

COLGATE-PALMOLIVE (INDIA) LIMITED
Chairperson's Speech 2026

Good afternoon, ladies and gentlemen.

I want to begin today not with numbers, but with an image many of us never see, yet all of us feel. Every morning, in a Mumbai tenement, a Bengaluru apartment, a Ludhiana hostel, or a small village in Odisha, India wakes up, walks to the mirror, and reaches for Colgate.

This year, your company enters its **90th year in India**. Present even before independence, we have grown alongside the nation. Our theme this year, **"We Make India Smile"**, is not just a slogan; it is a statement of the many ways we are woven into the country's daily life.

As we mark nearly ninety years of this journey, it is important to pause and remember the hub people whose leadership quietly shaped this trust. This year, we deeply mourn the passing of our former Independent Director, **Mr. R. A. Shah**, who served our Board for a remarkable 37 years. An exemplary leader, his wisdom helped shape the very foundation of our business. We extend our heartfelt condolences to his family. May his soul rest in peace.

The most fitting way to honor such a legacy is to look at what it has made possible today – translating generational trust into distinct pillars that form the growing *Suraksha Chakra* we place around every life we touch.

I. We make India smile by providing superior oral care

Our first responsibility is to protect and strengthen smiles. Colgate Strong Teeth sits at the center of this promise. Our recent campaign features a young man finding his smile through personal loss, inspired by the legacy of his mother, **Smita Patil**.

A film on Smita Patil was played.

Another film captures the protective instinct of a mother in her sweet shop, confidently saying, **"Chinta nahi, Colgate sambhal lega."** Behind her assurance is our advanced Arginine + Calcium Boost technology, providing 24-hour cavity protection and **creating an invisible Suraksha Chakra** around her family.

A film on Sweet shop family was played

Colgate Total deepens this protection. With its patented formula that is three times more effective at fighting germ build-up, it turns daily brushing into a comprehensive defense.

In a landmark shift, we are positioning oral health as a performance variable in sports. Partnering with cricket icon **Rahul Dravid** and the **Mumbai Indians**, Colgate Total championed the philosophy that small, disciplined habits—like a rigorous oral care regimen—compound into major advantages in stamina and recovery.

Shifting to the beauty space, **Colgate Visible White Purple** leverages the science of color theory to deliver a modern whitening solution. Starring Kriti Sanon and Abhishek Sharma, this campaign elevates brushing into a confidence-building beauty ritual for young India. Let's take a look at the film.

A film on Kriti Sanon and Abhishek Sharma was played

Expanding into advanced, science-led beauty categories, our **Visible White Purple Serum** caters to consumers who view a radiant smile as a non-negotiable beauty regimen. These innovations—spanning **Colgate Total Plaque** to our **new Palmolive range**—show that when science moves, culture moves.

II. We make India smile by making in India

A product is only useful if people can access it. Our best-in-class distribution network spans traditional retail to quick commerce, ensuring that wherever there is a basin, the *Suraksha Chakra* of Colgate is within reach.

Aligned with the Make in India initiative, we have transformed our facilities into future-ready operations. A key driver of this transformation is our focus on Artificial Intelligence. At our Baddi plant, **AI-powered platforms**, digital twins, and cobots have successfully transitioned 75% of shop-floor processes to paperless systems, improving throughput without additional capital. We also introduced an **AI-powered artwork validation engine** that automatically checks packaging designs against regulatory standards, accelerating our speed-to-market. Make in India is not just a manufacturing footprint; it is about building a sustainable, tech-enabled ecosystem on Indian soil.

III. We make India smile by extending care beyond business

Through our Colgate Bright Smiles, Bright Futures (BSBF) program, we reached **11 million children across 35,000 schools** this year alone, embedding the habit of correct brushing and preventive health.

Our *Suraksha Chakra* also powers lakhs of livelihoods across our value chain, **sourcing 92.7% of our goods directly from within India** in FY 2025-26. Furthermore, our Keep India Smiling Education Scholarships and our digital and financial literacy programs empower talented students, women, and Persons with Disabilities, proving our care extends beyond mouths to futures.

IV. We make India smile by advancing our sustainability goals

Our growth is inseparable from our responsibility to the planet. I am exceptionally proud of our Environmental, Social, and Governance (ESG) performance this year, detailed comprehensively in our 2025-2026 Annual & ESG Report. Our commitment has not gone unnoticed; we were recently recognized as one of **India's Leading ESG Entities 2026 by Dun & Bradstreet**.

We have achieved remarkable milestones in environmental stewardship. We **reduced carbon emissions** in our India operations by 43% against our baseline, and **60% of the electricity** we used was sourced from **renewables**. Today, CPIL is **Net Water Positive at a country level**. **100% of our toothpaste portfolio** has fully transitioned to recyclable tubes.

Furthermore, all our owned manufacturing plants are TRUE® Platinum certified for Zero Waste, ensuring the smiles we create today do not cost us tomorrow.

To accelerate our 2030 Sustainability Moonshot, our Goa facility developed *Energy Health IQ*, an in-house **AI-powered analytics platform**. This system predicts energy demand, detects operational inefficiencies in real-time, and enables data-driven decision-making through a conversational interface. By shifting us from reactive to predictive energy management, it has created a highly scalable blueprint for low-carbon manufacturing.

V. Responsible Performance & Growth

These pillars form the very bedrock of our financial performance. The deep social trust we have built directly translates to our operational resilience.

FY 2025-26 was a year that tested that resilience. Navigating macroeconomic pressures and shifting consumer habits, we closed our fourth quarter with a robust 9% growth in Domestic Net Sales. Crucially, healthy margins generated by internal efficiency allowed us to increase advertising investments by 10%. We didn't pull back; we reinvested in brand health and deepened household penetration. We maintained a strong balance sheet, and the Board authorized steady cash dividends including a First Interim Dividend of Rs. 24 per share in Q2 FY26 and a Second Interim Dividend of Rs. 24 per share in Q4 FY26, totaling Rs. 48 per share for FY26. With a steadily improving consumption environment, we enter the new fiscal year with full confidence that this momentum will accelerate.

Earlier today, the Company announced its financial results for the first quarter of FY 2026-27. We are delighted to report a robust 12% year-on-year topline growth led by strong momentum across the entire portfolio. Sales for the quarter ended June 30, 2026, reached Rs. 1,591 Crore, compared to Rs. 1,421 Crore in the corresponding period last year. Additionally, our net profit after tax for the quarter stood at Rs. 343 Crore as compared to Rs. 321 Crore for the same period last year. Excluding one-offs and exceptional items, Net Profit after tax grew by 11% year-on-year.

Our People, Our Future, Our India none of this would be possible without the thousands of Colgate people who bring our purpose to life. The real recognition of our culture is seen when a field salesperson ensures a remote store is stocked, or when an operator implements an energy-saving intervention.

As we look ahead to our 90th year, our promise is simple, we will continue to be as resilient as the communities we partner with, as ambitious as the students we support, and as deeply Indian as the homes we serve.

To our shareholders, partners, the dental community, and every family that has ever placed a tube of Colgate on their sink: thank you for making us a part of your family's journey. Together, within this *Suraksha Chakra*, we will keep helping India wake up with confidence and smile through every season ahead.

THANK YOU