



## NEWS RELEASE

### ***Announcement of Results for the Third Quarter Ended December 31, 2024***

#### ***Q3 FY25 Net Sales Growth @ 4.7%; EBITDA at 31.3% of Sales***

- *Domestic growth of 3.2% in Q3 and 8.8% in 9M FY25*
- *Tech-enabled **Oral Health Movement** launched at significant scale*
- *Continued focus on driving premiumisation*

**Mumbai, 28 January 2025:** Colgate-Palmolive (India) Limited announced its financial results for the third quarter and nine months of the fiscal year 2024-25.

**Net Sales:** Colgate-Palmolive (India) Limited reported net sales of Rs. 1,452 crore for the quarter ended December 31, 2024, a growth of 4.7% year-on-year. For the nine months, the Company delivered net sales growth of 9.2% year-on-year at Rs. 4,547 Crore as compared to Rs. 4,164 Crore for the same period last year.

**Profitability:** Gross margin & EBITDA margin show sequential improvement over the previous quarter, while down from the last year's high base. Net Profit after tax for the quarter was at Rs. 322.8 crore as compared to the high base of Rs. 330.1 crore for the same period last year. For the nine months, Net profit after tax was at Rs. 1,081.8 Crore as compared to Rs. 943.8 Crore, a growth of 14.6% year-on-year.

**Ms. Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited,** said, "This has been a quarter of relatively soft demand, particularly in the urban market. In these market conditions and a heightened competitive landscape, we delivered a resilient performance this quarter with Toothpaste reporting mid-single digit intrinsic volume growth and continued competitive growth on toothbrushes. We continue to see positive momentum in our premium portfolio, driven by science-backed innovations. Margin profile continues to remain healthy. While the near term macro environment continues to look challenging, we are committed to driving growth through focus on a strategy that is working.

During the quarter, we further strengthened our strategic commitment to enhancing India's Oral Health quotient by launching our and India's largest oral health initiative, the **Oral Health Movement**. This consumer-focused, tech-driven initiative is designed to offer personalized AI-generated dental screening reports followed by recommendations and connections to free check ups at nearby dentists, in partnership with the IDA (Indian Dental Association). Available in 9 leading Indian languages, anyone can participate by following the instructions post scanning the QR



code on the recent Colgate product packs. Everyone can receive a free, personalized, AI-powered dental screening report.

Our innovation pipeline also remained strong with the introduction of the MaxFresh Sensorial range in e-Commerce and builds on the success of Visible White Purple. This new sensorially captivating MaxFresh combines refreshing power with fun and flavor, debuting heart-shaped cooling crystals with a unique fruity flavour that delivers 10X longer lasting cooling\*. This launch leverages the competitive winning technology platform on core MaxFresh and has had a great start.”

*\*vs a regular fluoride toothpaste*

### **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/>*