



NEWS RELEASE

Mumbai, January 24, 2023

Announcement of Results for the Quarter and Nine Months ended December 31, 2022

Domestic Net Sales up 2.3%

Net Sales up 0.8%

- 9M Net Sales Growth of 1.9%
- Initiated BSBF Program for Oral Health Awareness with AP Government
- Launch of Dentist First Platform for Dentist

Q3 2022-23: Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 1,281.2 crore for the quarter ended December 31, 2022, a growth of 0.8% over the same quarter of previous year. Domestic sales growth reported for the quarter ended December 31, 2022 is 2.3%. Reported Net profit after tax for the quarter was Rs. 243.2 crore as against the Net Profit of Rs. 252.3 crore for the same quarter of the previous year.

9M 2022-23: Net Sales for the nine months ended December 30, 2022 was recorded at Rs. 3,846.2 crore, an increase of 1.9% over the same period of the previous year. Net profit for the period was reported as Rs 730.9 crore.

Ms. Prabha Narasimhan, Managing Director at Colgate-Palmolive (India) Limited, said, “The Company is focussed on its key strategic pillars of building oral care habit in India, driving innovation and renovation through science led products and premiumisation.

In this quarter, we have partnered with the Andhra Pradesh government to kick-off the Oral Health awareness program of 'Bright Smiles Bright Futures'. This initiative was recently kick started from a school in the Nellore district, where the company will work with the state government to educate children on oral health and build awareness on saying 'No' to tobacco.

Continuing with our long standing relationship with dentists in India and with the ever present push on digitisation, Colgate has launched an e-commerce platform; a first that is exclusively for dentists - dentistfirst.co.in to enable them access to specialty Colgate products that will be directly delivered to their clinics.

Although oral care consumption continued to be weighed down in the quarter by adverse macro factors, we are cautiously optimistic going forward. The focus remains to stay invested in our category & brand building activities on key strategic pillars while delivering healthy EBITDA margins. We continue to build positive momentum in driving premiumisation across categories led by the modern trade and e-commerce channels.”

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