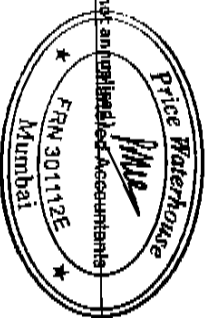


Colgate-Palmolive (India) Limited  
 Registered Office : Colgate Research Centre, Main Street, Mirrandani Gardens, Powai, Mumbai 400 076  
 CIN : L24200MH1937P.C002700 Tel : +91 (22) 6709 5050

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2014

(Rs. Lacs)

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Six Months Ended	Six Months Ended	Year Ended
	September 30, 2014 (Unaudited)	June 30, 2014 (Unaudited)	September 30, 2013 (Unaudited)	September 30, 2014 (Unaudited)	September 30, 2013 (Unaudited)	March 31, 2014 (Audited)
<b>PART I</b>						
1	Income from Operations	99,357	95,064	89,569	194,421	354,488
	(a) Net Sales / Income from Operations (Net of excise duty)	695	626	504	1,321	3,393
	(b) Other Operating Income	100,052	95,690	90,073	195,742	357,881
	Total Income from Operations (net)					
2	Expenses	29,864	28,768	28,922	58,532	112,941
	(a) Cost of materials consumed	8,603	7,014	8,570	15,617	15,154
	(b) Purchases of stock-in-trade and stock-in-trade	(1,169)	(59)	(1,280)	(1,228)	(2,836)
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	6,809	5,839	5,346	12,648	11,545
	(d) Employee benefits expense	1,773	1,166	1,166	3,428	2,340
	(e) Depreciation and Amortisation expenses	20,100	18,055	18,469	38,155	34,047
	(f) Advertising and Sales Promotion	17,194	16,707	15,413	33,901	30,251
	(g) Other Expenses	83,174	77,979	76,606	161,153	147,211
	Total Expenses					
3	Profit from Operations before Other Income, Finance Costs and Exceptional Items	16,878	17,711	13,467	34,589	28,821
	992	645	1,302	1,637	1,637	3,014
4	Other Income	17,870	18,356	14,769	36,226	31,835
5	Profit from Ordinary activities before Finance Costs and Exceptional Items					
6	Finance Costs					
7	Profit from Ordinary Activities after Finance Costs but before Exceptional Items	17,870	18,356	14,769	36,226	31,835
	Exceptional Items					
8	Profit from Ordinary Activities before tax	17,870	18,356	14,769	36,226	31,835
9	Profit from Ordinary Activities before tax	4,912	4,885	3,817	9,777	9,425
10	Tax expense	12,958	13,491	10,952	26,449	29,474
11	Net Profit from Ordinary Activities after Taxes for the period	1,360	1,360	1,360	1,360	1,360
12	Paid-up Equity Share Capital (Face value: Re 1/- per share)					
13	Reserve excluding Revaluation Reserve	9.53	9.92	8.05	19.45	21.67
14	Basic and Diluted Earnings per share (of Re 1/- each) (not audited)					

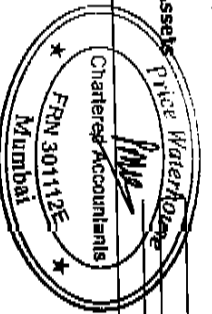


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## STATEMENT OF ASSETS AND LIABILITIES

(Rs. Lacs)

Particulars	As at September 30, 2014 (Unaudited)	As at March 31, 2014 (Audited)
<b>A EQUITY AND LIABILITIES</b>		
<b>1 Shareholders' Funds</b>		
(a) Share Capital	1,360	1,360
(b) Reserves and Surplus	72,332	58,628
<b>Sub-total - Shareholders' Funds</b>	<b>73,692</b>	<b>59,988</b>
<b>2 Non-current Liabilities</b>		
(a) Other Long-term Liabilities	169	74
(b) Long-term Provisions	4,291	3,870
<b>Sub-total - Non-current Liabilities</b>	<b>4,460</b>	<b>3,944</b>
<b>3 Current Liabilities</b>		
(a) Trade Payables	58,246	50,997
(b) Other Current Liabilities	26,948	26,910
(c) Short-term Provisions	9,657	7,036
<b>Sub-total - Current Liabilities</b>	<b>94,851</b>	<b>84,943</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>173,003</b>	<b>148,875</b>
<b>B ASSETS</b>		
<b>1 Non-current Assets</b>		
(a) Fixed Assets	79,097	69,742
(b) Non-current Investments	3,713	3,713
(c) Deferred Tax Assets (Net)	2,045	1,778
(d) Long-term Loans and Advances	6,127	6,256
(e) Other Non-current Assets	231	206
<b>Sub-total - Non-current Assets</b>	<b>91,213</b>	<b>81,695</b>
<b>2 Current Assets</b>		
(a) Inventories	25,111	22,574
(b) Trade Receivables	5,921	5,474
(c) Cash and Bank Balances	35,410	28,695
(d) Short-term Loans and Advances	15,021	10,270
(e) Other Current Assets	327	167
<b>Sub-total - Current Assets</b>	<b>81,790</b>	<b>67,180</b>
<b>TOTAL - ASSETS</b>	<b>173,003</b>	<b>148,875</b>



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PART II - Select Information for the quarter and six months ended September 30, 2014

Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Six Months Ended	Six Months Ended	Year Ended
	September 30, 2014 (Unaudited)	June 30, 2014 (Unaudited)	September 30, 2013 (Unaudited)	September 30, 2014 (Unaudited)	September 30, 2013 (Unaudited)	March 31, 2014 (Audited)

**PARTICULARS OF SHAREHOLDING**

<b>Public Shareholding</b>	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481
- Number of Shares	49%	49%	49%	49%	49%	49%
- Percentage of shareholding						
<b>Promoters and Promoter Group Shareholding</b>						
(a) Pledged/ Encumbered	Nil	Nil	Nil	Nil	Nil	Nil
- Number of shares						
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	Nil	Nil	Nil	Nil	Nil
(b) Non-Encumbered	69,356,336	69,356,336	69,356,336	69,356,336	69,356,336	69,356,336
- Number of shares						
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%	51%

8 Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended September 30, 2014.

Nature of complaints *	Pending at the	Received during the	Disposed of during	Remaining
	beginning of the quarter	quarter	the quarter	unresolved at the end of the quarter
Non receipt of dividend warrants	-	-	-	-
Non receipt of share certificates lodged for transfer or capital reduction	-	-	-	-
Others	11	11	11	-

\* Excludes disputed cases and sub-judice matters.



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Notes

1. Net Sales for the quarter and six months ended September 30, 2014 increased by 11% and 12%, respectively, over the same period of the previous year.
  2. Net profit after tax for the quarter ended September 30, 2014 of Rs. 12,958 Lacs is up by 18% over the same period of the previous year of Rs. 10,952 Lacs. Net profit after tax (before exceptional item net of tax) for the six months ended September 30, 2014 of Rs. 26,449 Lacs is up by 11% over the same period of the previous year of Rs. 23,867 Lacs.
  3. The Company had declared a first interim dividend of Rs. 10,879 Lacs (Rs. 8 per share) on September 22, 2014, which was paid on October 16, 2014.
  4. 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.
  5. There are no extraordinary items.
  6. Previous period/ year figures have been reclassified, as considered necessary, to conform with current period/ year presentation, where applicable.
- The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended September 30, 2014 as per Clause 41 of the Listing Agreement. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held today. The full text of Colgate releases is available: [www.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in)

COLGATE-PALMOLIVE (INDIA) LIMITED



ISSAM BACHALRANI  
MANAGING DIRECTOR

Mumbai  
November 5, 2014





# Colgate World of Care

## COMPANY STATEMENT

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**COLGATE'S 1H NET SALES UP 12%, NET PROFIT UP 11%**  
**2Q NET SALES UP 11%, NET PROFIT UP 18%**

*Mumbai, November 5, 2014*

### ➤ **FINANCIAL HIGHLIGHTS**

**1H 2014-15 :** Colgate-Palmolive (India) Limited today reported net sales of Rs. 1,944.2 crore for the half year ended September 30, 2014, a 12% increase over the same period of the previous year and Net Profit After Tax of Rs. 264.5 crore with Earnings Per Share of Rs. 19.45, an increase of 11% over the same period of the previous year excluding exceptional item in the previous year 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.

**2Q 2014-15 :** The Company reported net sales of Rs. 993.6 crore for the second quarter of the financial year 2014-15, a 11% increase over the same quarter of the previous year and Net Profit After Tax of Rs. 129.6 crore with Earnings Per Share of Rs. 9.53, an increase of 18% over the same quarter of the previous year.

### ➤ **DRIVING GROWTH**

Colgate has been ranked India's #1 Most Trusted Brand across all categories by Brand Equity's Most Trusted Brand Survey for the 4th year in a row and is the only brand to feature in the top three from 2001-2014 since the inception of the survey.

Colgate was also ranked #1 Most Chosen Consumer Brand in India for the third consecutive year by Global Consumer Knowledge and Insights firm, Kantar Worldpanel's Brand Footprint report.

The Company posted a strong volume growth of 7% for the quarter on Toothpaste and continued to enhance its leadership position in Toothpaste category by registering a volume market share of 56.7% for the period Jan'14-Sep'14, an increase of 80 basis points over the same period of the previous year. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" and "Colgate Total" along with "Visible White" have contributed to this growth.

The Company further strengthened its leadership position in the Toothbrush category by registering a volume market share of 42.6% for Jan'14-Sep'14, an increase of 110 basis points over the same period of the previous year.

## ■ **INNOVATION**

As market leader, Colgate has led the way with a continuous stream of innovations. In the first half of the current financial year, the company launched many new products that included :

a) Colgate Maximum Cavity Protection plus Sugar Acid Neutralizer, a new toothpaste with a first of its kind technology to fight the no.1 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.

b) Colgate Visible White Regimen, a beauty-oral care breakthrough. Following the phenomenal success of the Colgate Visible White toothpaste which was voted product of the year 2014 in the toothpaste category by consumer research firm, Nielsen, a novel whitening regimen was created to include Colgate 360 Visible White toothbrush and mouthwash alongside Toothpaste offering a holistic approach for visibly whiter teeth

c) Colgate Visible White Plus Shine Toothpaste, another innovation in the beauty oral care segment that offers the benefit of whiter plus shinier teeth in just one week.

Similarly, in the toothbrush category, after the successful launch last year of the Colgate Slim Soft toothbrush with its unique tapered bristle technology, the Company has launched another line extension of this variant, Colgate Slim Soft Charcoal toothbrush with 17 times slimmer tip bristles (versus ordinary toothbrushes) that help reach tight spaces in between teeth and along the gum line. This striking black colored toothbrush has unique charcoal coated bristles that help remove plaque bacteria. These features make it very differentiated and a one of a kind in the toothbrush category today.

The above 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.

## ■ **FUNDING GROWTH**

The Company's strong focus on driving efficiencies, reducing costs and innovating to drive premiumisation coupled with prudent price increases has led to a significant Gross Margin expansion by 290 basis points.

## ■ **ORAL HEALTH MONTH**

The Company in partnership with the Indian Dental Association (IDA) commenced the 11<sup>th</sup> edition of the Oral Health Month which is a two-month long oral care awareness initiative that aims to create nationwide oral health awareness to fight cavities and instill the importance of good oral hygiene by bringing oral care closer to consumers. As part of this large scale initiative, the Company offers free in-clinic dental check-ups in 1,300 towns in collaboration with 35,000 dentists and also has mobile dental vans travelling across 45 towns to make basic oral care facilities accessible to the underprivileged. This year through Oral Health Month,

Colgate along with IDA plans to reach 6 million people and make oral care available across the country with a special focus on creating a cavity-free future.

➤ **DIVIDEND**

In October 2014, the Company paid a First Interim Dividend for the Financial Year 2014-15 of Rs. 8 per share of Re 1 each (face value).

**ABOUT COLGATE-PALMOLIVE**

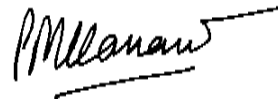
Colgate-Palmolive (India) Limited is India's leading provider of scientifically proven oral care products with multiple benefits at various price points. The range includes toothpastes, toothpowder, toothbrushes and mouthwashes under the "Colgate" brand, as well as a specialized range of dental therapies 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.colgatepalmolive.co.in](http://www.colgatepalmolive.co.in).

The Board of Directors  
Colgate-Palmolive (India) Limited  
Colgate Research Centre, Main Street  
Hiranandani Gardens, Powai  
Mumbai - 400 076

1. We have reviewed the results of Colgate-Palmolive (India) Limited (the "Company") for the quarter ended September 30, 2014 which are included in the accompanying 'Statement of un-audited results for the quarter and six months ended September 30, 2014' and the statement of assets and liabilities as on that date (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statement is free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 read with the General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Price Waterhouse**  
Firm Registration No. 301112E  
Chartered Accountants



**Pradip Kanakia**  
Partner  
Membership No. 39985

Mumbai  
November 5, 2014