



COLGATE-PALMOLIVE (INDIA) LIMITED

Regd. Office :
Colgate Research Centre,
Main Street,
Hiranandani Gardens,
Powai,
Mumbai - 400 076.
Tel. : 67095050
Fax : (91 22) 25705088
www.colgate.co.in
CIN : L24200MH1937PLC002700

January 27, 2016

The Secretary
Bombay Stock Exchange Limited
P.J. Towers – 25th Floor,
Dalal Street
Mumbai-400001

Scrip Code: 500830
Fax: 2272 3121 / 3719 / 2037 / 2041 / 2061 / 2039
Kind Attn : Mr. Jeevan Noronha

The Manager – Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block – G
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051

Symbol: COLPAL
Series : EQ
Fax : 26598237 / 26598238/ 66418124/25/26
Kind Attn : Mr. Hari

Dear Sir,

Re: Unaudited Financial Results for the quarter ended December 31, 2015

Enclosed please find herewith the following:

1. Unaudited financial results for the quarter ended December 31, 2015
2. Company's statement on the above financial results.
3. Limited Review Report of the Auditors

Please note that the Board of Directors of the Company at their meeting held today approved and took the above financial results on record.

Kindly acknowledge receipt.

Thanking you,

Very truly yours
Colgate-Palmolive (India) Limited

Niket Ghate
Whole-time Director &
Company Secretary

Encl: a/a

File: Stock Exchange / BD 601 India

Colgate-Palmolive (India) Limited
Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076
CIN : L24200MH1937PLC002700 Tel : +91 (22) 6709 5050

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2015

Particulars	Quarter	Quarter	Quarter	Nine Months	Nine Months	Year Ended March 31, 2015 (Audited)
	Ended December 31, 2015 (Unaudited)	Ended September 30, 2015 (Unaudited)	Ended December 31, 2014 (Unaudited)	Ended December 31, 2015 (Unaudited)	Ended December 31, 2014 (Unaudited)	
PART I						
1 Income from Operations						
(a) Net Sales / Income from Operations (Net of excise duty)	100,636	103,178	98,856	304,105	293,277	395,477
(b) Other Operating Income	849	669	745	2,242	2,066	2,717
Total Income from Operations (net)	101,485	103,847	99,601	306,347	295,343	398,194
2 Expenses						
(a) Cost of materials consumed	25,764	28,491	29,886	83,614	88,518	118,571
(b) Purchases of stock-in-trade	10,213	9,299	6,877	26,217	22,494	29,835
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(136)	(495)	(390)	142	(1,618)	(1,635)
(d) Employee benefits expense	7,231	5,744	6,611	19,507	19,259	25,893
(e) Depreciation and Amortisation expenses	2,949	2,692	2,028	8,168	8,168	7,502
(f) Advertising and Sales Promotion	15,865	16,668	17,821	52,583	55,976	71,425
(g) Other Expenses	19,407	18,649	19,336	55,470	53,237	71,881
Total Expenses	81,293	81,048	82,169	245,701	243,322	323,472
3 Profit from Operations before Other Income, Finance Costs and Exceptional Items	20,192	22,799	17,432	60,646	52,021	74,722
4 Other Income	1,064	1,076	966	3,017	2,603	3,317
5 Profit from Ordinary activities before Finance Costs and Exceptional Items	21,256	23,875	18,398	63,663	54,624	78,039
6 Finance Costs	-	-	-	-	-	-
7 Profit from Ordinary Activities after Finance Costs but before Exceptional Items	21,256	23,875	18,398	63,663	54,624	78,039
8 Exceptional Items (Refer Note 3)	-	-	-	(3,134)	-	-
9 Profit from Ordinary Activities before tax	21,256	23,875	18,398	60,529	54,624	78,039
10 Tax expense (Refer Note 4)	5,315	8,182	5,312	17,467	15,089	22,141
11 Net Profit from Ordinary Activities after Taxes for the period	15,941	15,693	13,086	43,062	39,535	55,898
12 Paid-up Equity Share Capital (Face value: Re 1/- per share)	2,720	2,720	1,360	2,720	1,360	1,360
13 Reserve excluding Revaluation Reserve	-	-	-	-	-	-
14 Basic and Diluted Earnings per share (for Re 1/- each) (not annualised) (Refer Note 5)	5.86	5.77	4.81	15.83	14.53	20.59

(Rs. in Lakhs)



Notes

1. Net Sales for the quarter and nine months ended December 31, 2015 increased by 2% and 4%, respectively, over the same period of the previous year.
 2. Net profit before tax and Exceptional Items for the quarter ended December 31, 2015 is Rs. 21,256 Lakhs as against Rs. 18,398 Lakhs for the quarter ended December 31, 2014. Net profit before tax and Exceptional Items for the nine months ended December 31, 2015 is Rs. 63,663 Lakhs as against Rs. 54,624 Lakhs for the nine months ended December 31, 2014.
 3. On April 29, 2015, the Company had 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. Exceptional items for the nine months ended December 31, 2015 comprise of VRS expenses of Rs. 2,926 Lakhs and other expenses of Rs. 208 Lakhs pertaining to the discontinuance of the operations at the Aurangabad factory.
 4. Tax expense for the quarter and nine months ended December 31, 2015 includes prior year reversal of Rs. 1,856 Lakhs and Rs. 3,109 Lakhs respectively (corresponding period of the previous year Rs. Nil).
 5. The Shareholders of the Company through postal ballot approved the issue of bonus equity shares in the ratio of 1:1 by capitalization of general reserves. Accordingly, on September 28, 2015, the Company allotted 135,992,817 bonus equity shares of Re 1/- each fully paid-up to the existing shareholders as on the record date. The paid-up share capital of the Company stands increased from Rs. 1,360 Lakhs to Rs. 2,720 Lakhs. Accordingly, the earnings per share have been adjusted for the bonus issue for all the previous periods presented in accordance with the provisions of Accounting Standard (AS) 20 - 'Earnings Per Share'.
 6. The Company had declared a first interim dividend of Rs. 10,879 Lakhs (Rs. 4 per share) on October 29, 2015, which was paid on November 26, 2015 and second interim dividend of Rs. 8,160 Lakhs (Rs. 3 per share) on November 27, 2015, which was paid on December 23, 2015.
 7. 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.
 8. There are no extraordinary items.
 9. Previous period figures have been reclassified, as considered necessary, to conform with current period presentation, where applicable.
- The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended December 31, 2015 as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on January 27, 2016.
- The full text of Colgate release is available: www.colgatepalmlive.co.in

Mumbai
January 27, 2016



COLGATE-PALMOLIVE (INDIA) LIMITED

ISSAM BACHALANI
MANAGING DIRECTOR

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

1. We have reviewed the statement of unaudited financial results (the "Statement") of Colgate-Palmolive (India) Limited (the "Company") for the quarter ended December 31, 2015. The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The 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. 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 prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 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
January 27, 2015



COMPANY STATEMENT

Mumbai, Jan 27, 2016

FINANCIAL and OPERATIONAL HIGHLIGHTS

9M 2015-16 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 3041.0 crore for the nine months ended December 31, 2015. The Organic growth of the Company stands at 9%, offset by phasing out of fiscal benefits in the State of Himachal Pradesh, to give a reported growth of 4% over the same period of the previous year.

Net Profit After Tax is up 40% which excludes the impact of the phasing out of fiscal benefits and the restructuring cost related to toothpowder manufacturing facility at Aurangabad, Maharashtra. Including the aforesaid impact, the reported Net Profit After Tax is at Rs. 430.6 crore, 9% growth in Earnings Per Share of Rs. 15.83 for the reported period, after adjusting for the recent bonus issue.

3Q 2015-16 : Net sales are Rs. 1006.4 crore for the quarter ended December 31, 2015. The Organic growth of the Company stands at 7%, offset by phasing out of fiscal benefits in the State of Himachal Pradesh, to give a reported growth of 2% over the same period of the previous year. The unseasonal rains in South India and floods in Chennai city as well as destocking in certain accounts affected shipments for the quarter.

Net Profit After Tax is up 50%, excluding the impact of the phasing out of fiscal benefits. Including this the reported Net Profit After Tax is at Rs. 159.4 crore, 22% growth in Earnings Per Share of Rs. 5.86 for the reported period, after adjusting for the recent bonus issue.

The company enhanced its leadership position in Toothpaste category by registering a volume market share of 57.3% in FY 2015, an increase of 60 basis points over same period last year driven primarily by "Colgate Dental Cream", "Active Salt" and "Max Fresh". In the Toothbrush segment, the Company also increased its volume market share to 43.8% in period FY 2015, an increase of 140 basis points over same period last year driven majorly by "Zigzag" and "Super Shine". Volume growth for the company was 2% in 9M 2015-16 and 1% in 3Q 2015-16.

BONUS ISSUE

The Board of Directors of the Company at its meeting held on July 30, 2015 considered and recommended a bonus issue of one equity share for every equity share held. Post this, on September 28, 2015, the Board has allotted the Bonus equity shares to all the shareholders who were holding shares as on the record date of September 24, 2015.

MOST TRUSTED BRAND

Colgate has yet again been ranked as India's #1 Most Trusted Brand in Economic Times' Brand Equity annual survey. 2015 is the 5th consecutive year when Colgate has been at the top of the trust ladder across all categories. Colgate is the only brand to feature in the top three from 2001-2015, since 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 World panel's Brand Footprint report.

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. The Company has launched several new products that included:

a) **Colgate 360 Toothbrush range -**

- **360 Charcoal Gold**, a never-seen-before gold coloured toothbrush that provides superior whole mouth cleaning. It has Charcoal Infused spiral bristles which gently polish teeth and give a deep & gentle clean.
- **360 Whole Mouth Clean**, provides 151% more germ removal than an ordinary toothbrush
- **360 Visible White** with its spiral bristles and whitening cups effectively removes surface stains
- **360 Floss-Tip** reaches 4X deeper with its FlossTip technology that is designed to clean along the gumline

b) **Colgate Total Charcoal Deep Clean Toothpaste**, a product which combines the science of Colgate Total with micro charcoal particles. The result is a clinically proven, unique and superior anti-germ technology with ultra-micro charcoal particles that prevents germ build-up on all mouth surfaces viz. teeth, gums, cheeks and tongue.

c) **Colgate Active Salt Neem Toothpaste**, addresses the inflammatory gum problem of pyorrhea. Its unique formula, containing Salt & Neem, helps strengthen weakening gums & helps keep Pyorrhea away.

d) **Colgate Zig Zag Black Toothbrush**, 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.

e) **Palmolive Hand wash**, a new hand wash line, enriched with rich and exotic ingredients such as invigorating Sea Minerals, exquisite Black Orchid, delectable Raspberry and a refreshing mix of Lime & Mint, bringing spa-like indulgence at home.

f) **Colgate Sensitive Pro-Relief (CSPR) Enamel Repair Toothpaste** – a scientifically advanced technology that provides long-term relief from the problem of tooth sensitivity.

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.

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