

Colgate-Palmolive (India) Limited
Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2013

(Rs. Lacs) Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Nine Months Ended	Nine Months Ended	Year Ended
	December 31, 2013 (Unaudited)	September 30, 2013 (Unaudited)	December 31, 2012 (Unaudited)	December 31, 2013 (Unaudited)	December 31, 2012 (Unaudited)	March 31, 2013 (Audited)
PART I						
1 Income from Operations						
(a) Net Sales / Income from Operations (Net of excise duty)	88,398	89,569	76,268	262,429	227,253	308,411
(b) Other Operating Income	713	504	2,109	2,724	5,975	7,970
Total Income from Operations (net)	89,111	90,073	78,377	265,153	233,228	316,381
2 Expenses						
(a) Cost of materials consumed	25,916	26,432	25,048	77,821	73,446	99,155
(b) Purchases of stock-in-trade	9,014	11,060	5,901	28,983	17,296	23,644
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(355)	(1,280)	(504)	(3,191)	2,058	2,220
(d) Employee benefits expense	5,295	5,346	6,311	16,840	17,983	24,944
(e) Depreciation and Amortisation expenses	1,205	1,166	1,132	3,545	3,243	4,370
(f) Advertising	12,146	11,947	9,985	34,232	27,249	35,459
(g) Other Expenses	22,042	21,935	16,643	64,254	46,380	65,278
Total Expenses	75,263	76,606	64,516	222,484	187,655	255,070
3 Profit from Operations before Other Income, Finance Costs and Exceptional Items	13,848	13,467	13,861	42,669	45,573	61,311
4 Other Income	1,624	1,302	1,174	4,638	3,783	4,992
5 Profit from Ordinary activities before Finance Costs and Exceptional Items	15,472	14,769	15,035	47,307	49,356	66,303
6 Finance Costs	-	-	-	-	-	-
7 Profit from Ordinary Activities after Finance Costs but before Exceptional Items	15,472	14,769	15,035	47,307	49,356	66,303
8 Exceptional Items (Refer Note 5)	(11)	-	-	7,053	-	-
9 Profit from Ordinary Activities before tax	15,461	14,769	15,035	54,360	49,356	66,303
10 Tax expense (net of prior year reversals)	4,178	3,817	3,930	13,603	12,001	16,628
11 Net Profit after Taxes	11,283	10,952	11,105	40,757	37,355	49,675
12 Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360	1,360
13 Reserve excluding Revaluation Reserve						47,599
14 Basic and Diluted Earnings per share (Rs.)	8.30	8.05	8.17	29.97	27.47	36.53



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PART II						
A PARTICULARS OF SHAREHOLDING						
1 Public Shareholding						
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of holding	49%	49%	49%	49%	49%	49%
2 Promoters and Promoter Group Shareholding						
(a) Pledged/ Encumbered						
- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
- 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						
- Number of shares	69,356,336	69,356,336	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%	100%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%	51%

B Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended December 31, 2013.

Nature of complaints *	Opening Balance	Received during the quarter	Resolved during the quarter	Closing Balance
Non receipt of dividend warrants	-	1	1	-
Non receipt of share certificates lodged for transfer or capital reduction	-	-	-	-
Others	-	1	1	-

* Excludes disputed cases and sub-judice matters.



Notes

1. **Net Sales for the quarter and nine months ended December 31, 2013 increased by 16% and 15%, respectively, over the same period of the previous year.**
2. **Net Profit before Tax for the quarter and nine months ended December 31, 2013 is Rs. 15,461 Lacs and Rs. 54,360 Lacs, respectively, as against Rs. 15,035 Lacs and Rs. 49,356 Lacs for the similar periods of the previous year.**
3. **The Company had paid a First Interim Dividend of Rs. 12,239 Lacs (Rs. 9 per share) in November 2013 and Second Interim Dividend of Rs. 12,239 Lacs (Rs. 9 per share) in December 2013.**
4. **In accordance with the requirements of Accounting Standard -17, Segment Reporting, the Company's business segment is 'Personal Care' (including Oral Care) and hence it has no other primary reportable segments.**
5. **The company after obtaining necessary approvals from the Board of Directors and Shareholders, sold and transferred the whole of the Company's "Global Shared Services Organization" (GSSO Division) 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, on a going concern basis for a total consideration of Rs. 5,989 Lacs. This amount, after necessary adjustments to the relevant assets and liabilities of the erstwhile division is shown under "Exceptional Items". The Capital Gain tax arising from the transaction is included in "Tax Expense".**
6. **Previous period/ year figures have been reclassified 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 December 31, 2013 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 Meeting held today.

The full text of Colgate releases is available: www.colgate.co.in.

Mumbai
January 21, 2014



COLGATE-PALMOLIVE (INDIA) LIMITED

 P. PARAMESWARAN (Ms.)
 MANAGING DIRECTOR



Colgate World of Care

COMPANY STATEMENT

COLGATE'S 9M NET SALES UP 15%, NET PROFIT UP 9%

Mumbai, January 21, 2014

FINANCIAL HIGHLIGHTS

9M 2013-14 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 2,624.3 crore for the nine months ended December 31, 2013, a 15% increase over the same period of the previous year and Net Profit After Tax (including exceptional item) of Rs. 407.6 crore with Earnings Per Share of Rs. 29.97, an increase of 9% over the same period of the previous year.

3Q 2013-14 : Net sales for the third Quarter of the financial year 2013-14 of Rs. 884.0 crore, a 16% increase over the same quarter of the previous year and Net Profit After Tax of Rs. 112.8 crore with Earnings Per Share of Rs. 8.30.

DRIVING GROWTH

Colgate has, for the third consecutive year from 2011 to 2013, 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 twelve years ago.

During the quarter, the Company achieved a volume growth of 10% over the same quarter of the previous year led by a strong growth of 11% in toothpaste category wherein the Company further enhanced its leadership position by registering a 56.0% volume market share for Jan'13-Dec'13 compared to 54.5% in Jan'12-Dec'12. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" and "Colgate Total" along with the recently launched "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 41.5% for Jan'13-Dec'13 as against 39.8% in Jan'12-Dec'12.

● **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 nine months of the current financial year, the Company has launched several new products that included :

- a) Colgate Visible White, the first of its kind oral care product in India aimed at creating and growing the whitening segment in the toothpaste category that is so far undeveloped in India. Colgate Visible White has whitening accelerators for visibly white teeth in just one week.
- b) Colgate Active Salt Healthy White which offers a most sought after benefit of 'Yellowness removal' from teeth. It does so by combining two powerful ingredients Lemon & Salt in a unique formula that delivers effective yellowness removal.
- c) Colgate Maxfresh Fresh Tea Toothpaste which offers consumers a unique and exciting Tea flavour experience in a Toothpaste and adds to the current Maxfresh range in-stores.
- d) Colgate SlimSoft, a first of its kind toothbrush with super slim and ultra-soft tapered bristles. Colgate SlimSoft has 17 times slimmer tip bristles than ordinary toothbrushes to remove plaque effectively.
- e) Relaunch of Colgate Super Flexi Toothbrush, the single largest selling Toothbrush variant in India. The New Super Flexi Toothbrush has a new premium handle and flexi bands that help it to reach hard-to-reach places in the mouth.

● **FUNDING GROWTH**

Despite the inflationary environment and pressure on the rupee, the Company's focus on driving efficiencies and reducing costs coupled with prudent price increases has resulted in higher Gross Margin.

● **SALE OF BUSINESS**

In the first quarter of this financial year, the Company recorded an exceptional item of Rs. 55.5 Crores (net of tax) with respect to the slump sale of Global Shared Services Organisation to Colgate Global Business Services Private Limited, a 100% subsidiary of Colgate-Palmolive Company, USA, after obtaining the requisite approvals from the Board of Directors and Shareholders.

● **DIVIDEND**

In December 2013, the Company paid its second interim dividend of Rs. 9 per share. Including the First Interim Dividend of Rs. 9 per share paid in November 2013, the Company has paid a total of Rs. 18 per share for the nine months ended December 31, 2013.

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.

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 December 31, 2013 which are included in the accompanying 'Statement of un-audited results for the quarter and nine months ended December 31, 2013' (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 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 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



Vilas Rane
Partner
Membership No. 33220

Mumbai
January 21, 2014