



## NEWS RELEASE

### ***Announcement of Results for the Quarter and Year Ended March 31, 2025***

#### ***FY25 Net Sales Growth of 6.3%; Q4 FY25 Net Sales down by 1.9%***

- *FY25 Net Sales at Rs. 5,999 Crore with Net Profit growth of 8.5%*
- *Maintained product superiority through the relaunch of Colgate Strong Teeth*
- *4.5 mn consumers benefitted from AI-powered dental screenings under Oral Health Movement*
- *Second Interim Dividend per share of Rs. 27/- with total dividend of Rs. 51/- for FY25*

**Mumbai, 21 May 2025:** Colgate-Palmolive (India) Limited announced its financial results for the fourth quarter and the financial year ended March 2025.

**Net Sales:** Colgate-Palmolive (India) Limited reported net sales of Rs. 5,999 Crore for the year ended March 31, 2025, as compared to Rs. 5,644 Crore for the same period last year. FY25 domestic Net Sales growth reported at 5.6%. For the quarter, the Company reported net sales of Rs. 1,452 Crore as compared to Rs. 1,481 Crore for the same period last year.

**Profitability:** Net profit after tax for the full year grew by 8.5% year-on-year to Rs. 1,437 Crore from Rs. 1,324 Crore in the previous year. Net profit after tax for the quarter stood at Rs. 355 Crore as compared to Rs. 380 Crore for the same period last year.

**Ms. Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited,** said,

“In FY25, the Company achieved a 6.3% year-on-year increase in topline revenue, with Toothpaste recording mid-single-digit value growth. The operating environment proved challenging in the second half of the year, primarily due to softening urban demand and intensified competition, which impacted Q4 performance. Despite these headwinds, we remain steadfast in our commitment to our strategic priorities. Our Toothbrush portfolio delivered another year of robust growth. Our margin profile remains healthy and resilient, underpinned by effective execution of our Funding The Growth program. We continue to capitalize on our solid margin position by reinvesting in the business. Looking forward, while we anticipate continued near-term macro headwinds, we expect to see a gradual recovery in market conditions in the latter part of the year.”

During this quarter, the flagship product - **Colgate Strong Teeth Toothpaste** has been relaunched, offering a superior sensory experience in key geographies. It is enriched with Arginine technology that gives a Calcium boost, and makes teeth 2X stronger. The Company also introduced Colgate Total Plaque Release toothpaste,



featuring advanced Amino foam and Zinc technology. This formula goes deep along the gumline to remove 3x more plaque and strengthen gums for better oral health.

In November 2024, the Company launched the nationwide **Oral Health Movement (OHM)**, a significant step towards our commitment to improve oral health in India. The program leverages digital innovation providing free dental screening using an AI-powered tool and has reached 4.5 million people till date; paving the way for a healthy population and healthy nation.

## **DIVIDEND**

The Board declared a Second Interim Dividend of Rs. 27/- per share of Re 1 each (face value). The dividend payout to the shareholders will be Rs. 734 Crore and will be paid on or after June 16, 2025 to those shareholders whose names are on the Register of Members of the Company as on May 28, 2025. The Total Dividend would be Rs. 51/- per share for the year 2024-25.

## **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, not only at its manufacturing facilities, but also in the communities they serve. The Company is also engaging with children to impart good oral health practices through its Colgate Bright Smiles, Bright Futures® program.*

*For more information about Colgate's global business and how it is building a future to smile about, visit: <https://www.colgateinvestors.co.in/>*