

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

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER ENDED JUNE 30, 2014

(Rs. Lacs)				
Particulars	Quarter Ended June 30, 2014 (Unaudited)	Quarter Ended March 31, 2014 (Unaudited)	Quarter Ended June 30, 2013 (Unaudited)	Year Ended March 31, 2014 (Audited)
PART I				
1 Income from Operations				
(a) Net Sales / Income from Operations (Net of excise duty)	95,064	92,059	84,462	354,488
(b) Other Operating Income	626	669	1,507	3,393
Total Income from Operations (net)	95,690	92,728	85,969	357,881
2 Expenses				
(a) Cost of materials consumed	28,768	35,120	25,473	112,941
(b) Purchases of stock-in-trade	7,014	955	8,909	29,938
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(59)	514	(1,556)	(2,677)
(d) Employee benefits expense	5,839	4,338	6,199	21,178
(e) Depreciation and Amortisation expenses	1,653	1,530	1,174	5,073
(f) Advertising and Sales Promotion	18,055	16,586	15,578	68,865
(g) Other Expenses	16,707	15,028	14,838	61,235
Total Expenses	77,979	74,071	70,615	296,555
3 Profit from Operations before Other Income, Finance Costs and Exceptional Items	17,711	18,657	15,354	61,326
4 Other Income	645	394	1,712	5,032
5 Profit from Ordinary activities before Finance Costs and Exceptional Items	18,356	19,051	17,066	66,358
6 Finance Costs	-	-	-	-
7 Profit from Ordinary Activities after Finance Costs but before Exceptional Items	18,356	19,051	17,066	66,358
8 Exceptional Items (Refer Note 3)	-	(615)	7,064	6,438
9 Profit from Ordinary Activities before tax	18,356	18,436	24,130	72,796
10 Tax expense	4,865	5,206	5,608	18,809
11 Net Profit after Taxes for the period	13,491	13,230	18,522	53,987
12 Paid-up Equity Share Capital (Face value: Rupee 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 (Rs.) (not annualised)	9.92	9.73	13.62	39.70



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Particulars		Quarter Ended June 30, 2014 (Unaudited)	Quarter Ended March 31, 2014 (Unaudited)	Quarter Ended June 30, 2013 (Unaudited)	Year Ended March 31, 2014 (Audited)
PART II - Select Information for the quarter ended June 30, 2014					
A	PARTICULARS OF SHAREHOLDING				
1	Public Shareholding				
	- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481
	- Percentage of holding	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%

B	Information on Investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended June 30, 2014.				
	Nature of complaints *	Opening Balance	Received during the quarter	Resolved during the quarter	Closing Balance
	Non receipt of dividend warrants	-	-	-	-
	Non receipt of share certificates lodged for transfer or capital reduction	-	-	-	-
	Others	-	-	-	-

* Excludes disputed cases and sub-judice matters.

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Notes

1. Net Sales for the quarter ended June 30, 2014 increased by 13% over the same period of the previous year.
2. Net profit after tax (before exceptional item net of tax) for the quarter ended June 30, 2014 of Rs. 13,491 Lacs is up by 4% over the same period of the previous year of Rs. 12,915 Lacs.
3. There are no 'Exceptional Items' for the current quarter ended June 30, 2014. 'Exceptional Items' for the quarters ended March 31, 2014 and June 30, 2013 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 had 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.
5. 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, It is not considered necessary to provide separate segment information.
6. There are no extraordinary items.
7. 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 June 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 Meeting held today.

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

COLGATE-PALMOLIVE (INDIA) LIMITED

P. Parameswaran
P. PARAMESWARAN (Ms.)
MANAGING DIRECTOR

Mumbai
July 25, 2014





Colgate World of Care

COMPANY STATEMENT

COLGATE'S 1Q NET SALES UP 13%, NET PROFIT UP 4%

Mumbai, July 25, 2014

FINANCIAL HIGHLIGHTS

1Q 2014-15 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 950.6 crore for the first quarter of the financial year 2014-15, a 13% increase over the same period of the previous year and Net Profit After Tax of Rs. 134.9 crore with Earnings Per Share of Rs. 9.92, an increase of 4% over the same quarter 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.

DRIVING GROWTH

Colgate was 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.

Colgate has also been ranked India's #1 Most Trusted Brand across all categories by Brand Equity's Most Trusted Brand Survey for three years in a row and is the only brand to feature in the top three since the inception of the survey twelve years ago.

The Company posted a strong volume growth of 5% for the quarter and continued to enhance its leadership position in Toothpaste category by registering a volume market share of 57.0% for the period Jan'14-Jun'14, an increase of 110 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 42.6% for Jan'14-Jun'14, an increase of 140 basis points over the same period of the previous year.

INNOVATION

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

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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.

Colgate also introduced a beauty-oral care breakthrough with the new Colgate Visible White teeth whitening treatment. 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 offering a holistic approach for visibly whiter teeth.

In the toothbrush category, after the successful launch last year of the Colgate Slim Soft toothbrush with its unique tapered bristle technology last year, 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 and reducing costs and innovating to drive premiumisation coupled with prudent price increases has led to significant Gross Margin expansion by 130 basis points.

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.



25/7/14



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 June 30, 2014 which are included in the accompanying 'Statement of un-audited results for the quarter ended June 30, 2014' (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 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.

Mumbai
July 25, 2014

For Price Waterhouse
Firm Registration No. 301112E
Chartered Accountants

Pradip Kanakia
Partner
Membership No. 39985