



NEWS RELEASE

Mumbai, May 12, 2023

Announcement of Results for the Quarter and Year ended March 31, 2023

Q4 2022-23 Net Sales up 3.7%, Domestic Net Sales up 5.4%

Q4 2022-23 Net Profit Before Tax up 8.4%

Colgate FY 2022-23 Net Sales up 2.4%

- *Relaunch of Colgate Strong Teeth*
- *Launch of Visible White Pen*
- *Dividend per share -Rs. 39 For FY 2022-23*

Q4 2022-23: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,341.7 crore for the quarter ended March 31, 2023, a growth of 3.7% over the same quarter of previous year. Domestic sales growth reported for the quarter ended March 31, 2023 is 5.4%. Reported Net profit after tax for the quarter was Rs. 316.2 crore as against the Net Profit of Rs. 323.6 crore for the same quarter of the previous year. Excluding the impact of one time tax reversal in the prior year quarter, the Net profit grew by 8.5% for the quarter.

FY 2022-23: Net Sales for the year ended March 31, 2023 was recorded at Rs. 5,187.9 crore, an increase of 2.4% over the previous year. Net profit for the period was reported as Rs 1,047.1 crore as against the Net Profit of Rs. 1,078.3 crore for the previous year. Excluding the impact of one time tax reversal in the previous year, the Net profit grew by 0.1% for the year.

Ms. Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited, said, "We are happy with the sequential progress and outcomes of the quarter. The Company has delivered domestic growth of 5.4%, with toothpaste delivering high single digit growth despite continuing sluggish demand trends in the category, especially in rural. This has been driven by our strategy to increase consumption, innovation focussed on delivering high quality science-led products and premiumisation. We remain fairly optimistic that the overall category growth will improve in the coming quarters.

Continuing its focus on building healthy oral care habits in India, the country's biggest toothpaste brand "Colgate Strong Teeth" is being relaunched in an improved formula with unique, best in class, Arginine technology. The presence of Arginine and Fluoride in Colgate

Strong Teeth, helps in 2X enhancement of the process of restoring the natural calcium from saliva back to teeth. This results in nourished teeth which are 2X stronger and hence "**Paste Hi Nahi, Poshan Hai Ye**".

On our innovation journey, Colgate continues to lead teeth whitening in India and has launched the **Visible White Teeth Whitening Pen**. This specially formulated whitening serum is an efficacious at-home whitening solution that brightens your smile while you sleep. Launched exclusively through our professional partners and our exclusive B2B platform (Dentist First), the Teeth Whitening Pen elevates our consumers' oral beauty regimen.

Our combined Annual & ESG report to be launched in June will report the excellent progress on our initiatives on women livelihood, water augmentation in water stressed regions, cleft surgeries in regions with low or no medical aid, along with steps on our Bright Smiles Bright Future™ program in partnership with the state of Andhra Pradesh. On the sustainability front, we continue to be plastic neutral this year and have maintained True Zero Waste certification across all our plants. Our Goa and Sri City plants have already turned Net Positive this year ahead of our water target of Net Zero for 2025.”

DIVIDEND

The Board declared a Second Interim Dividend for the Financial Year 2022-23 of Rs. 21/-per share of Re 1 each (face value). The dividend payout to the shareholders will be Rs. 571.17 Crore and will be paid on or after June 8, 2023 to those shareholders whose names are on the Register of Members of the Company as on May 20, 2023. The Total Dividend would be Rs. 39/- per share for the year 2022-23.

ABOUT COLGATE-PALMOLIVE (INDIA) LIMITED:

Colgate-Palmolive (India) Limited is the market leader in Oral Care in the country, that seeks to deliver sustainable, profitable growth and maximize shareholder returns and to provide its people with an innovative and inclusive work environment. The organization has adopted sustainability, diversity, equity, inclusion, and social responsibility strategies that help make people's lives healthier and more enjoyable. The company manufactures and markets toothpastes, toothpowder, toothbrushes, oil pulling products and mouthwashes under the 'Colgate' brand, and a specialized range of personal care products under the 'Palmolive' brand. It is a caring, innovative growth-oriented company, reimagining a healthier future for all people and our planet. Colgate has been ranked as India's #1 Most Trusted Oral Care Brand for eleven consecutive years, from 2011 to 2021, by The Economic Times - Brand Equity - Most Trusted Brands Survey and CNBC TV18. Colgate has also been ranked as the Most Trusted Oral Hygiene Brand by TRA's Brand Trust India Study Report for nine consecutive years, from 2011 to 2019. For more information about Colgate's business and products, visit: www.colgatepalmolive.co.in