, visit: [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)