

STATEMENT OF RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2015

Particulars	(Rs. in Lakhs)			
	Quarter Ended March 31, 2015 (Unaudited)	Quarter Ended December 31, 2014 (Unaudited)	Quarter Ended March 31, 2014 (Unaudited)	Year Ended March 31, 2014 (Audited)
PART I				
1				
Income from Operations				
(a) Net Sales / Income from Operations (Net of excise duty)	102,200	98,856	92,059	395,477
(b) Other Operating Income	651	745	669	2,717
Total Income from Operations (net)	102,851	99,601	92,728	398,194
2				
Expenses				
(a) Cost of materials consumed	30,053	29,886	30,410	118,571
(b) Purchases of stock-in-trade	7,341	6,877	5,665	29,835
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(17)	(390)	514	(1,635)
(d) Employee benefits expense	6,634	6,611	4,338	25,893
(e) Depreciation and Amortisation expenses	2,046	2,028	1,530	7,502
(f) Advertising and Sales Promotion	15,449	17,821	16,586	71,425
(g) Other Expenses	18,644	19,336	15,028	71,881
Total Expenses	80,150	82,169	74,071	323,472
3				
Profit from Operations before Other Income, Finance Costs and Exceptional Items	22,701	17,432	18,657	74,722
4				
Other Income	714	966	394	3,317
5				
Profit from Ordinary activities before Finance Costs and Exceptional Items	23,415	18,398	19,051	78,039
6				
Finance Costs	-	-	-	-
7				
Profit from Ordinary Activities after Finance Costs but before Exceptional Items	23,415	18,398	19,051	78,039
8				
Exceptional Items	-	-	(615)	6,438
9				
Profit from Ordinary Activities before tax	23,415	18,398	18,436	78,039
10				
Tax expense	7,052	5,312	5,206	22,141
11				
Net Profit from Ordinary Activities after Taxes for the period	16,363	13,086	13,230	55,898
12				
Paid-up Equity Share Capital (Face value: Re 1/- per share)	1,360	1,360	1,360	1,360
13				
Reserve excluding Revaluation Reserve				58,628
14				
Basic and Diluted Earnings per share (of Re 1/- each) (not annualised)	12.03	9.62	9.73	41.10

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(Rs. Lakhs)		
Particulars	As at March 31, 2015 (Audited)	As at March 31, 2014 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' Funds		
(a) Share Capital	1,360	1,360
(b) Reserves and Surplus	75,672	58,628
Sub-total - Shareholders' Funds	77,032	59,988
2 Non-current Liabilities		
(a) Deferred tax liabilities (net)	259	-
(b) Other Long-term Liabilities	154	74
(c) Long-term Provisions	6,086	5,104
Sub-total - Non-current Liabilities	6,499	5,178
3 Current Liabilities		
(a) Trade Payables	51,440	49,800
(b) Other Current Liabilities	28,587	27,346
(c) Short-term Provisions	6,632	7,036
Sub-total - Current Liabilities	86,659	84,182
TOTAL - EQUITY AND LIABILITIES	170,190	149,348
B ASSETS		
1 Non-current Assets		
(a) Fixed Assets	92,277	69,741
(b) Non-current Investments	3,013	3,713
(c) Deferred Tax Assets (Net)	-	1,778
(d) Long-term Loans and Advances	5,554	6,730
(e) Other Non-current Assets	374	364
Sub-total - Non-current Assets	101,218	82,326
2 Current Assets		
(a) Current Investments	700	-
(b) Inventories	25,223	22,574
(c) Trade Receivables	6,964	5,473
(d) Cash and Bank Balances	25,445	28,538
(e) Short-term Loans and Advances	10,299	9,700
(f) Other Current Assets	341	737
Sub-total - Current Assets	68,972	67,022
TOTAL - ASSETS	170,190	149,348

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended
	March 31, 2015 (Unaudited)	December 31, 2014 (Unaudited)	March 31, 2014 (Unaudited)	March 31, 2015 (Audited)
PART II - Select Information for the quarter and year ended March 31, 2015				
A PARTICULARS OF SHAREHOLDING				
1 Public Shareholding				
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of shareholding	49%	49%	49%	49%
2 Promoters and Promoter Group Shareholding				
(a) Pledged/ Encumbered				
- Number of shares	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	Nil	Nil	Nil
(b) Non-Encumbered				
- Number of shares	69,356,336	69,356,336	69,356,336	69,356,336
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%

Particulars	Year Ended
	March 31, 2015 (Audited)
B Information on investor complaints* pursuant to Clause 41 of the Listing Agreement for the quarter ended March 31, 2015.	
Pending at the beginning of the quarter	-
Received during the quarter	-
Disposed of during the quarter	-
Remaining unresolved at the end of the quarter	-

* Excludes disputed cases and sub-judice matters.

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Notes

1. Net Sales for the quarter and year ended March 31, 2015 increased by 11% and 12%, respectively, over the same period of the previous year.
2. Net profit after tax for the quarter ended March 31, 2015 of Rs. 16,363 Lakhs is up by 24% over the same period of the previous year of Rs. 13,230 Lakhs. Net profit after tax (before exceptional item net of tax) for the year ended March 31, 2015 of Rs. 55,898 Lakhs is up by 14% over the same period of the previous year of Rs. 48,878 Lakhs.
3. There are no 'Exceptional Items' for the current quarter ended March 31, 2015. 'Exceptional Items' for the quarter ended March 31, 2014 and for the year ended March 31, 2014 represents total consideration after adjustments to relevant assets and liabilities, on the transfer of the whole of the Company's "Global Shared Service Organisation" (GSSO Division) as a going concern, by way of a slump sale to Colgate Global Business Services Private Limited (CGBSPL), a 100% subsidiary of the ultimate holding company, Colgate-Palmolive Company, U.S.A. with effect from June 1, 2013.
4. The Company declared a Third Interim Dividend of Rs. 10,879 Lakhs (Rs. 8 per share) on March 27, 2015, which was paid on April 22, 2015. The Company had earlier paid a First Interim Dividend of Rs. 10,879 Lakhs (Rs. 8 per share) in September 2014 and Second Interim Dividend of Rs. 10,879 Lakhs (Rs. 8 per share) in December 2014. The nominal value of Company's share is Re 1.
5. On April 29, 2015, the Company announced a Voluntary Retirement Scheme (VRS) for the employees at the toothpowder manufacturing facility at Waluj, Aurangabad, Maharashtra. The scheme was accepted on May 04, 2015 by all affected employees. Post acceptance of the offer by all the workmen under the said Scheme, the toothpowder manufacturing operations at the Aurangabad factory have been discontinued effective May 05, 2015.
6. The Company has identified 'Personal Care (including Oral Care)' as its only primary reportable segment in accordance with the requirements of Accounting Standard (AS) - 17, Segment Reporting. Accordingly, no separate segment information has been provided.
7. The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial year.
8. There are no extraordinary items.
9. Previous period/ year figures have been reclassified, as considered necessary, to conform with current period/ year presentation, where applicable.

The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on May 19, 2015. The full text of Colgate releases is available: www.colgatepalmolive.co.in

COLGATE-PALMOLIVE (INDIA) LIMITED

Mumbai
May 19, 2015


ISSAM BACHAALANI
MANAGING DIRECTOR



COLGATE-PALMOLIVE (INDIA) LIMITED



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COMPANY STATEMENT

COLGATE'S FULL YEAR NET SALES UP 12%, NET PROFIT UP 14%

COLGATE'S 4Q NET SALES UP 11%, NET PROFIT UP 24%

Mumbai, May 19, 2015

FINANCIAL HIGHLIGHTS

FULL YEAR 2014-15: Colgate-Palmolive (India) Limited today reported net sales of Rs. 3,954.8 crore for the financial year ended March 31, 2015, a 12% increase over the same period of the previous year and Net Profit After Tax of Rs. 559.0 crore with Earnings Per Share of Rs. 41.10, an increase of 14% over the previous year excluding exceptional item relating to the slump sale of Global Shared Services Organisation to Colgate Global Business Services Private Limited, a 100% subsidiary of Colgate-Palmolive Company, USA in the previous year.

4Q 2014-15 : Net sales for the fourth quarter of the financial year 2014-15 are Rs. 1,022.2 crore, an 11% increase over the same quarter of the previous year and Net Profit After Tax of Rs. 163.6 crore with Earnings Per Share of Rs. 12.03, an increase of 24% over the same period of the previous year.

DRIVING GROWTH

Colgate has, for the fourth consecutive year from 2011 to 2014, been ranked as India's #1 Most Trusted Brand across all categories by Brand Equity's Most Trusted Brand Survey and is the only brand to feature in the top three since the inception of the survey fourteen years ago.

The Company posted a robust volume growth of 5% both for the quarter and for the full year in Toothpaste and continued to enhance its leadership position in Toothpaste category by registering a volume market share of 57.8% for the period Jan-Apr 2015, an increase of 70 basis points over the same period of the previous year. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" and "Visible White" have contributed to this growth. The Company further maintained its leadership position in the Toothbrush category by registering a volume market share of 42.1% in period Jan-Apr 2015.

INNOVATION

The stream of innovations reflects the Company's continued commitment to growing the oral care category by creating new segments through innovation and technologically advanced products. During the year, the Company has launched several new products that included:

- a) **Colgate Visible White Plus Shine**, an extension of the Company's successful brand - Colgate Visible White – an innovation in beauty oral care segment - offers the benefit of whiter and shinier teeth in just one week. The toothpaste is formulated with whitening accelerators – one of Colgate's innovations – that remove and prevent surface stains.
- b) **Colgate Sensitive Pro-Relief (CSPR) Enamel Repair** – a scientifically advanced technology that provides long-term relief from the problem of tooth sensitivity.
- c) **Colgate Sugar Acid Neutralizer**, this breakthrough technology provides the solution for the biggest cause of cavities – Sugar Acids. This technological breakthrough works in two ways- neutralizes harmful sugar acids, the main cause of cavity formation while making teeth stronger with calcium and fluoride.
- d) **Colgate Slimsoft Charcoal** is India's first and only toothbrush with super slim tip bristles now infused with Charcoal. This revolutionary toothbrush technology is based on the key Indian insight of the traditional Oral Care benefits of Charcoal.
- e) **Colgate Zig Zag black**, a line extension of one of India's most popular toothbrush brand 'Colgate ZigZag'. As the market leader, Colgate has introduced many 'firsts' in the category and Colgate ZigZag Black is the first black toothbrush in the Mass Segment.

➤ **FUNDING GROWTH**

Our efforts in the area of efficiency continue to pay off with our Funding the Growth initiatives. Savings generated have enabled us to improve our investment levels while also delivering improved profitability.

➤ **DIVIDEND**

In March 2015, the Company declared a third interim dividend of Rs. 8 per share. Including the First and Second Interim Dividends of Rs. 8 per share each paid in September 2014 and December 2014 respectively, the Company has paid a total interim dividend of Rs. 24 per share for the financial year 2014-15.

➤ **POST BALANCE SHEET EVENT**

On April 29, 2015, the Company announced a Voluntary Retirement Scheme (VRS) for the employees at the toothpowder manufacturing facility at Waluj, Aurangabad, Maharashtra. The scheme was accepted on May 4, 2015 by all affected employees.

Since all workmen accepted the offer under the said Scheme, the Toothpowder manufacturing operations at the Aurangabad factory have been discontinued effective May 05, 2015.

The discontinuation of operations at the above facility will not impact the Company's Toothpowder business as the Company has sufficient inventory and alternative sourcing arrangement to cater to the market demand.

ABOUT COLGATE-PALMOLIVE

Colgate-Palmolive (India) Limited is India's leading provider of scientifically proven oral care products with multiple benefits at various price points. The range includes toothpastes, toothpowder, toothbrushes and mouthwashes under the "Colgate" brand, as well as a specialized range of dental therapies under the banner of Colgate Oral Pharmaceuticals. These have become an essential part of daily oral hygiene and therapeutic oral care in India. The Company also provides a range of personal care products under the 'Palmolive' brand name.

For more information about Colgate's business and products, visit the Company's website on the internet at www.colgate.co.in.