



COMPANY STATEMENT

COLGATE'S Q1 NET SALES UP 15%, NET PROFIT UP 10%

Mumbai, July 29, 2013

FINANCIAL HIGHLIGHTS

Q1 2013-14 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 844.6 crore for the first quarter of the financial year 2013-14, a 15% increase over the previous year. Reported Net Profit After Tax (including exceptional item) is Rs 185.2 crore with Earnings Per Share of Rs. 13.62 as against an Earnings Per Share of Rs. 8.63, an increase of 58% over the same quarter of the previous year.

DRIVING GROWTH

During the quarter, the Company achieved a volume growth of 9% over the same quarter of the previous year led by a strong growth of 11% in its toothpaste category and further enhanced its leadership position by registering a 55.9% volume market share for Jan-June'13 compared to 54.7% in Jan-Jun'12. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" and "Colgate Total" have contributed to this consistent growth.

The Company further strengthened its leadership position in the Toothbrush category by registering a volume market share of 41.4% (Jan'13-Jun'13) as against 38.7% (Jan'12-Jun'12).

INNOVATION

The launch of Visible White reflects the Company's continued commitment to growing the oral care category by creating new segments through innovation and technologically advanced products. Visible White has whitening accelerators, high cleaning silica and polyphosphates which remove and prevent tooth surface stains for visibly whiter teeth.

FUNDING GROWTH

Despite the inflationary environment and pressure on the rupee, the Company's focus on driving efficiencies and reducing costs has resulted in higher Gross Margin.

SALE OF BUSINESS OPERATIONS

The Company recorded an exceptional item of Rs. 55.5 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.

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. Colgate has been ranked as India's #1 Most Trusted Brand across all categories for four consecutive years from 2003 to 2007 and in 2011 and 2012 by Brand Equity's Most Trusted Brand Survey. It is the only brand to be in the top three from 2001-2012.

For more information about Colgate's business and products, visit the Company's website on the internet at www.colgate.co.in.

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