



March 30, 2021

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(s),

Subject: Corrigendum – Presentation to Analyst/Institutional investor

This is with reference to our letter dated December 18, 2020 regarding the presentation made to institutional investors and analysts. In this regard, we would like to inform you that in the said presentation, on the slide no. 35, the Logo of US FDA was depicted inadvertently. The product is approved by the Directorate of Food & Drugs Administration, Goa State, India.

Please find attached the revised presentation with aforesaid change in slide no. 35.

Inconvenience caused in this regard is highly regretted.

Request you to take the same on records.

Thanking you,

Yours sincerely,

Colgate-Palmolive (India) Limited

K. Randhir Singh
Company Secretary & Compliance Officer

Encl: a/a

Colgate®



Analyst Meeting, Dec 2020



Colgate - Palmolive

Our strategic framework



Our strategic framework

Winning
with brands



Driving
Profitable
Growth



Colgate[®]



Smile karo aur shuru ho jao

Leading optimism through culture



Celebrating Real Life Stories



200 Mn+ Views on digital



Saluting COVID smile heroes



*Dr. Madan Iyengar,
Leveraging his knowledge to
build solutions*



*Ms. Priti Upadhyay,
No soul should go hungry*



*Ms. Niveda R.,
Ensuring basic women hygiene
during COVID*



Official Smile Partner for IPL



6 Teams

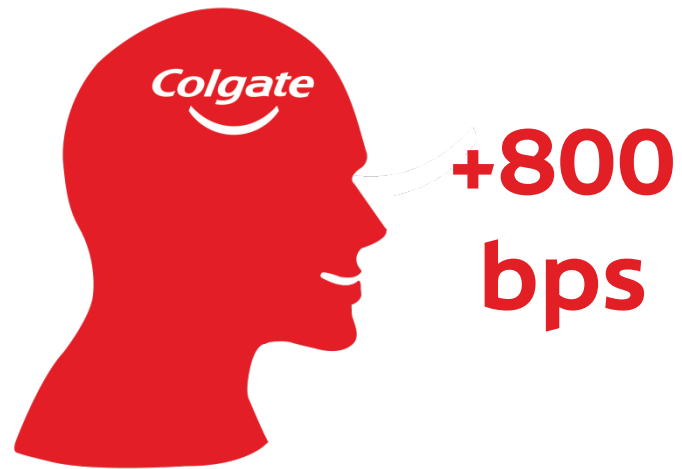
247 Mn
Reach



Disney+
hotstar

You Tube

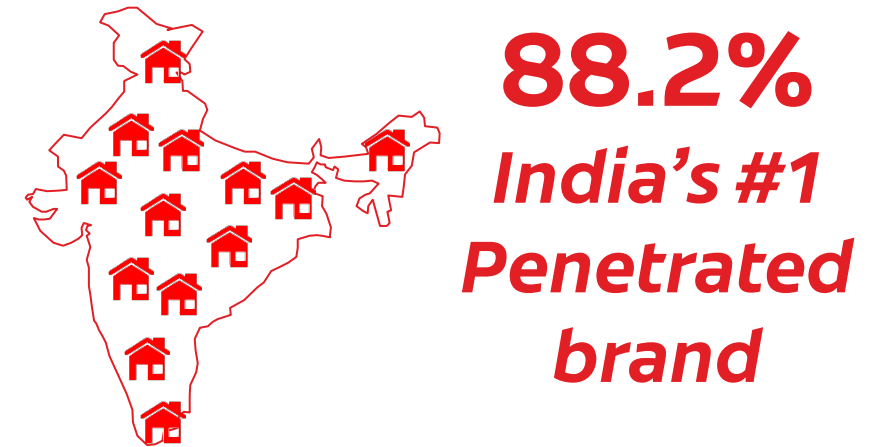
Winning Consumers' minds, hearts & homes



Top of Mind Recall



Attitudinal Equity



HH Penetration

Our strategic framework

Winning
with brands



**Driving
Profitable
Growth**



**Leading
Innovation**

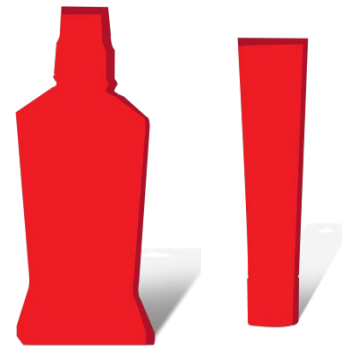


Strategic outlook to innovation

**Build
Platforms**



**Technological
Superiority**



**New
Opportunities**



Strong momentum on naturals



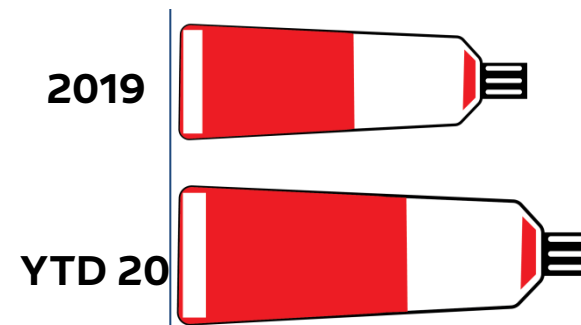
A HEALTHY YOU
A PURE MOUTH MEANS



2X store availability



+70 bps Penetration



+500 bps MT & Ecom \$SOM



Contemporizing & Unique view



Contemporizing & Unique view



India's 1st natural mouth spray



Freshness & Protection
on the go

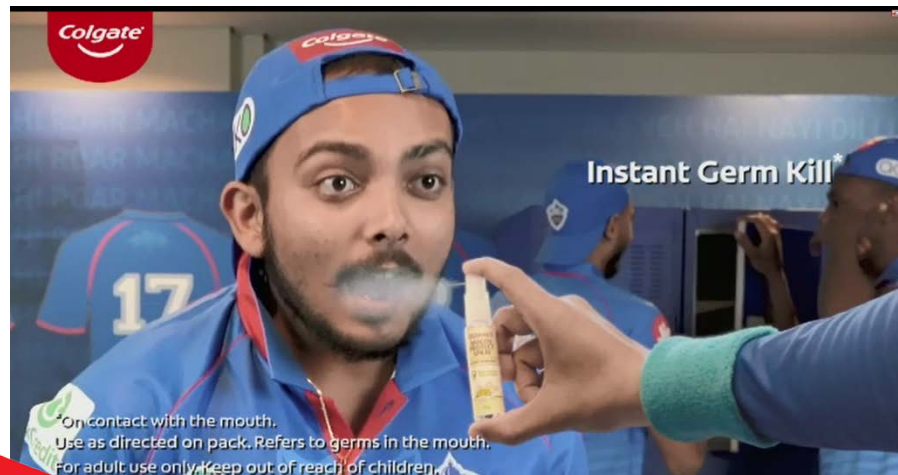
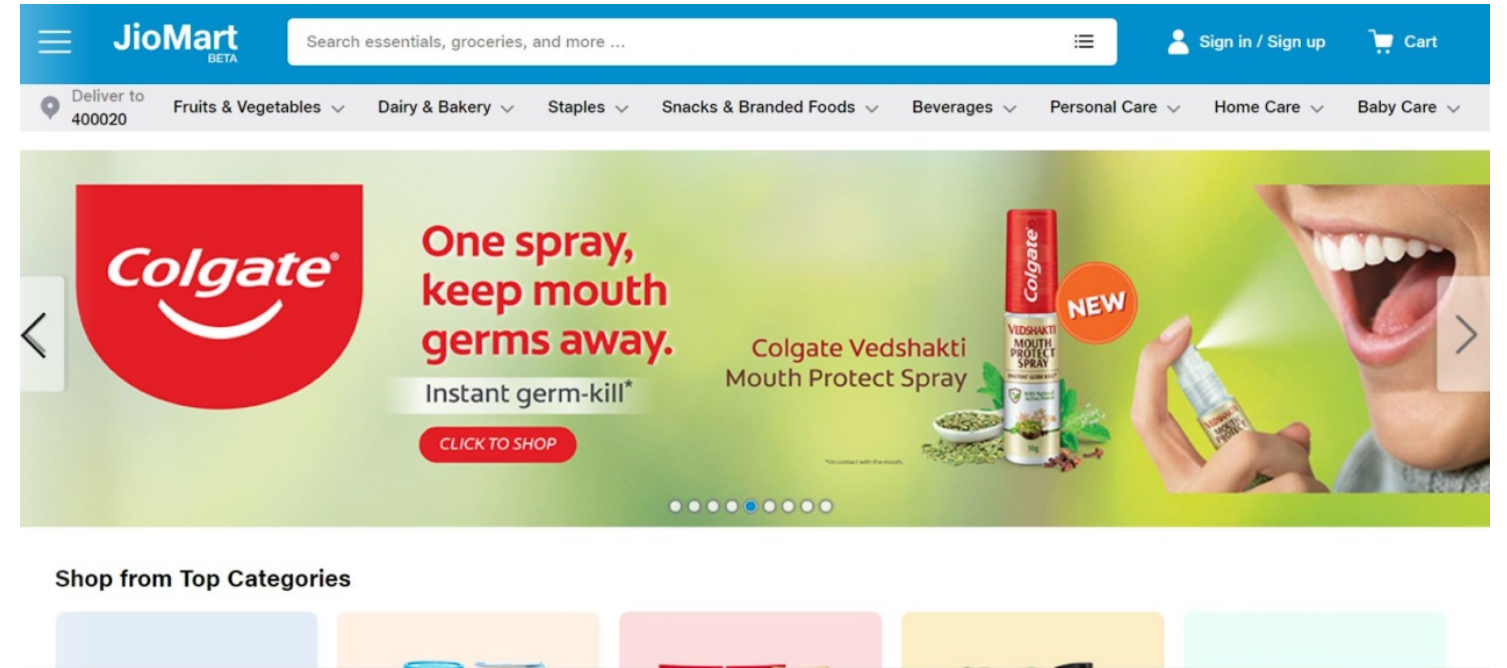


100+ Spray
₹99



Saunf
Freshness

High Impact Amplification



Introducing Oil Pulling



Sesame Oil blended with Eucalyptus, Basil, Clove and Lemon oils

Packed with Anti-Oxidants

MRP 350/- for 200 ml

Building platforms on Vedshakti



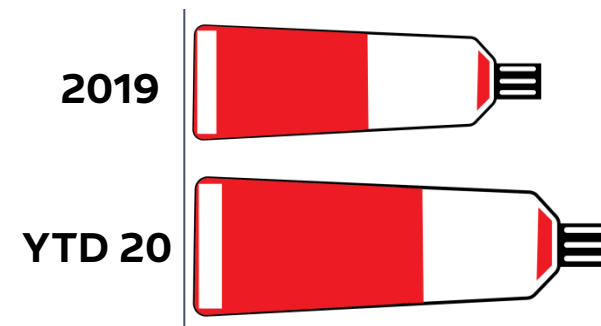
Core continues to grow



+130 bps
Penetration increase



115 idx Growth
During COVID



+120 bps
MT \$SOM

Integrating offline & online



BEST EVER[^]

Scan To Join
Colgate Smiles Club
& Unlock Rewards ******

AMINO SHAKTI⁺



**** Purchase of pack is not mandatory.**



4X^{*} Strengthening Power for Teeth

NEW. BEST EVER

Colgate[®] Strong Teeth

With **AMINO SHAKTI⁺**

BENEFITS

Redefining Gentle Cleaning

gentle



Our 1st anti-bacterial brush

ZIG ZAG⁺
ANTI-BACTERIAL[†]

100% Anti-Bacterial
Bristles



Colgate[®]

Naturals in India's #1 brush

Super FLEXI
Salt



₹25/-

Super
FLEXI
CHARCOAL



₹25/-

Colgate

Extending ZZ with Turmeric

ZIG ZAG
Turmeric

₹35/-

ZIG ZAG
Neem

₹35/-

ZIG ZAG
Charcoal

₹35/-

Whitening a big opportunity

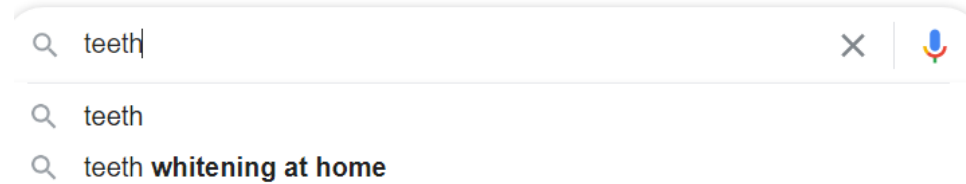
#1

Searched Oral Care Concern in India

Oral Care Video Content on YT

Need of the consumer

Google



You Tube

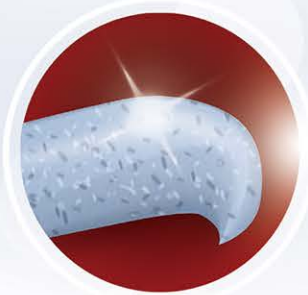
Upgrade to shinier teeth



Dazzle White, Dazzle Right



Superior Whitening Tech



Optic brighteners
Exfoliates stains & polishes teeth surface



Advanced particles to remove stains



Whiter teeth from the 1st brushing



With Outstanding Presence



Protects enamel & freshens breath



Holographic premium packaging



Premium Pricing

A dazzling opportunity



Colgate

Digital First Amplification

Colgate India 2h

Are you ready to dazzle the world with your bright smile? Time to try the new Colgate Visible White Instant...
[#DazzewhiteDazzleright](#)

**Get ready to . . .
dazzle WHITE, DAZZLE right.**

Colgate

This dazzling smile always wins.

Bye-bye bad hair days. Your dazzling white smile is here to shine. Get one shade whiter teeth in one week. Get ready to dazzle white, dazzle right.

One shade whiter teeth in one week.

Colgate VISIBLE WHITE 1 SHADE WHITER IN 1 WEEK SPARKLING MINT 100g

38 3 Shares

Like Comment Share

Colgate India 2h

Wondering how I dazzle

Colgate India 2h

Colgate

VISIBLE WHITE

1 SHADE WHITER IN 1 WEEK SPARKLING MINT 100g

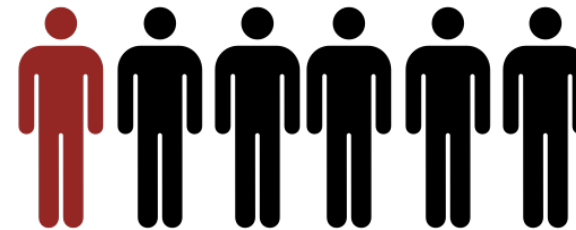


Leading narrative on Oral Health

We all probably know



73 MM Diabetics in India



1 in 6 adults with diabetics globally belongs to India

Leading narrative on Oral Health

?

But, Did You Know



3x risk of gum diseases

Periodontitis & diabetes has a cyclical relation

Poor Oral Health increases risk of diabetes & vice versa

Introducing World's 1st TP for diabetics



Technology that works



50% Reduction
in Gum Bleeding

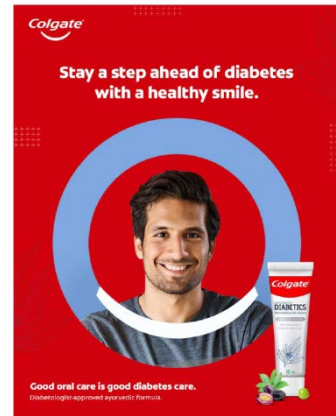


22% Reduction
in Plaque severity

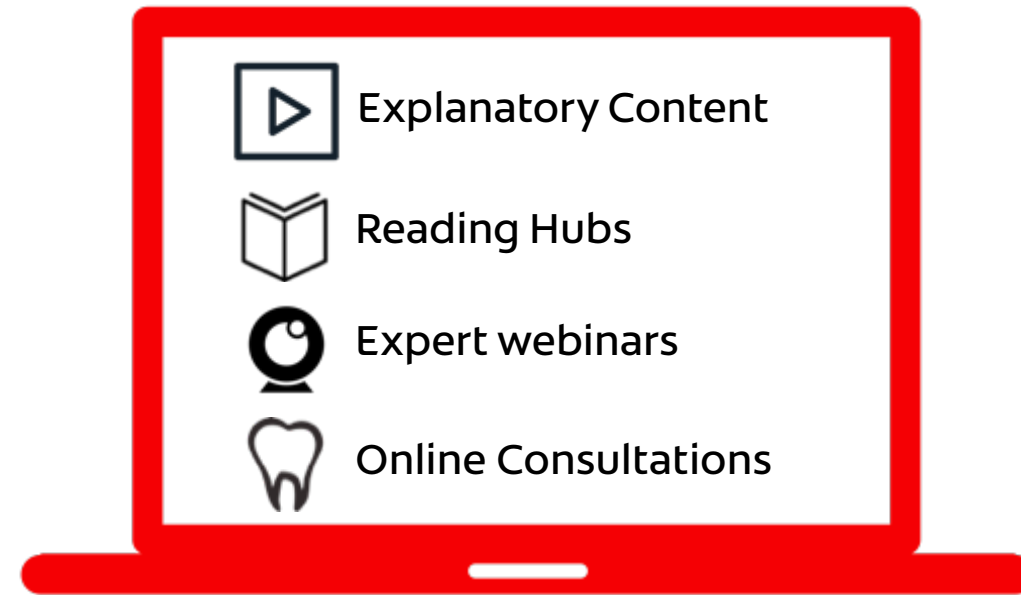
**Ayurvedic Proprietary
Medicine**

Goa FDA Approved

Partnering with Consumer through the journey



Colgate for diabetics hub



Targeted digital plan

Educate on Diabetes & Oral Health connections

On-going education & improving lives

Unique GTM

**Strategic Partnerships
with HCPs**



The Diabetic



Pharma 1st GTM

**Sharp Digital targeting
for education & sales**



Our strategic framework

Winning
with brand



**Driving
Profitable
Growth**



Leading
Innovation



**Strengthening
GTM**



Winning in Ecom



Increase traffic to drive conversion



Win across platforms

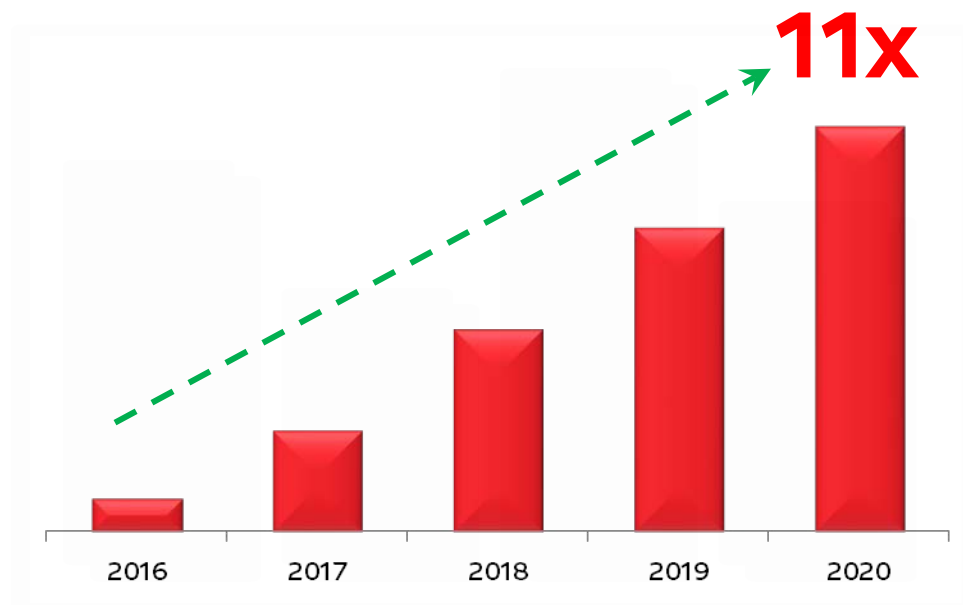


Focus on Consumer Journey & Analytics

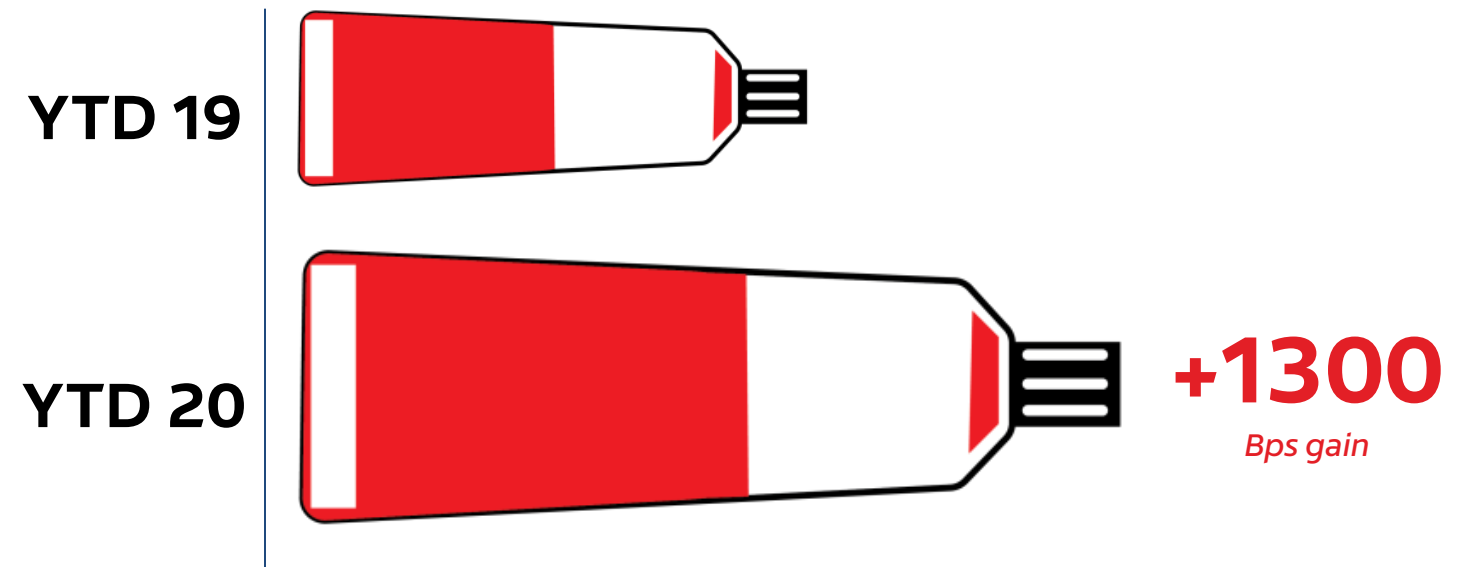


Activate Brilliant Basics

Winning in Ecom



Colgate E-commerce Business



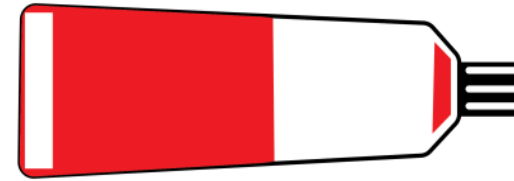
Colgate E-commerce SOM

Winning in Modern Trade

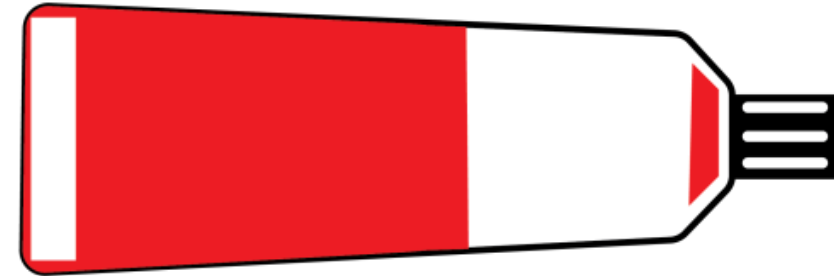


Outstanding shelf presence even in COVID

YTD 19



YTD 20



+170
Bps gain

Modern Trade \$SOM 107 idx to AI SOM

Winning in Distribution



Reigniting WS with **Muskaan** program



Idx growth of Muskaan WS to overall WS

1.7x

Our strategic framework

Winning
with brand



Leading
Innovation



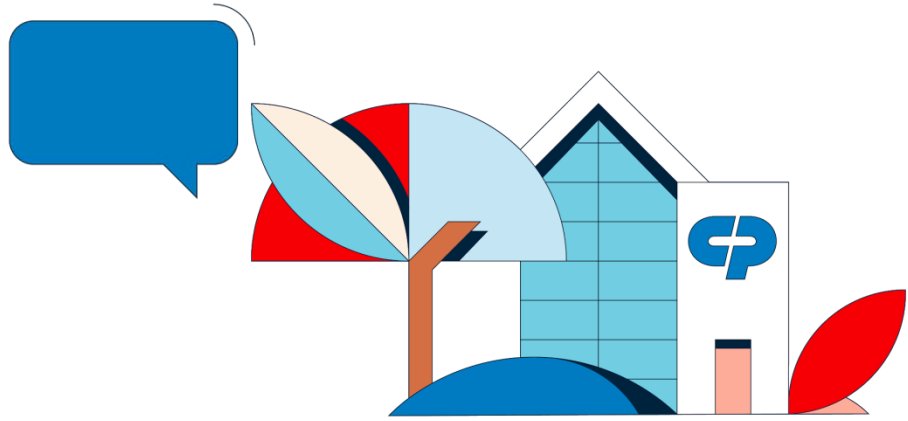
Strengthening
GTM



Caring for
communities

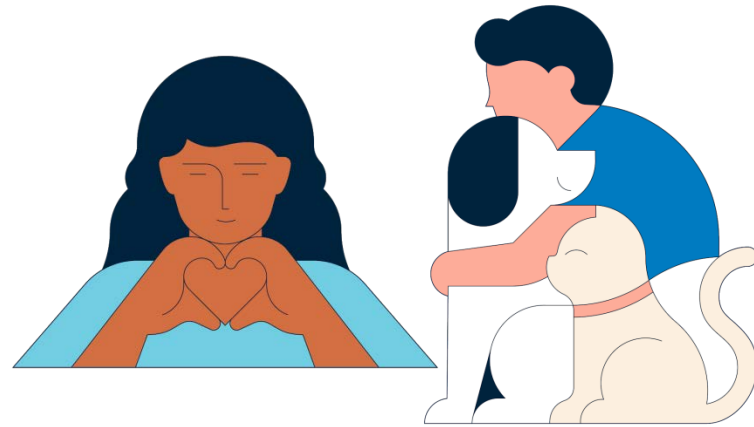


Reimagining a healthier future



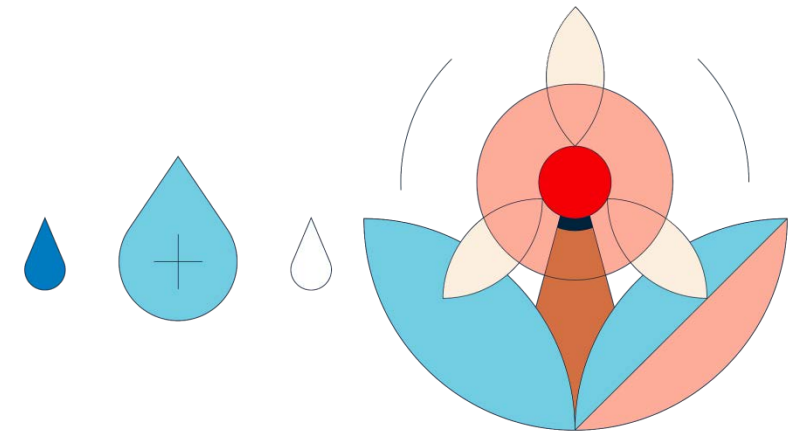
Driving

Social Impact



Helping

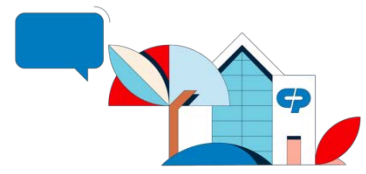
Millions of homes



Preserving our

Environment

Driving Social Impact



Driving
Social Impact

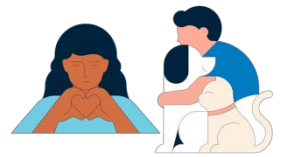


Provide Foundational Support



*78000+ applications
340 scholarships*

Helping Millions of homes



Helping
Millions of homes

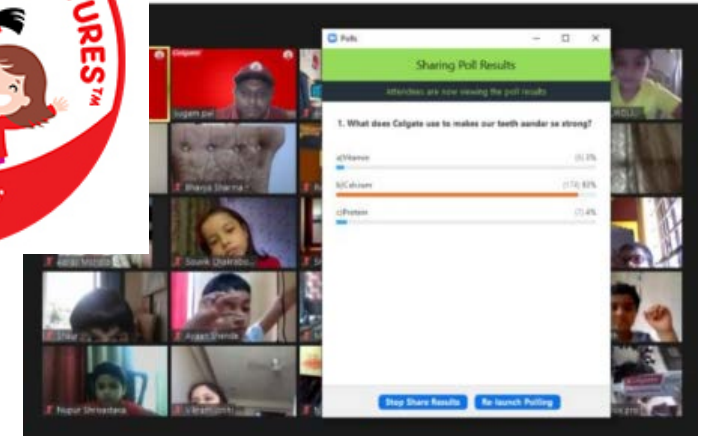


COVID support - Access to the underprivileged:

- Ration kits
- Oral Health packs

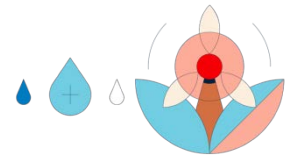


Anytime, Anywhere
Dentist support



e-BSBF modules for Oral
Health education

Preserving Our Environment



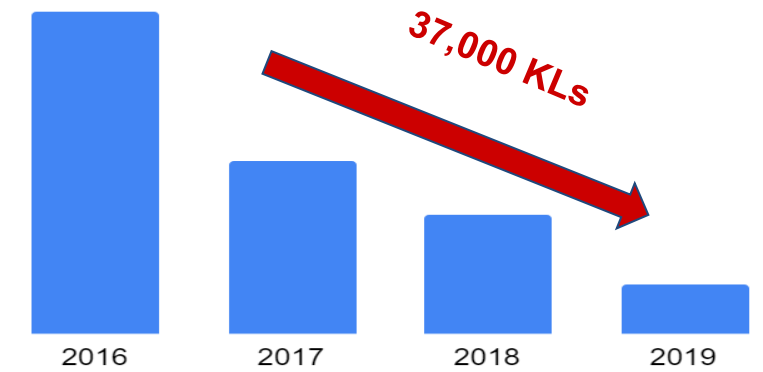
Preserving our
Environment



*Solar & Wind Installations
across plants*



*Platinum LEED Certification
across ALL sites*



*Reduction in water
usage across plants*

Our strategic framework



Financial Strategy

Sales/Volume



Margin



Non-variable
Overhead

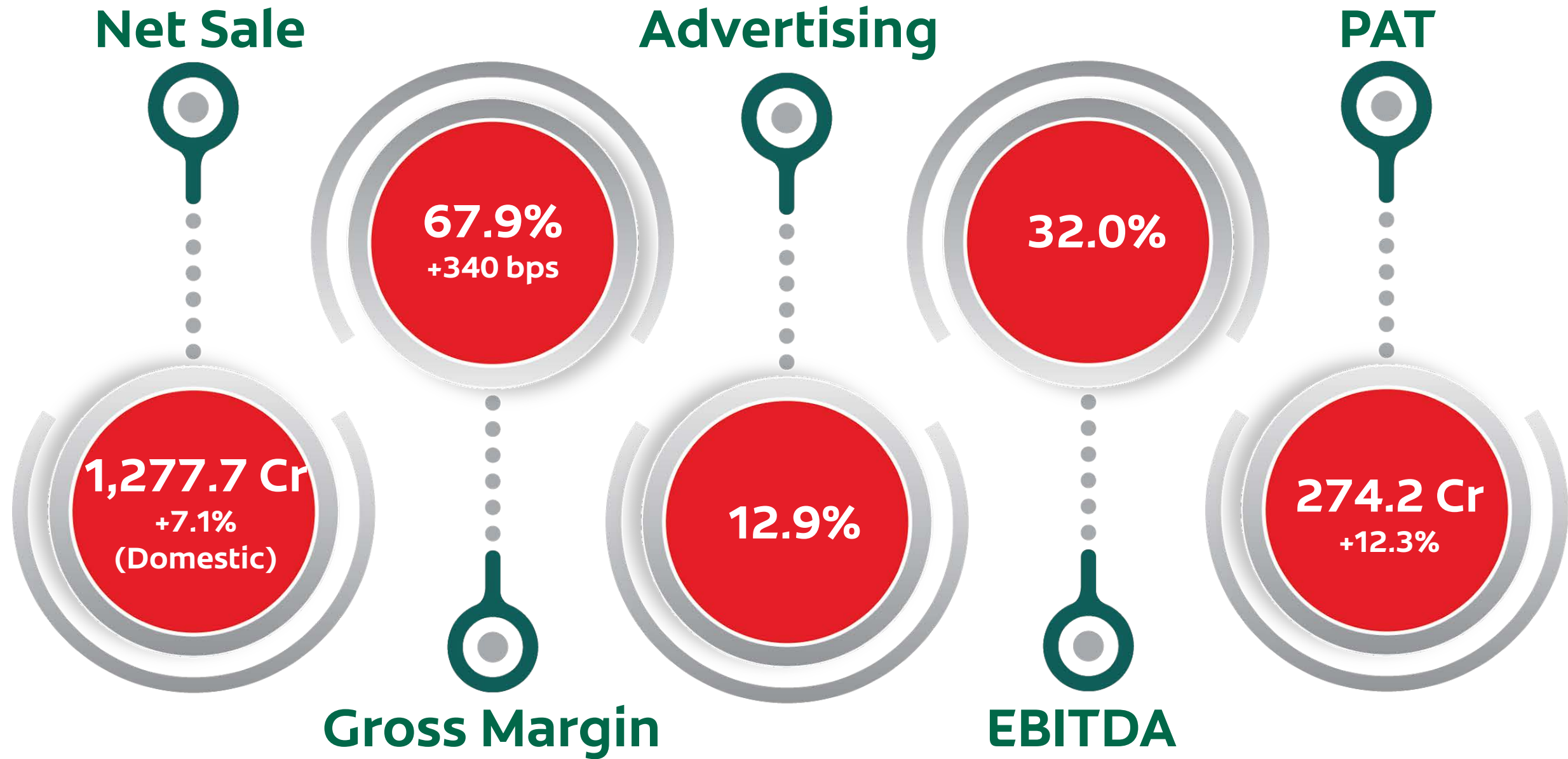


Advertising



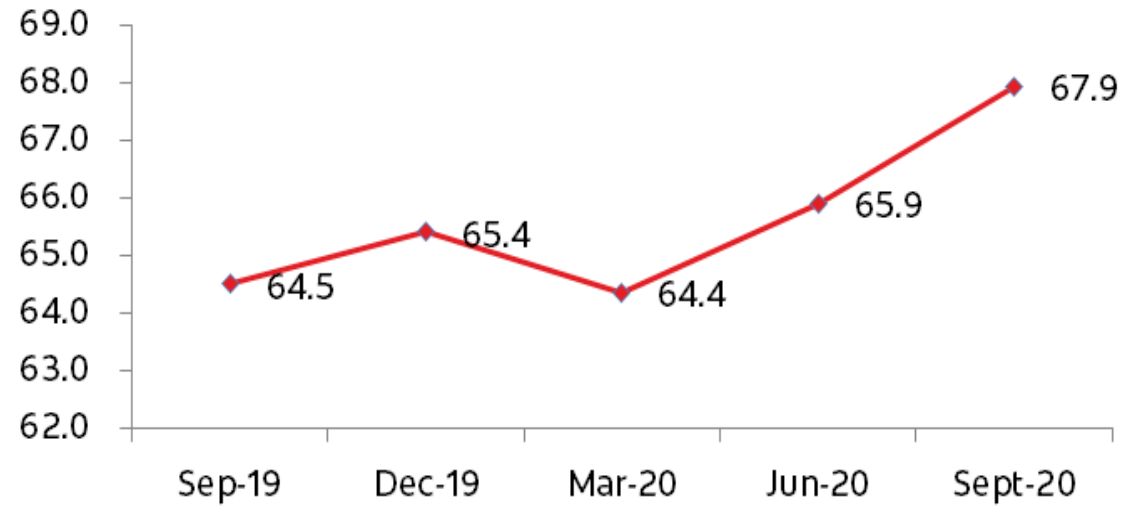
Operating Profit



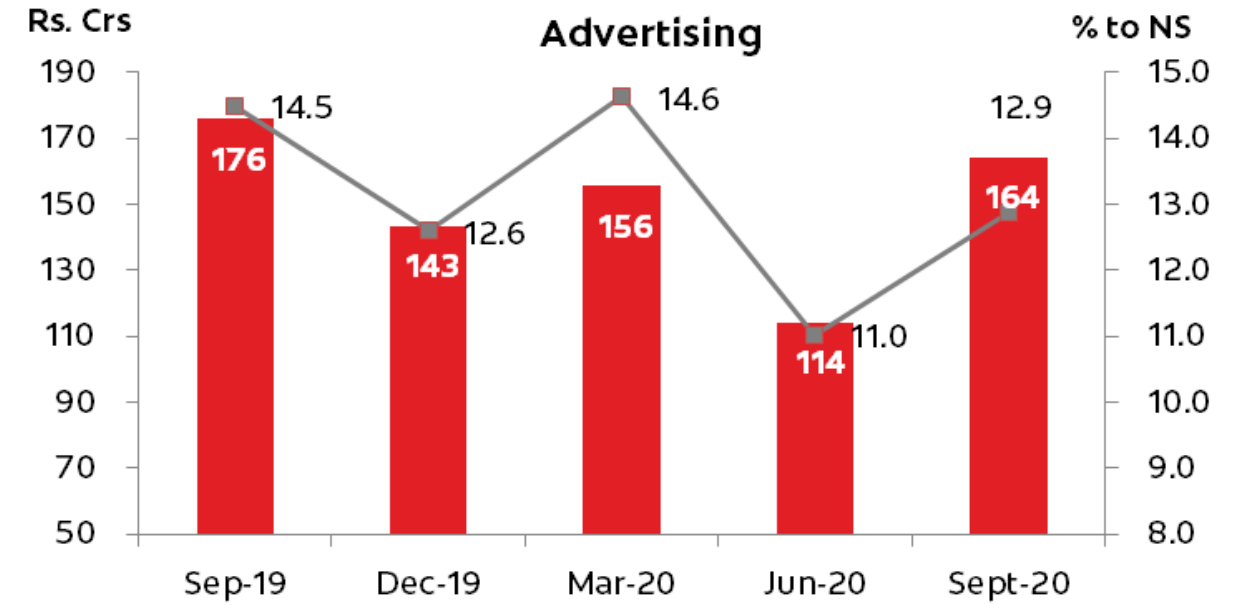


Financial Metrics

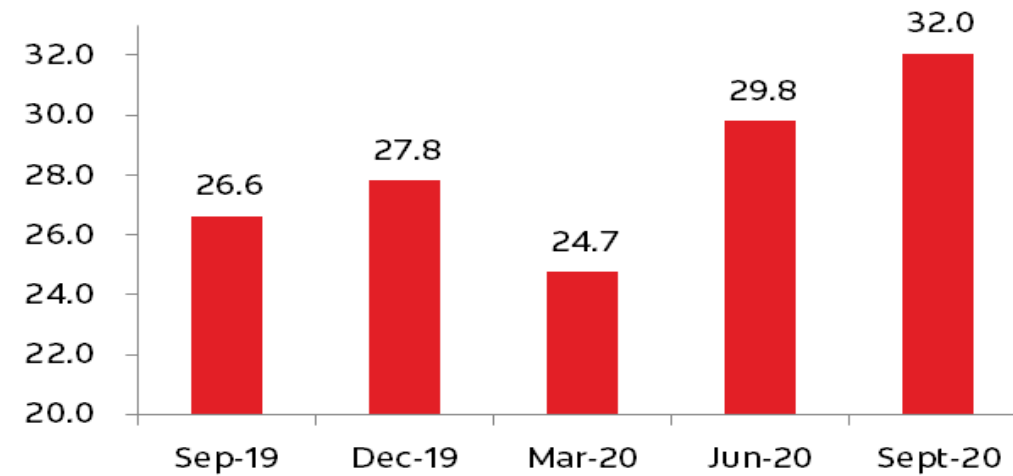
Gross Margins



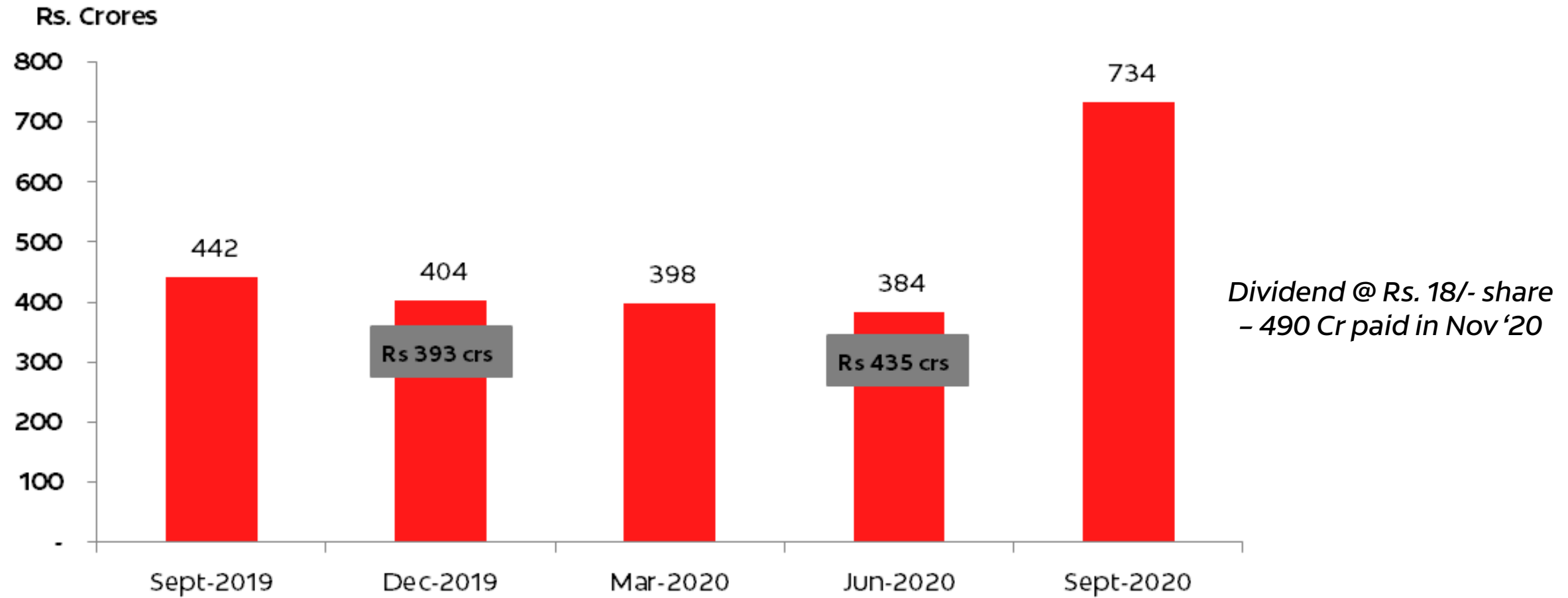
Advertising



EBITDA



Strong Cash Management



**Dividend paid*

Colgate®



Smile karo aur shuru ho jao

स्माइल करके आर आरम्भ करि दियके

स्माइल करो और शुरु हो जाओ

ସ୍ମାଇଲ୍ କର ଆଉ ଆରମ୍ଭ କର

स्माइल करके आर शुरु हो जे

स्मैल् ಮಾಡಿ, ಸ್ಟಾರ್ಟ್ ಮಾಡಿ.

ସମାଜିକ କରେ ଅਤੇ ମୁରୁଆତ କରେ

स्माइल करके आर शुरु हो जा

സ്‌മൈൽ ചെയ്യൂ, സ്റ്റാർട്ട് ചെയ്യൂ.

സ്‌ମൈൽ പண்ணുങ്ക, സ്‌ടാർട്ട് പண்ணുങ്ക.

स्माइल करो अने शुरुआत करो

स्माइल करा आणि सुरुवात करा

स्‌മైൽ చేయండి, స్టార్‌ట్ చేయండి.

Colgate[®]



QnA

