



## NEWS RELEASE

### ***Announcement of Results for the Quarter Ended December 31, 2025***

- *Q3 Domestic Net Sales grew by 2.2% y-o-y, Net Profit grows at 2.3%*
- *Accelerated brand investments in Premium segment which continues to grow strong double digits*

**Mumbai, 29 January 2026:** Colgate-Palmolive (India) Limited announced its financial results for the third quarter ended December 2025.

**Results:** Colgate-Palmolive (India) Limited reported net sales of Rs. 1,473 Crore for the Quarter ended December 30, 2025, as compared to Rs. 1,452 Crore for the same period last year reflecting a growth of 1.4% year-on-year. Net profit after tax for the quarter stood at Rs. 324 Crore. Excluding exceptional items on account of Labour code change, Net Profit after tax grew by 2.3% year-on-year.

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

“In the third quarter, our business saw a return to growth, driven by early positive signs in our core portfolio and sustained strong performance in the premium segment. Both urban and rural trade channels experienced improved momentum throughout the quarter, indicating a recovery following the disruption caused by the implementation of revised GST rates. We also accelerated brand investments to further advance our strategy of premiumisation within the Oral care category. We expect our growth momentum to accelerate going forward, driven by an improving demand environment and our intense focus on on-the-ground and superior execution.

On the margin front, we maintained a robust gross margin profile for the quarter driven by strict financial discipline through our funding the growth program. Q3 FY26 Margin was at 69.7%, ahead of the trailing quarter by +50 bps. The net profit growth was after the impact of regulatory changes, including the introduction of the new labour code and Inverted Duty structure related charge due to GST changes.



As we continued on our innovation journey, we successfully launched the Colgate Visible White Purple Serum in Q3. This launch is a significant milestone in our ongoing "Oral Beauty" journey. This innovative, first-of-its-kind whitening booster is designed to enhance daily oral care routines. Leveraging advanced color-correction technology to neutralize yellow tones, the serum provides consumers with an instant, on-demand brightening effect. Furthermore, we've recently made our premium teeth whitening range more accessible by introducing a 60g access pack of our Visible White Purple 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/>