

**Colgate-Palmolive (India) Limited**  
**Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076**  
**STATEMENT OF RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2014**

Particulars	(Rs. Lacs)		(Rs. Lacs)		(Rs. Lacs)		(Rs. Lacs)	
	Quarter Ended	Quarter Ended	Quarter Ended	Quarter Ended	Year Ended	Year Ended	Year Ended	
PART I	March 31, 2014 (Unaudited)	December 31, 2013 (Unaudited)	March 31, 2013 (Unaudited)	March 31, 2014 (Unaudited)	March 31, 2014 (Audited)	March 31, 2013 (Audited)	March 31, 2013 (Audited)	
<b>1</b> Income from Operations								
(a) Net Sales / Income from Operations (Net of excise duty)	92,059	88,398	81,158	354,488	308,411			
(b) Other Operating Income	669	713	1,995	3,393	7,970			
Total Income from Operations (net)	92,728	89,111	83,153	357,881	316,381			
<b>2</b> Expenses								
(a) Cost of materials consumed	35,120	25,916	25,709	112,941	99,155			
(b) Purchases of stock-in-trade	955	9,014	6,348	29,938	23,644			
(c) Changes in Inventories of finished goods, work-in-progress and stock-in-trade	514	(355)	162	(2,677)	2,220			
(d) Employee benefits expense	4,338	5,295	6,961	21,178	24,944			
(e) Depreciation and Amortisation expenses	1,530	1,205	1,127	5,075	4,370			
(f) Advertising	9,946	12,146	8,210	44,178	35,459			
(g) Other Expenses	21,668	22,042	18,898	85,922	65,278			
Total Expenses	74,071	75,263	67,415	296,555	255,070			
<b>3</b> Profit from Operations before Other Income, Finance Costs and Exceptional Items	18,657	13,848	15,738	61,326	61,311			
<b>4</b> Other Income	394	1,624	1,209	5,032	4,992			
<b>5</b> Profit from Ordinary activities before Finance Costs and Exceptional Items	19,051	15,472	16,947	66,358	66,303			
<b>6</b> Finance Costs	-	-	-	-	-			
<b>7</b> Profit from Ordinary Activities after Finance Costs but before Exceptional Items	19,051	15,472	16,947	66,358	66,303			
<b>8</b> Exceptional Items (Refer Note 6)	(615)	(11)	-	6,438	-			
<b>9</b> Profit from Ordinary Activities before tax	18,436	15,461	16,947	72,796	66,303			
<b>10</b> Tax expense (net of prior year reversals)	5,206	4,178	4,627	18,809	16,628			
<b>11</b> Net Profit after Taxes	13,230	11,283	12,320	53,987	49,675			
<b>12</b> Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360			
<b>13</b> Reserve excluding Revaluation Reserve				58,628	47,599			
<b>14</b> Basic and Diluted Earnings per share (Rs.)	9.73	8.30	9.06	39.70	36.53			

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Particulars	Quarter Ended March 31, 2014 (Unaudited)	Quarter Ended December 31, 2013 (Unaudited)	Quarter Ended March 31, 2013 (Unaudited)	Quarter Ended March 31, 2014 (Audited)	Year Ended March 31, 2013 (Audited)	Year Ended March 31, 2013 (Audited)
<b>A PARTICULARS OF SHAREHOLDING</b>						
<b>1 Public Shareholding</b>						
- 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%
<b>2 Promoters and Promoter Group Shareholding</b>						
<b>(a) Pledged/ Encumbered</b>						
- 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>(b) Non-Encumbered</b>						
- 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 March 31, 2014.**

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

\* Excludes disputed cases and sub-judice matters.

*[Handwritten Signature]*  
23/5/14

Notes

1. STATEMENT OF ASSETS AND LIABILITIES		As at March 31, 2014 (Audited)	As at March 31, 2013 (Audited)
(Rs. Lacs)			
Particulars			
<b>A EQUITY AND LIABILITIES</b>			
<b>1 Shareholders' Funds</b>			
(a) Share Capital	1,360	1,360	
(b) Reserves and Surplus	58,628	47,599	
<b>Sub-total - Shareholders' Funds</b>	<b>59,988</b>	<b>48,959</b>	
<b>2 Non-current Liabilities</b>			
(a) Other Long-term Liabilities	74	85	
(b) Long-term Provisions	2,486	3,490	
<b>Sub-total - Non-current Liabilities</b>	<b>2,560</b>	<b>3,575</b>	
<b>3 Current Liabilities</b>			
(a) Trade Payables	50,997	46,662	
(b) Other Current Liabilities	28,294	25,018	
(c) Short-term Provisions	7,036	6,464	
<b>Sub-total - Current Liabilities</b>	<b>86,327</b>	<b>78,144</b>	
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>148,875</b>	<b>130,678</b>	
<b>B ASSETS</b>			
<b>1 Non-current Assets</b>			
(a) Fixed Assets	69,742	38,262	
(b) Non-current Investments	3,713	3,713	
(c) Deferred Tax Assets (Net)	1,778	2,244	
(d) Long-term Loans and Advances	6,256	7,030	
(e) Other Non-current Assets	206	125	
<b>Sub-total - Non-current Assets</b>	<b>81,695</b>	<b>51,374</b>	
<b>2 Current Assets</b>			
(a) Current Investments	-	998	
(b) Inventories	22,574	18,530	
(c) Trade Receivables	5,474	8,121	
(d) Cash and Bank Balances	28,695	42,880	
(e) Short-term Loans and Advances	10,270	8,447	
(f) Other Current Assets	167	328	
<b>Sub-total - Current Assets</b>	<b>67,180</b>	<b>79,304</b>	
<b>TOTAL - ASSETS</b>	<b>148,875</b>	<b>130,678</b>	

*[Handwritten Signature]*  
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## Notes

2. Net Sales for the quarter and year ended March 31, 2014 increased by 13% and 15%, respectively, over the same period of the previous year.
  3. Net Profit after Tax for the quarter and year ended March 31, 2014 is Rs. 13,230 Lacs (Up 7%) and Rs. 53,987 Lacs (Up 9%), respectively, as against Rs. 12,320 Lacs and Rs. 49,675 Lacs, respectively, for the similar periods of the previous year.
  4. The Company declared a Third Interim Dividend of Rs. 12,239 Lacs (Rs. 9 per share) on March 27, 2014, which was paid on April 16, 2014. The Company had earlier 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.
  5. 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.
  6. 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 (GGBSPL), 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".
  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 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 Meeting held today.  
The full text of Colgate releases is available: [www.colgate.co.in](http://www.colgate.co.in).

Mumbai  
May 23, 2014

COLGATE-PALMOLIVE (INDIA) LIMITED

  
P. PARAMESWARAIN (Ms.)  
MANAGING DIRECTOR



**Colgate World of Care**

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## COMPANY STATEMENT

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**COLGATE'S FULL YEAR NET SALES UP 15%, NET PROFIT UP 9%**  
**COLGATE'S 4Q NET SALES UP 13%, NET PROFIT UP 7%**

*Mumbai, May 23, 2014*

### ■ **FINANCIAL HIGHLIGHTS**

**FULL YEAR 2013-14** : Colgate-Palmolive (India) Limited today reported net sales of Rs. 3,544.9 crore for the financial year ended March 31, 2014, a 15% increase over the same period of the previous year and Net Profit After Tax (including exceptional item) of Rs. 539.9 crore with Earnings Per Share of Rs. 39.70, an increase of 9% over the same period of the previous year.

**4Q 2013-14** : Net sales for the fourth quarter of the financial year 2013-14 of Rs. 920.6 crore, a 13% increase over the same quarter of the previous year and Net Profit After Tax of Rs. 132.3 crore with Earnings Per Share of Rs. 9.73, an increase of 7% over the same period of the previous year.

### ■ **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.

The Company posted a robust volume growth of 7% for the quarter and 9% for the full year in Toothpaste and continued to enhance its leadership position in Toothpaste category by registering a volume market share of 57.1% for the period Jan'14-Apr'14, an increase of 170 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 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 42.3% for Jan'14-Apr'14, an increase of 100 basis points over the same period of the previous year.

## ➤ **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, 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, this is 17 times slimmer 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.
- f) Recent launch of Palmolive Ayuritel, a premium Body Wash inspired by ancient Indian Ayurvedic Rituals, to restore harmony between body and mind

## ➤ **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**

During the year, the Company recorded an exceptional item of Rs. 51.1 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 March 2014, the Company declared a third interim dividend of Rs. 9 per share. Including the First and Second Interim Dividends of Rs. 9 per share each paid in November 2013 and December 2013 respectively, the Company has paid a total interim dividend of Rs. 27 per share for the financial year 2013-14.

## **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](http://www.colgate.co.in).