



COLGATE-PALMOLIVE (INDIA) LIMITED

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

February 10, 2022

The Secretary
BSE Limited
P.J.Towers- 25th floor
Dalal Street
Mumbai- 400001

Scrip Code: 500830

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

Dear Sir/Madam,

Sub: Presentation of Analyst/Institutional Investor Meeting.

Pursuant to Regulation 30(2) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated February 08, 2022, please find enclosed herewith a presentation by the Company made at the Edelweiss India e-Conference 2022 - India 2025 held today i.e. February 10, 2022.

Kindly take the same on record.

Thanking you,
Yours Sincerely,
For Colgate-Palmolive (India) Limited

K. Randhir Singh
Company Secretary & Compliance Officer
Encl: a/a

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Website: www.colgatepalmolive.co.in e-mail ID: investors_grievance@colpal.com



Edelweiss India e-Conference 2022 - India 2025

India - Looking Ahead

A new health agenda



Women empowered



Rural 2.0



Omni-channel India

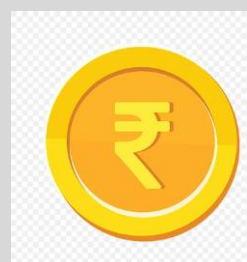


Digital revolution
accelerating change
across areas



Education

Entertainment



Financial

Social



Key Highlights

Sustained
Organic
Growth

Strong
Brand
Health

Robust
Financial
Metrics

Reimagining
a healthier
future for all

Our strategic framework



Our strategic framework

Winning
with brands



Driving
Profitable
Growth



Colgate[®]



Smile karo aur shuru ho jao



Homage to the Champion of Optimism

Sindhutai

From being homeless,
to a mother to the homeless

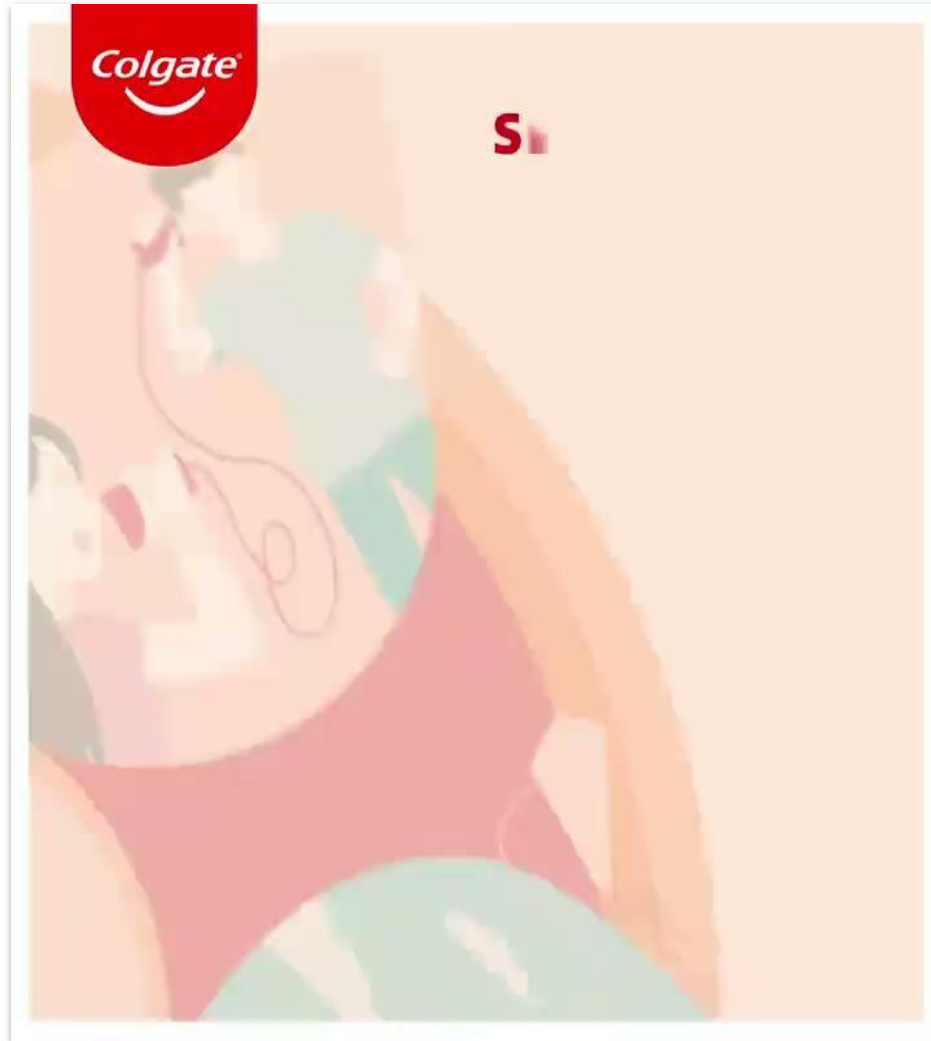
The Colgate logo is positioned in the top left corner of the image. It consists of the word "Colgate" in a white, sans-serif font, with a white smile-like curve underneath it, all set against a red circular background.

Colgate®

The background of the image features an elderly woman with grey hair, wearing a vibrant pink sari with a decorative border. She has a bindi on her forehead and a nose ring. She is looking slightly to the left of the camera with a thoughtful expression. The setting appears to be outdoors, with a large tree trunk visible behind her and a blurred background of greenery and a path.

If my own mother would have showered me with love,
I wouldn't have understood the true value of a mother.

#ChampioningOptimism through popular culture



Elevating Oral Health → Overall Health

Colgate

**I am strong
because my teeth
are strong!**

Colgate Strong Teeth

Colgate
Dental Cream
Strong Teeth
Anticavity Toothpaste
BEST EVER
WITH AMINO SHAKTI[®]
STRONG TEETH, STRONG YOU.

The Colgate logo is positioned in the top-left corner of the image. It consists of the word "Colgate" in a white, sans-serif font, with a white smile-like curve underneath it, all set against a red, rounded rectangular background.

रचनात्मक प्रस्तुति

Elevating Oral Health → Overall Health

Colgate®

**A Clean Mouth Means
a Healthy You**

Dirty Mouth

Clean Mouth

Colgate®
Swarna

Vedshakti
COMPLETE AYURVEDIC PROTECTION

STRENGTHENING • ANTI GERM • GUM CARE
• FRESHNESS • MASSAGE

200g

Neem, Amla, Honey, Clove, Turp

The advertisement features a young child with dark curly hair, wearing a red and white sari, smiling and holding two funnels. The funnel on the left is labeled 'Dirty Mouth' and is being poured with a dark, murky liquid from a pitcher. The funnel on the right is labeled 'Clean Mouth' and is being poured with clear water from a pitcher. Below the child is a box of Colgate Vedshakti Swarna toothpaste. The box is white with a red and yellow design, featuring the Colgate logo and the product name 'Vedshakti'. It also lists 'COMPLETE AYURVEDIC PROTECTION' and 'STRENGTHENING • ANTI GERM • GUM CARE • FRESHNESS • MASSAGE'. The box is decorated with illustrations of various herbs and fruits, including neem, amla, honey, clove, and turp. The background is a solid dark green color.

Colgate Vedshakti

35 Sec

Hindi

07.02.2022


Making Toothbrushes Smarter



gentle

The Colgate logo is positioned in the top left corner of the image. It consists of the word "Colgate" in a white, sans-serif font, with a white smile-like curve underneath it, all set against a red circular background.

Colgate

A woman with long, dark, curly hair is the central focus of the image. She is wearing a pink top and has a surprised or thoughtful expression on her face, looking off to the side. She is holding a pink, cylindrical object with a pattern of small red dashes near her mouth. The background is a softly blurred indoor setting, possibly a bedroom, with a wooden headboard and white bedding visible.

Okay Brainy,

Brand Health levels constantly improving

66%

+600 bps in top of
mind recall



+600 bps

on Closeness to
Brand



88.1%

India's #1 most
penetrated brand



Our strategic framework

Winning
with brands



**Driving
Profitable
Growth**



**Leading
Innovation**



Strategic outlook to innovation

**Build
Platforms**



**Technological
Superiority**



**New
Opportunities**



#SayYesToYou

PALMOLIVE

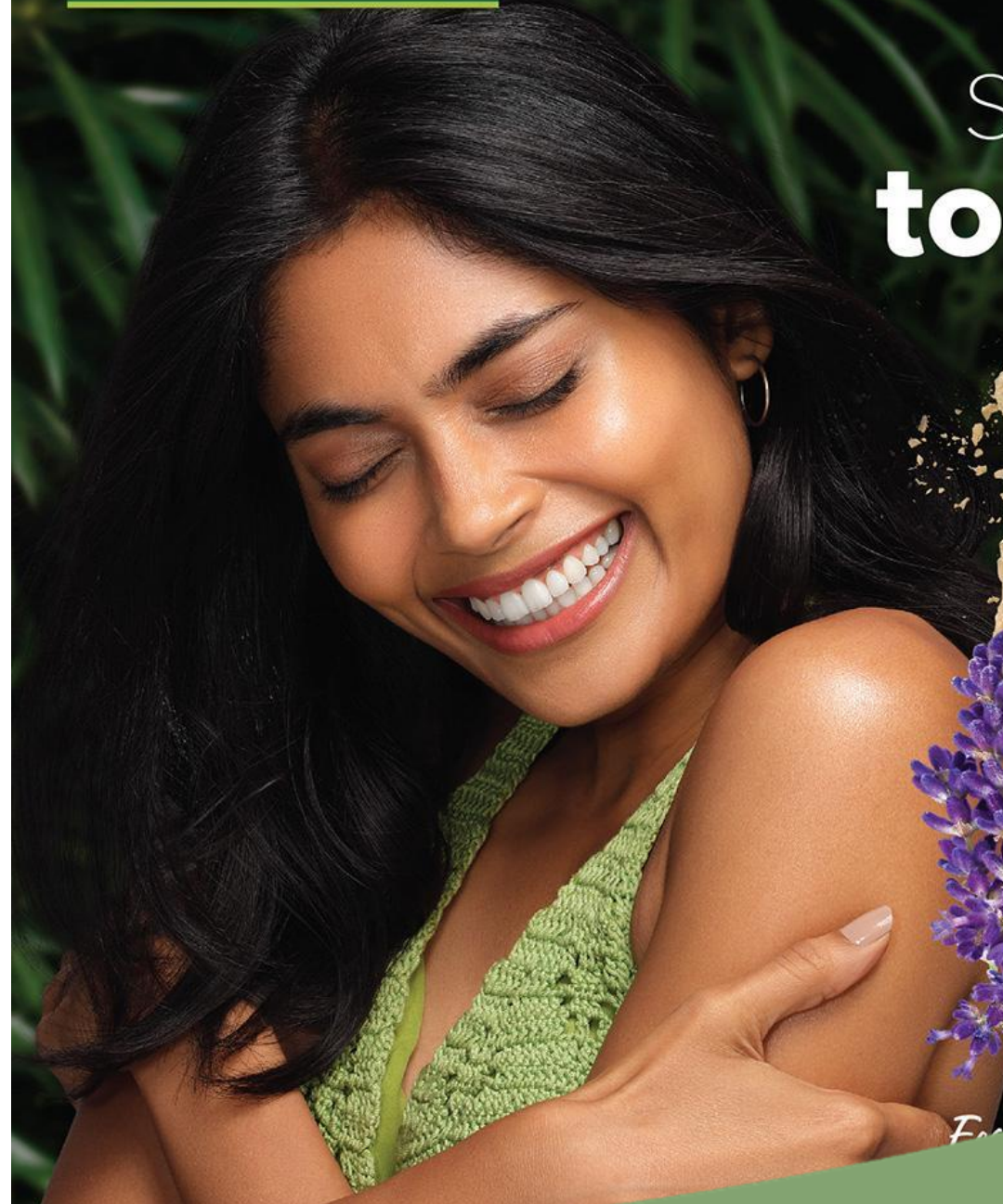
Say yes
to you!



Foaming Face Wash

PALMOLIVE

Say yes
to you!



PALMOLIVE

The Palmolive Experience

Cleansers, Scrub & Masques



Foam: MRP 425
Scrub: MRP 599
Masque: MRP 599
Gel: MRP 299

Thoughtfully curated solutions

Hydrating Range



Multani Mitti & Lavender Essential Oil

Enriched with Hyaluronic Acid,
Glycerin, Allantiona

Brightening Range



Kesar & Roman Chamomile Essential Oil

Enriched with Niacinamide,
Glycerin, Allantiona

Anti- Acne Range



Tulsi & Lemongrass Essential Oil

Enriched with Encapsulated
Salicylic Acid

Revolutionizing “Smart” Brushing

Proclinical 500R
MRP 4199/-



Proclinical B150
MRP 999/-



Proclinical 250R
MRP 2499/-



Smart Brushing with a purpose

Colgate



ProClinical 500R WHITENING

Extra Soft Bristles

Slim Handle Design

2 minute timer
(with 30 second pacers)

Dual Brushing Mode
(Daily and Gentle Cleaning Modes)

Travel Case



Colgate

The Power of Turmeric

White Curcumin
Extracted from turmeric

Helps Gums Heal, naturally
Reduces Gum Bleeding



2-Way Action for Clinically Proven Relief

Anti Plaque Formula
Strong Antioxidant Formula



Colgate



Introducing ...

THE ULTIMATE
GAME-CHANGER
OF 2022



**COLGATE
VISIBLE WHITE O2**

IN A NEVER-BEFORE AVATAR.



2 Refreshing Flavors!

| AROMATIC MINT
| PEPPERMINT SPARKLE

2 Pack Sizes in each flavor!

| 50g — INR 250
| 25g — INR 130

WITH A NEVER-BEFORE TECH.



ACTIVE OXYGEN

Millions of active oxygen bubbles released, giving a warming sensation



BEYOND SURFACE

Works inside-out, also acting on intrinsic stains*



QUICK RESULTS

Unlocks a radiant smile. in few days*.

**Creative visualisation. When used as directed on pack.*

Our strategic framework

Winning
with brand



**Driving
Profitable
Growth**



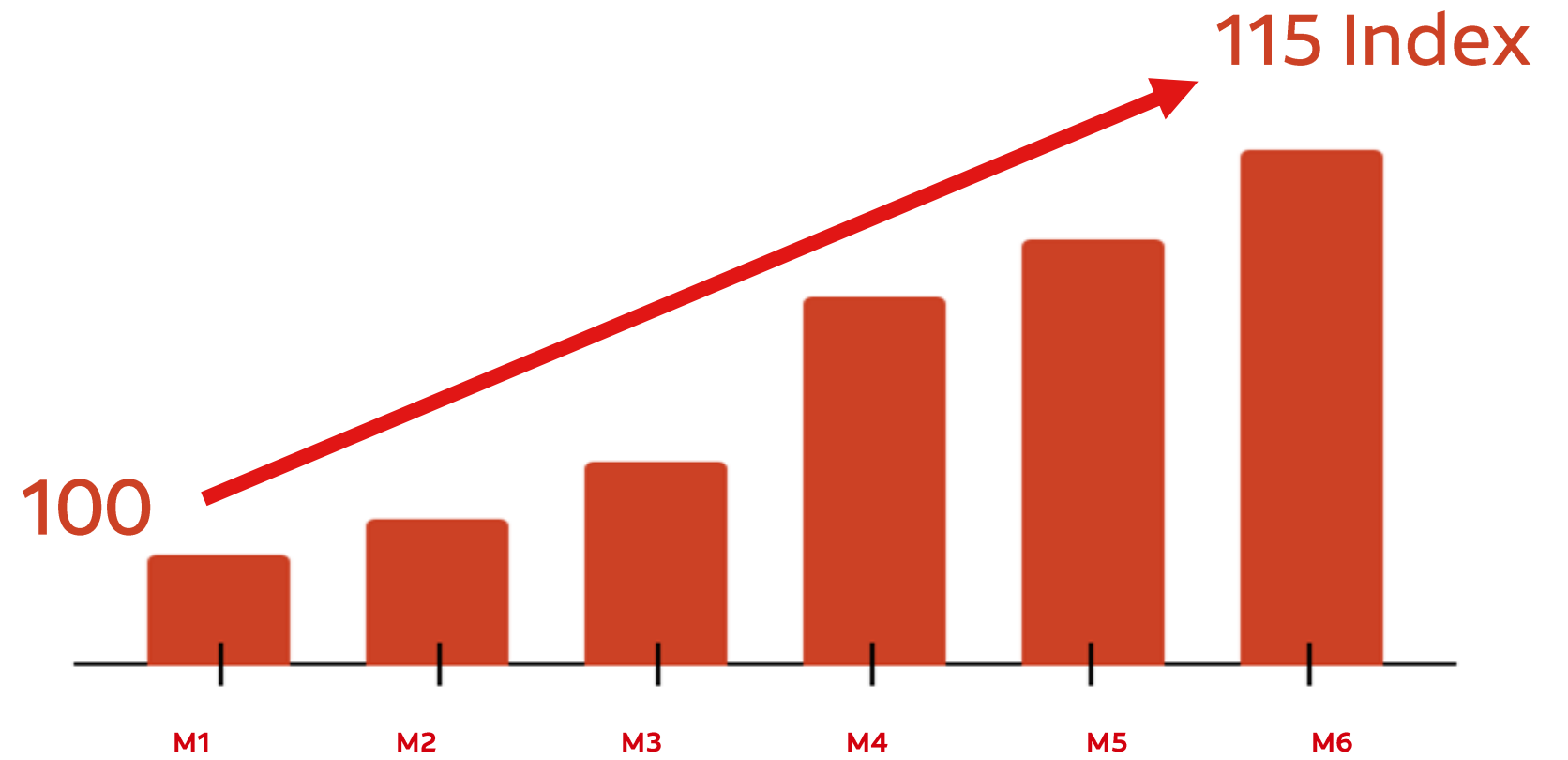
Leading
Innovation



**Strengthening
GTM**



Building Assortment in kirana stores through Analytics



Bespoke algorithm (75+ macro parameters)
for creating personalization @ scale

Strengthening our Rural Presence

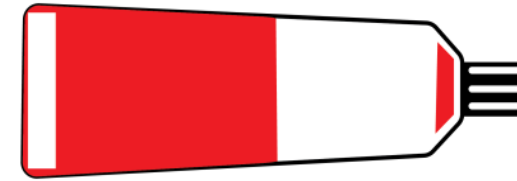


Continued expansion with **Muskaan** program

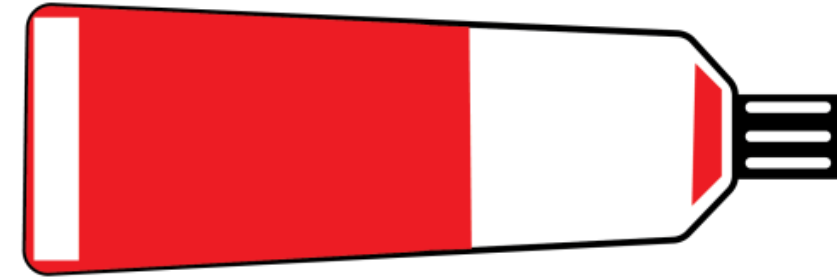
Winning in Modern Trade



FY 19

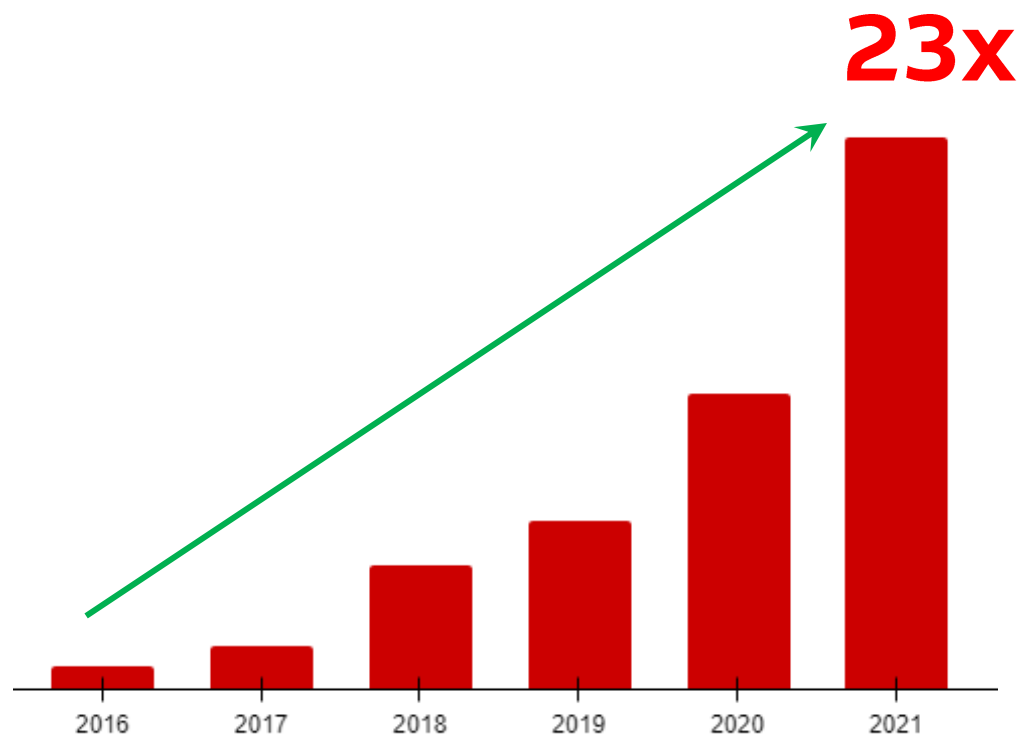


FY 21



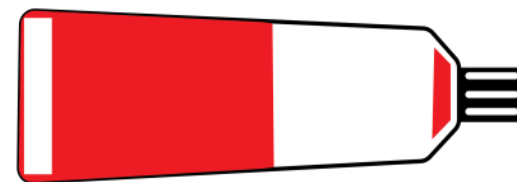
+220
Bps gain

Winning in Ecommerce

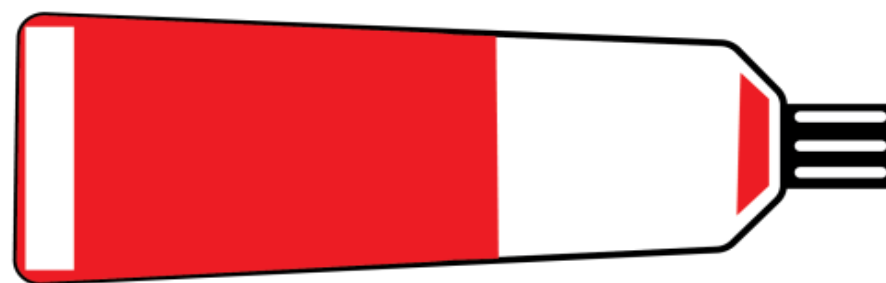


Colgate E-commerce Business

FY' 19



YTD' 21



+1400

Bps gain

Colgate E-commerce SOM

Our strategic framework

Winning
with brand



**Driving
Profitable
Growth**



Leading
Innovation



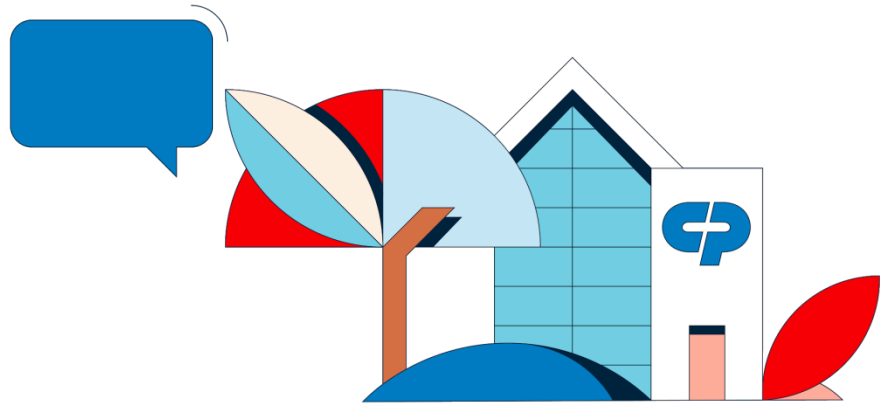
Strengthening
GTM



**Reimagining a
healthier future
for all (ESG)**

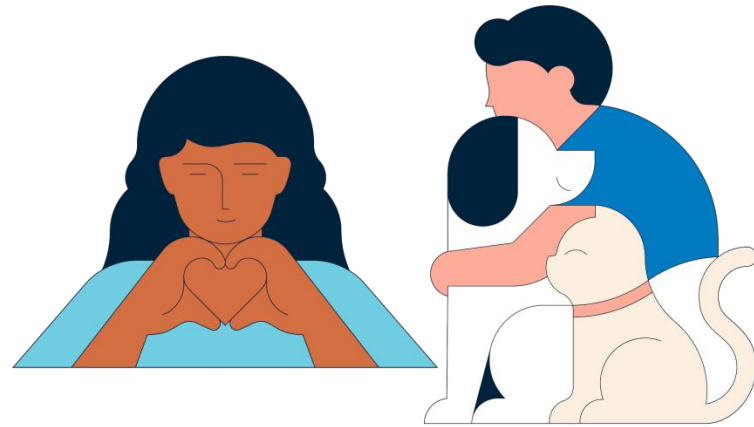


Reimagining a healthier future



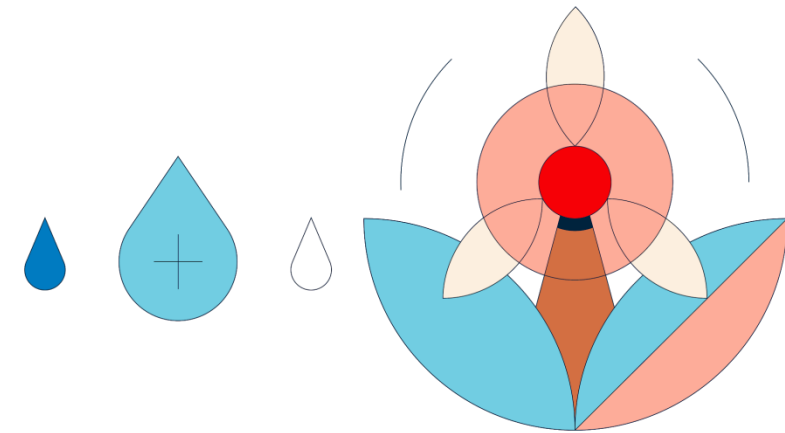
Driving

Social Impact



Helping

Millions of homes



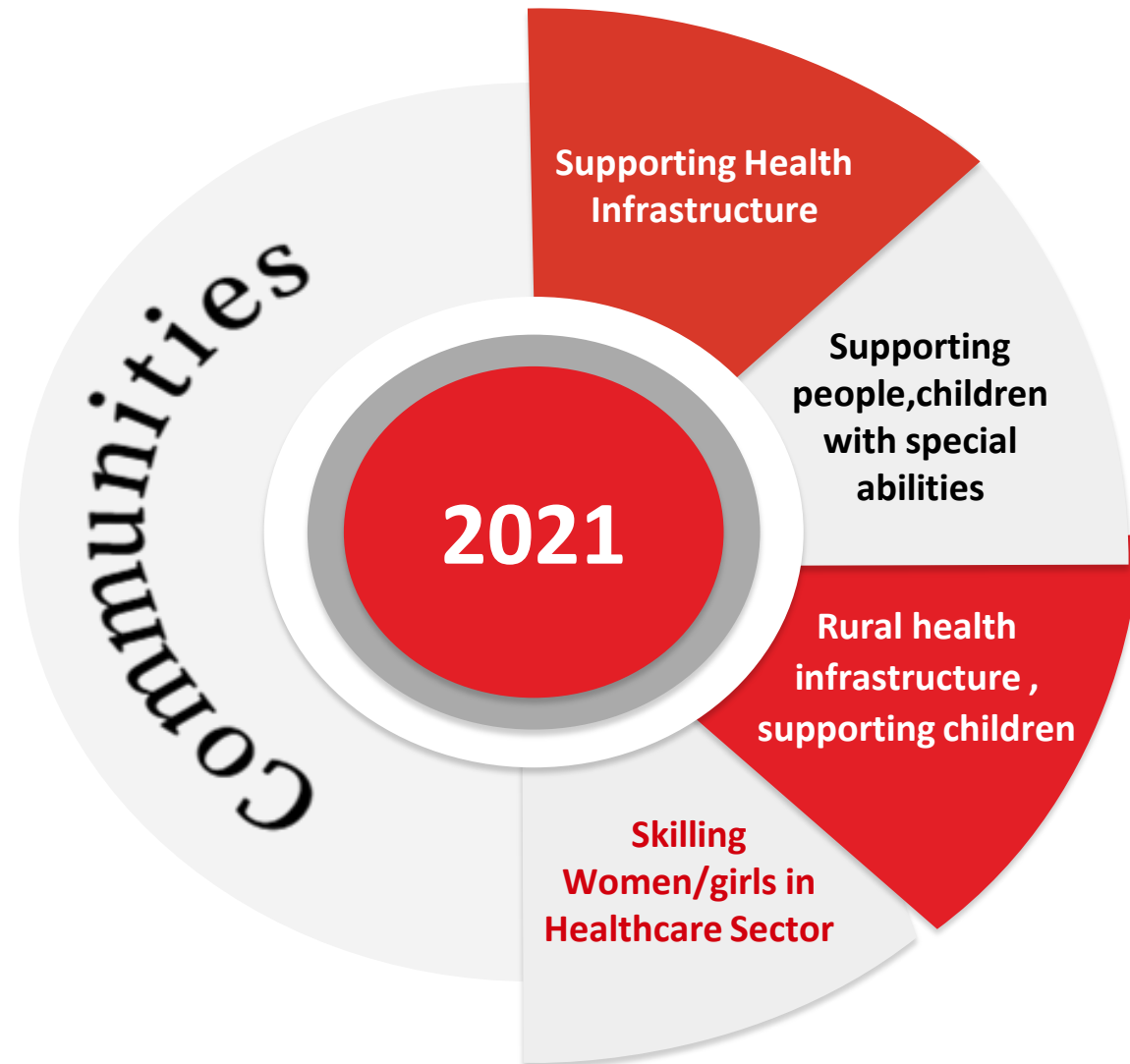
Preserving our

Environment

COVID-19 Response

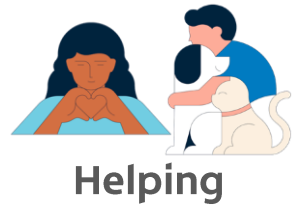


Social Impact



154 locations in 7 States

Enabling Smiles & Empowering Women



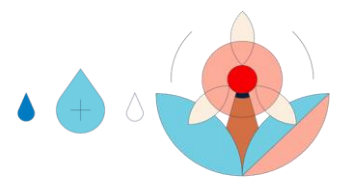
Millions of homes



Partnership with NGO for cleft surgeries for kids

Training 10,000+ women from tribal villages

Making our planet smile



Preserving our

Environment



Corporate Governance



Best Audit Committee Award

Asian Centre's Leadership, Corporate Governance, Sustainability and CSR Awards -2020
conducted at 8th Asia Business Responsibility Summit

Our strategic framework

Winning
with brand



Leading
Innovation



**Driving
Profitable
Growth**

Strengthening
GTM



**Increasing
Shareholder
Value**



Reimagining a
healthier future
for all (ESG)



Financial Strategy

Sales/Volume



Margin



Non-variable
Overhead



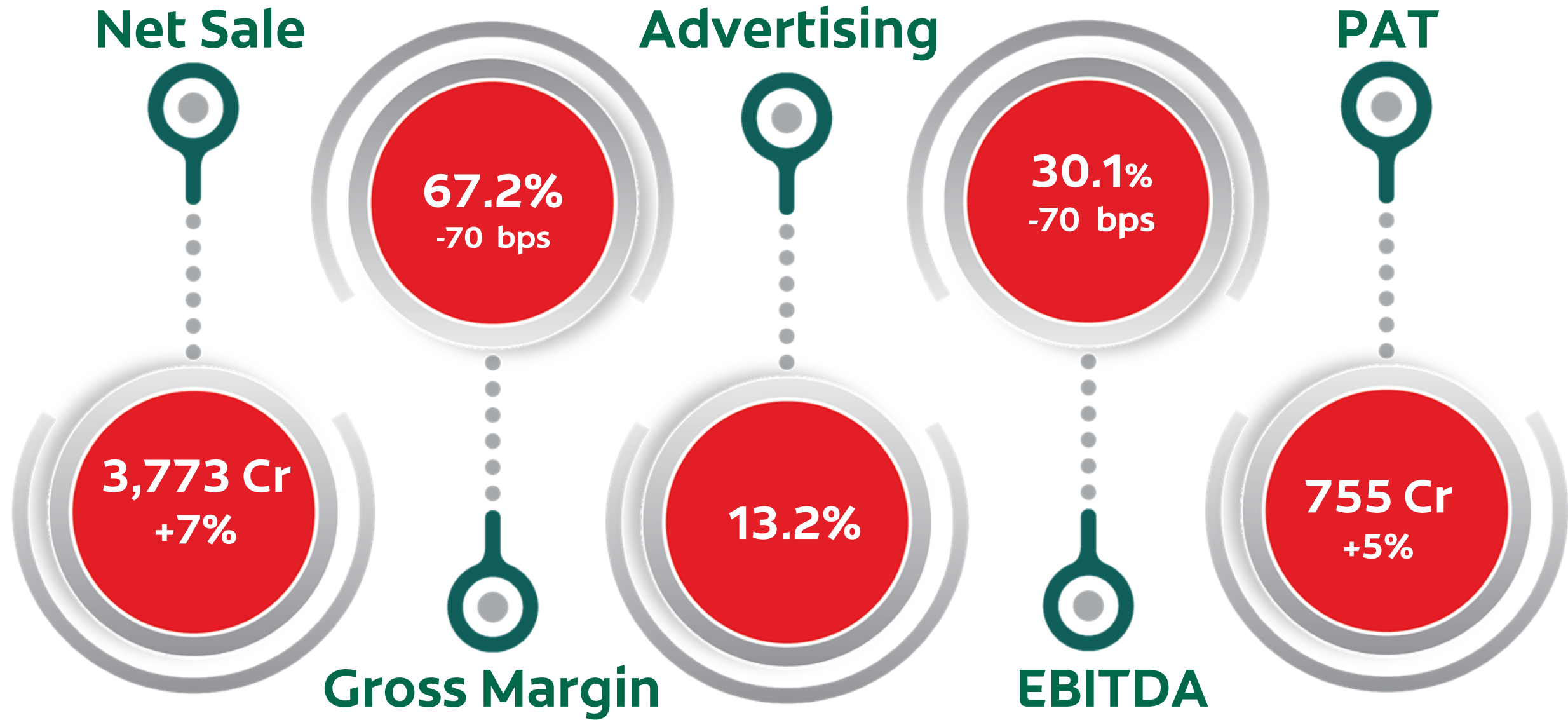
Advertising



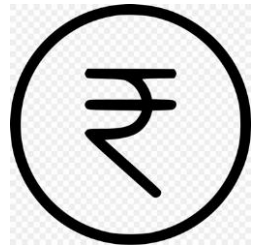
Operating Profit



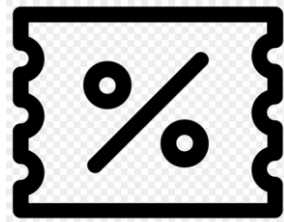
9 M 2021-22



Driving Revenue Growth Management Mindset



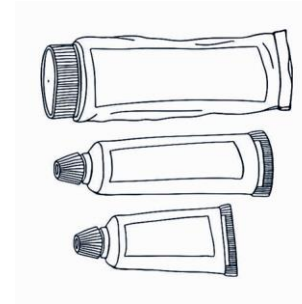
Pricing



**Promotion
Depth**



Mix

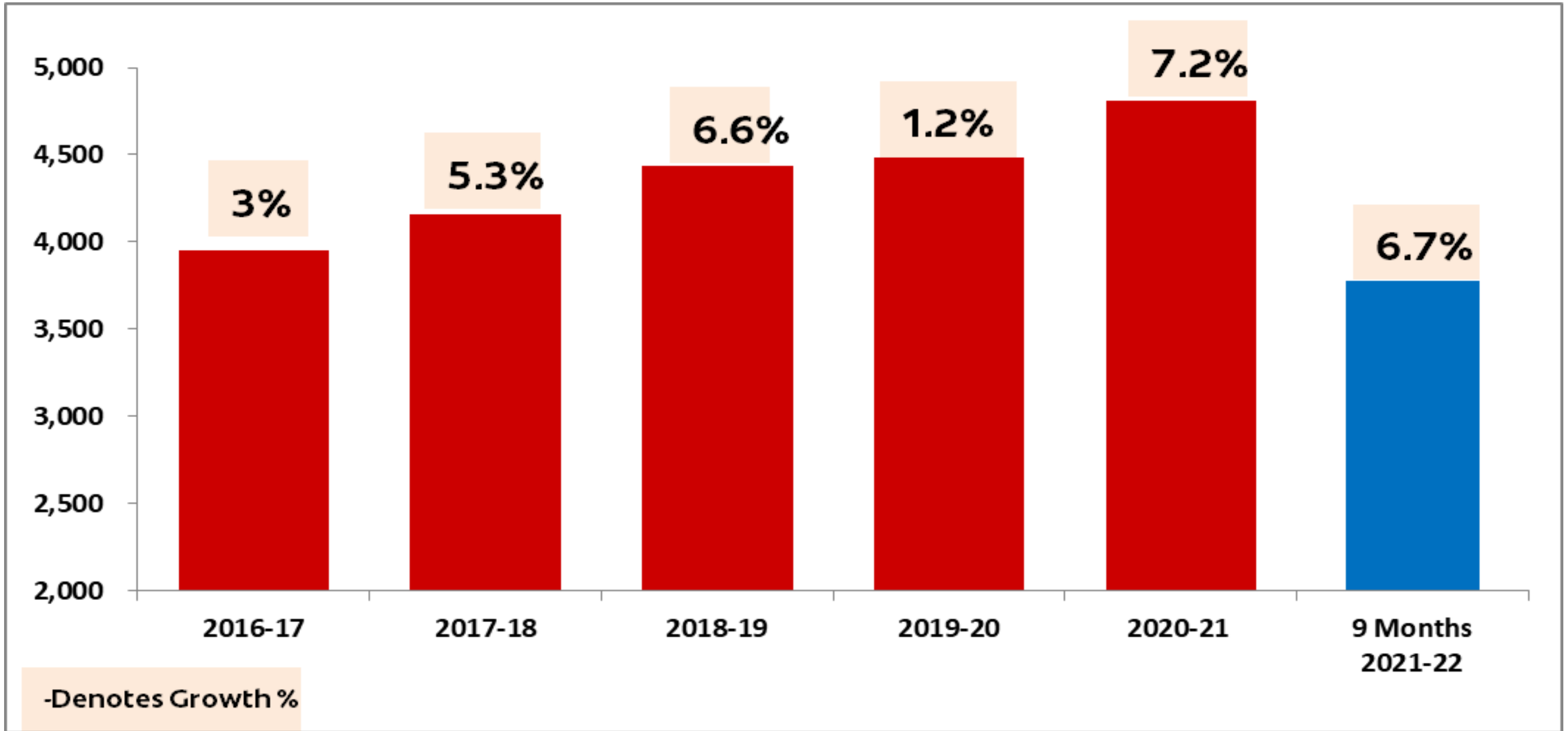


Pack Size

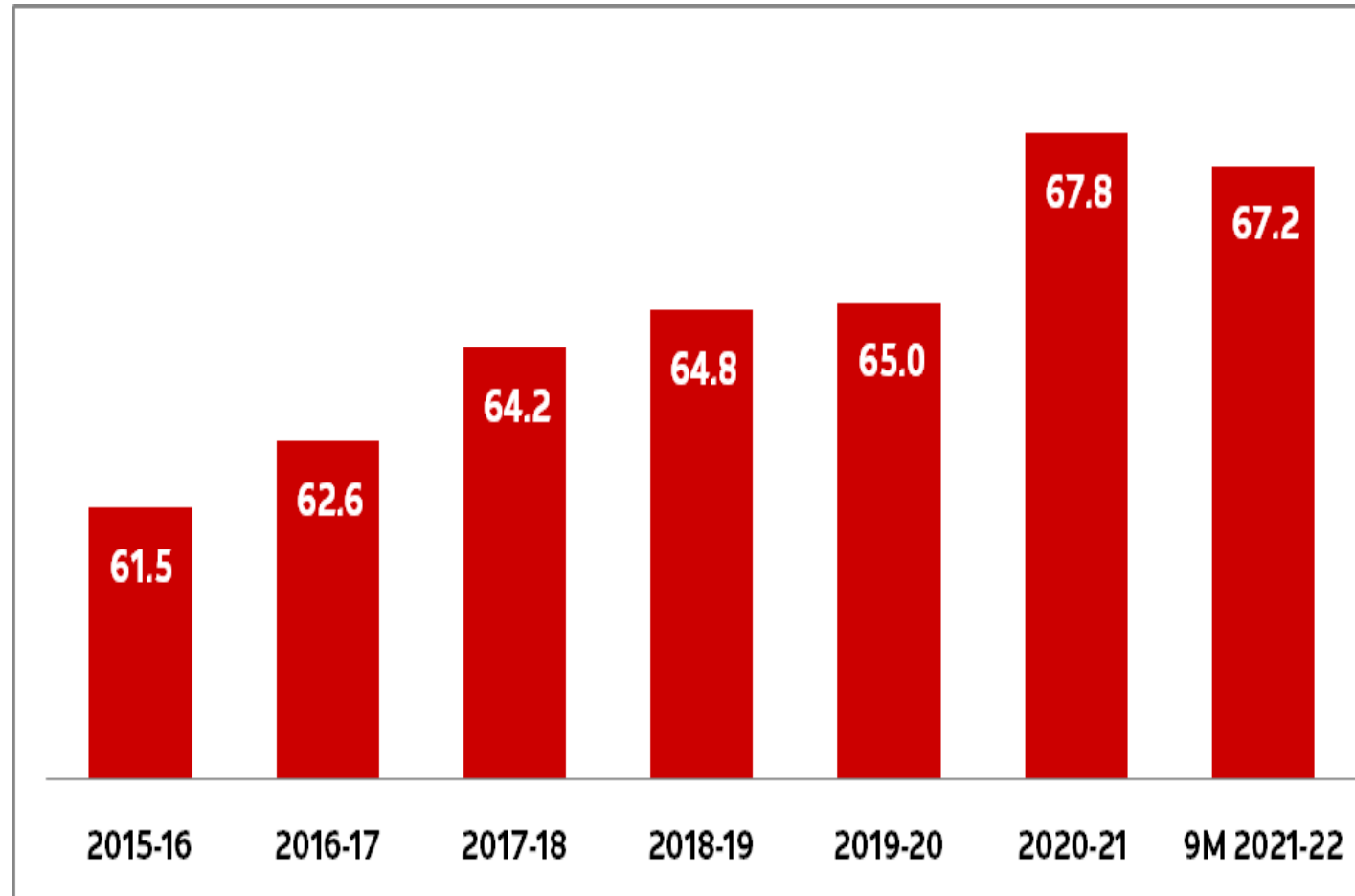


**New
Products**

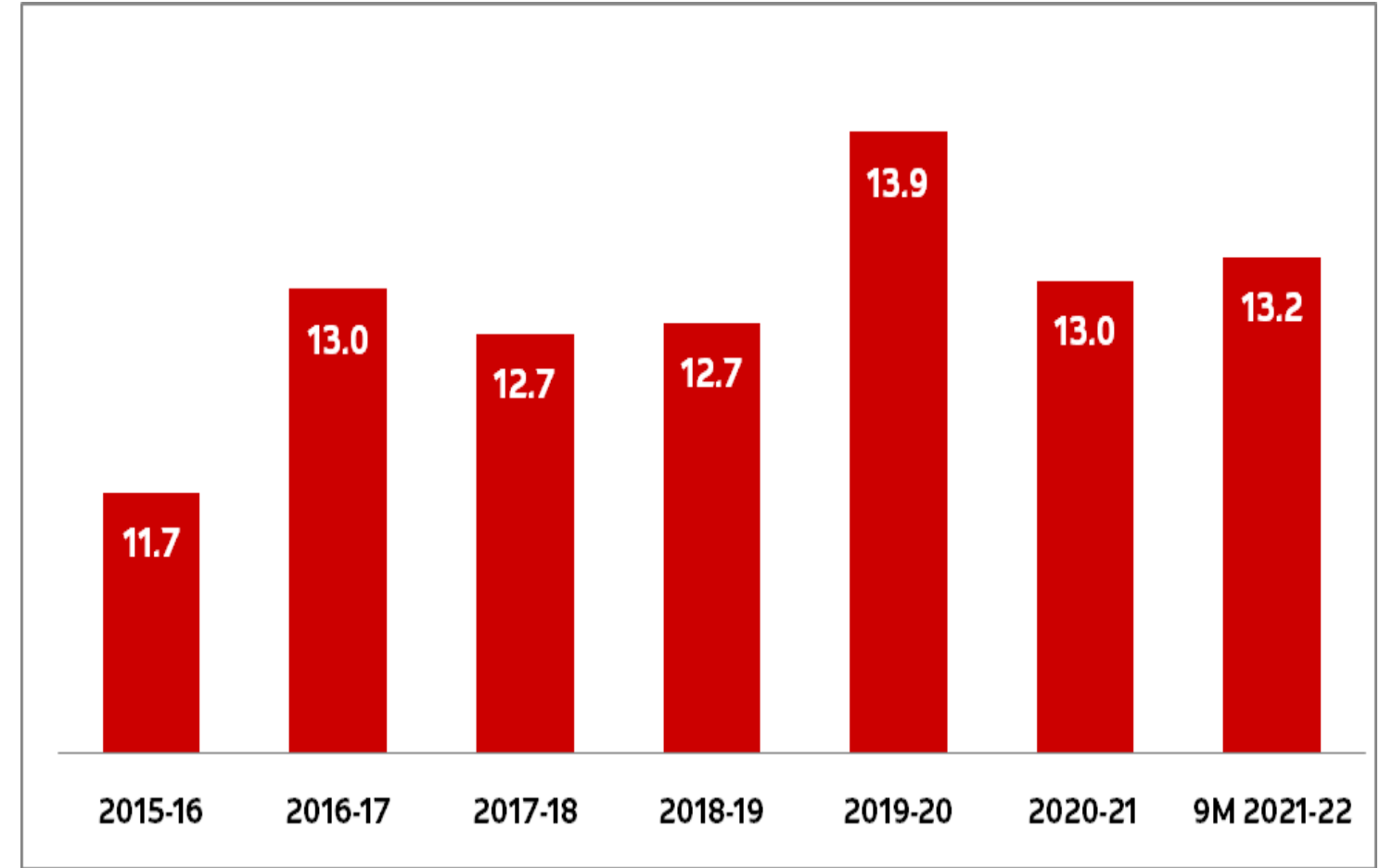
Net Sales Trend



Gross Margins & Advertising

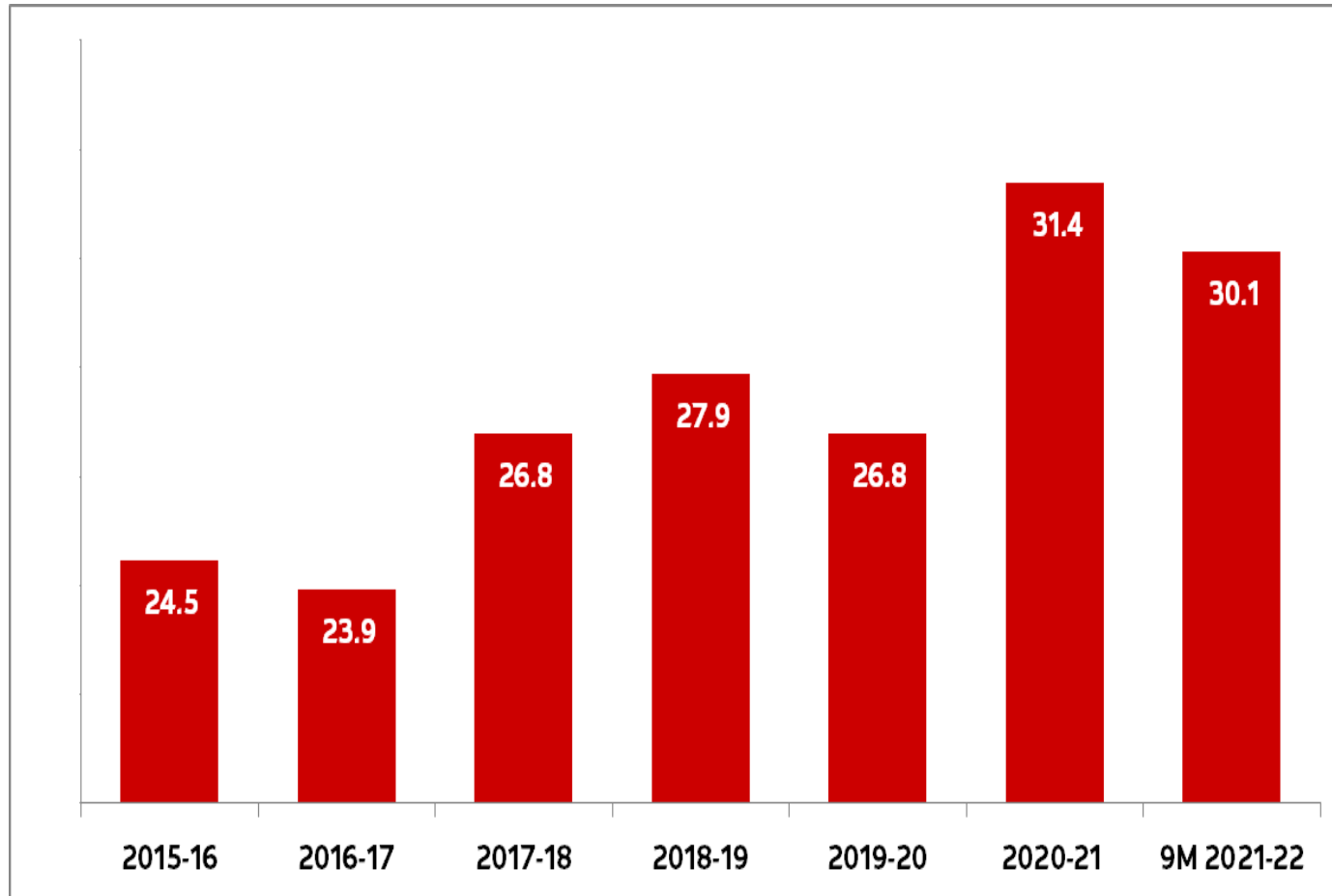


Gross Margins %

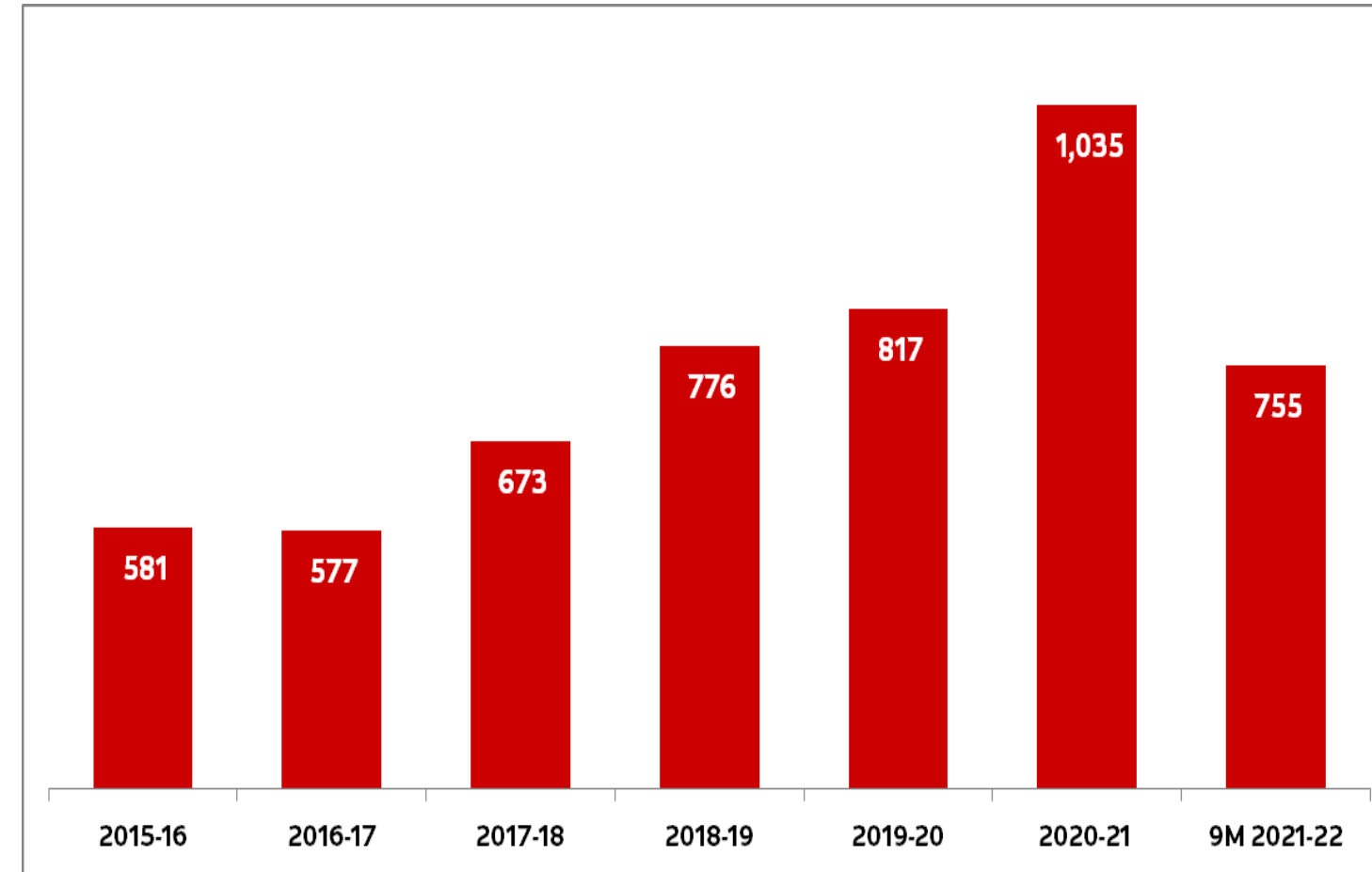


Advertising %

EBITDA & PAT

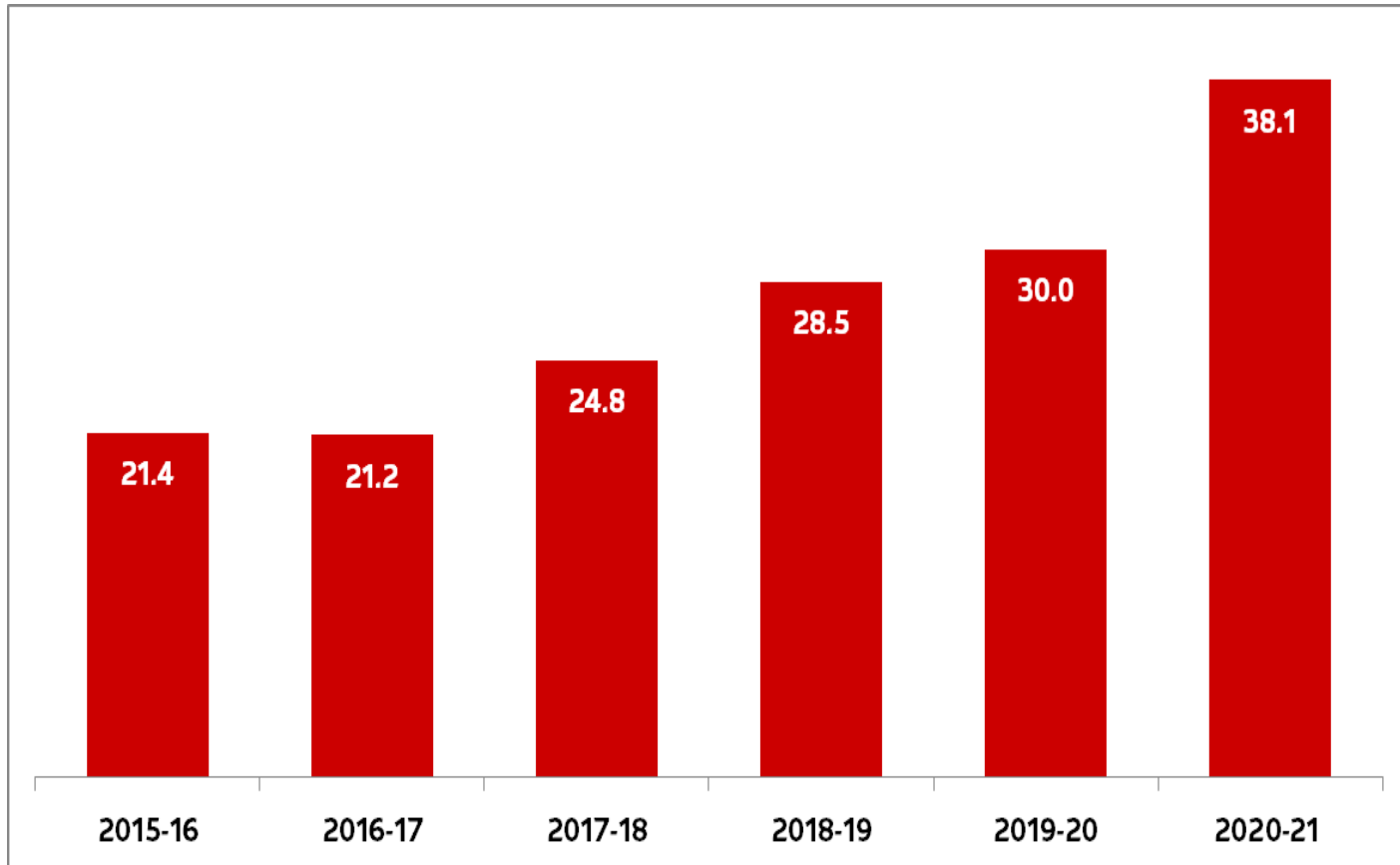


EBITDA %

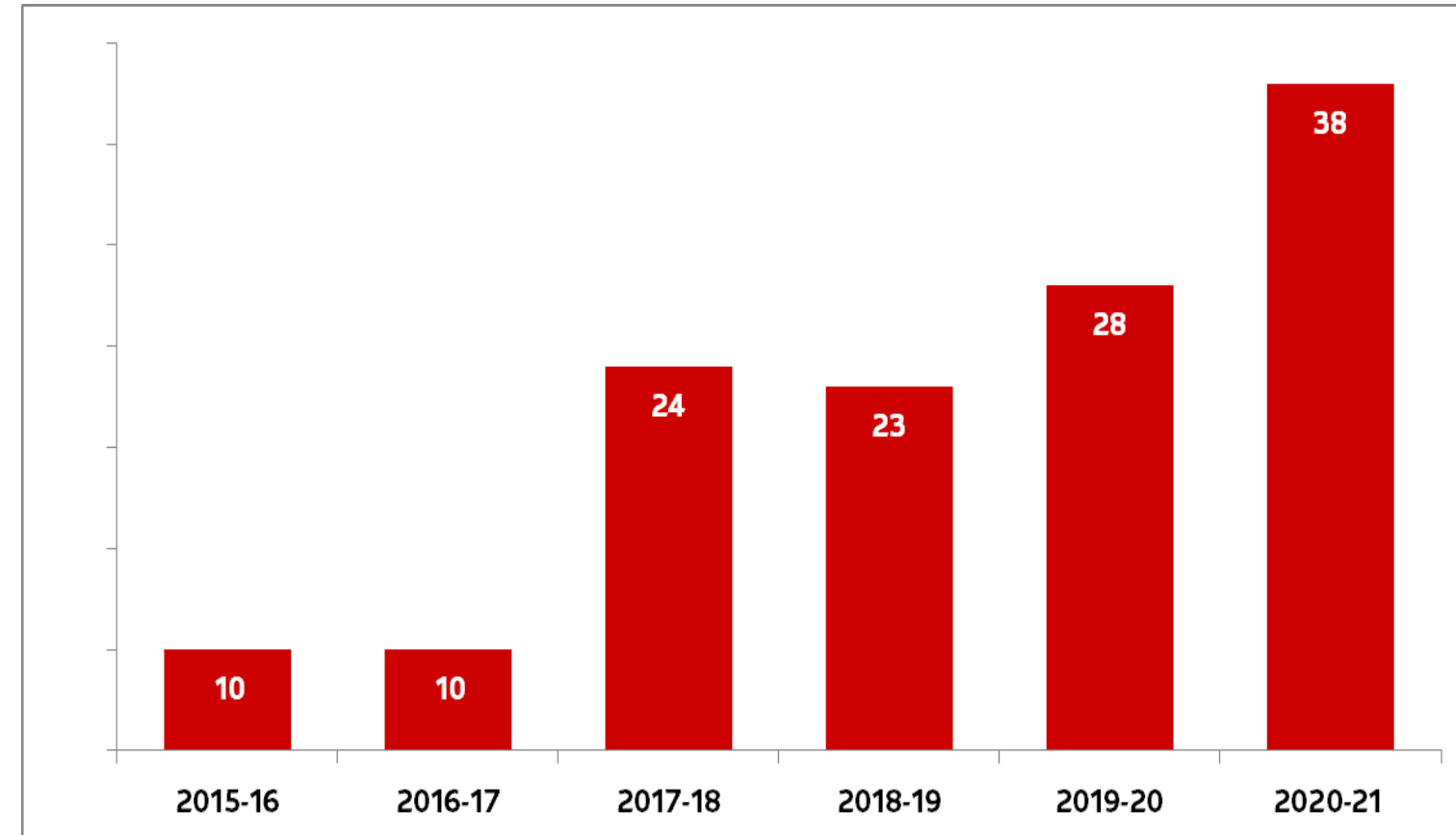


PAT

EPS & DPS



EPS



DPS

Colgate[®]

The Colgate logo is displayed in white on a red background. It features the brand name 'Colgate' in a stylized, italicized font, with a registered trademark symbol (®) to its upper right. Below the text is a simple white arc representing a smile.

Smile karo aur shuru ho jao

PALMOLIVE

Say Yes
To You!

Colgate[®]



QnA

