



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

January 31, 2011

The Secretary
Bombay Stock Exchange Limited
Dalal Street
Mumbai

Scrp Code : 500830

Fax: 2272 3121 / 3719 / 2037 / 2041 / 2061 / 2039

Kind Attn : Mr. S. Subramanian / Mr. Bhushan Mokashi

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/ 26598348

Kind Attn : Mr. Hari / Ms. T.S. Jagadharini

Dear Sir,

Re: Unaudited Financial Results for the quarter ended December 31, 2010.

Enclosed please find herewith the following :

1. Unaudited financial results for the quarter ended December 31, 2010; and
2. Company's statement on the above financial results.

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

The Limited Review Report of the Auditors will be sent to you shortly.

Kindly acknowledge receipt.

Thanking you,

Very truly yours
Colgate-Palmolive (India) Limited

K V Vaidyanathan
Whole-time Director &
Company Secretary

cc: National Securities Depository Limited
Central Depository Services (India) Limited

[Fax No. 24976351 / 24972993]
[Fax No. 22723199 / 22722072]

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

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2010

(Rs. Lacs)	Quarter Ended Dec 31, 2010 (Unaudited)	Quarter Ended Dec 31, 2009 (Unaudited)	Nine Months Ended Dec 31, 2010 (Unaudited)	Nine Months Ended Dec 31, 2009 (Unaudited)	Year Ended March 31, 2010 (Audited)
- Net Sales (Excl. Excise Duty)	55,820	49,061	163,879	144,588	196,246
- Operating Income	1,844	2,034	5,685	5,335	7,274
Total Revenue	57,664	51,095	169,564	149,921	203,520
- (Increase)/Decrease in Stock in Trade	(1,750)	(816)	(1,684)	(1,095)	(1,143)
- Raw and Packing Material Cost	18,719	10,254	52,160	30,596	62,952
- Purchase of Goods	4,630	11,560	12,795	32,751	15,875
- Cost of Goods Sold	21,599	20,998	63,271	62,252	77,664
- Employee Cost	5,236	4,062	15,006	11,697	15,907
- Depreciation/ Amortisation/ Impairment	911	558	2,545	1,697	3,757
- Advertising & Sales Promotion	12,059	7,528	26,890	21,607	29,942
- Other Expenditure	9,465	6,390	26,135	18,979	30,140
Total Expenditure	49,270	39,536	133,847	116,182	157,430
Profit from Operations Before Other Income and Interest	8,394	11,559	35,717	33,739	46,090
Other Income (Net)	924	744	2,274	2,261	2,540
Profit Before Interest	9,318	12,305	37,991	36,000	48,630
Interest Expense	190	52	285	110	150
Profit from Ordinary Activities Before Tax	9,128	12,251	37,706	35,890	48,480
Provision for Taxation (net of prior year reversals) (Refer Note 41)	2,504	612	8,854	5,003	6,154
Net Profit after Tax	6,624	11,639	28,852	30,887	42,326
Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360
Reserves excluding Revaluation Reserve					31,251
Basic and Diluted Earnings per share (Rs.)	4.87	8.56	21.21	22.71	31.12
Public Shareholding					
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of holding	49%	49%	49%	49%	49%
Promoters and Promoter Group Shareholding					
(a) Pledged/ Encumbered					
- Number of shares	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	Nil	Nil	Nil	Nil
(b) Non-Encumbered					
- Number of shares	69,356,336	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%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%

Notes

1. Net Sales for the quarter and nine months ended December 31, 2010 increased by 14% and 13%, respectively over the same periods of the previous year.
2. Net Profit after Tax for the quarter and nine months ended December 31, 2010 is Rs. 6,624 Lacs and Rs. 28,852, Lacs respectively as against Rs. 11,639 Lacs and Rs. 30,887 Lacs for the similar periods of the previous year.
3. The Company declared a Second Interim Dividend of Rs. 6,799.64 Lacs (Rs. 5 per share) on December 7, 2010, which was paid on December 24, 2010. The Company had earlier paid a First Interim Dividend of Rs. 13,599.28 Lacs (Rs. 10 per share) on August 2010.
4. Provision for taxation for the quarter and nine months ended December 31, 2010 is higher as compared to the similar periods of the previous year due to the lower rate of deduction under the provisions of Income Tax Act, 1961 for the Manufacturing facility at Baddi.
5. In accordance with the requirements of Accounting Standard -17, Segment Reporting, the Company's business segment is 'Personal Care' (including Oral Care) and hence it has no other primary reportable segments.
6. Pursuant to the Scheme of Amalgamation, sanctioned by an order dated April 16, 2010 of the Bombay High Court at Goa, Professional Oral Care Products Private Limited ('POC') has been amalgamated with the Company with effect from April 1, 2009. Accordingly, figures reported for quarter and nine months ended December 31, 2010 are after considering the amalgamation and hence are not comparable with the figures reported for quarter and nine months period ended December 31, 2009.
7. Pursuant to the Scheme of Amalgamation, sanctioned by an order dated August 11, 2010 of the High Court of Judicature at Andhra Pradesh, CC Healthcare Products Private Limited ('CCH') has been amalgamated with the Company with effect from April 1, 2009. Accordingly, figures reported for quarter and nine months ended December 31, 2010 are after considering the amalgamation and hence are not comparable with the figures reported for quarter and nine months ended December 31, 2009.
8. There are no exceptional and extraordinary items.
9. Previous period/ year figures have been reclassified to conform with current period/ year presentation, where applicable.
10. Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended December 31, 2010

Nature of complaints *	Opening Balance	Received during the quarter	Resolved during the quarter	Closing Balance
Non receipt of dividend warrants	-	3	2	1 #
Non receipt of share certificates lodged for transfer or capital reduction	-	-	-	-
Others	-	1	1	-

* Excludes disputed cases and sub-judice matters.

Resolved subsequently.

The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended December 31, 2010 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.colgate.co.in.

COLGATE-PALMOLIVE (INDIA) LIMITED


MUKUL DEORAS
MANAGING DIRECTOR

Mumbai
January 31, 2011



Colgate World of Care

COMPANY STATEMENT

SUSTAINED DOUBLE DIGIT VOLUME GROWTH AT 12%

COLGATE'S 3Q NET SALES UP 14%

Mumbai, January 31, 2011

FINANCIAL HIGHLIGHTS

3Q 2010-11 : Colgate-Palmolive (India) Limited today reported net sales for the quarter ended December 31, 2010 of Rs. 558.2 crore, a 14% increase over the same quarter of the previous year. Reported net profit after tax for the third quarter of the financial year is Rs 66.2 crore with an Earnings per Share of Rs. 4.87 for the quarter, despite substantial investments in brand and equity building activities.

9M 2010-11 : Net sales for the nine months ended December 31, 2010 are Rs. 1,638.8 crore, an increase of 13% over the same period of the previous year. Net profit after tax for the nine months is Rs. 288.5 crore.

DRIVING GROWTH

During the quarter, the Company achieved a volume growth of 12% over the same quarter of the previous year led by a strong 13% growth in the toothpaste category, enhancing its leadership position by registering a 53.4% volume market share for Jan-Nov'10 compared to 52.3% in Jan-Nov'09. The flagship brands "Colgate Dental Cream", "Colgate Sensitive", "Active Salt", "Max Fresh" and "Colgate Total" continue to contribute to the strong volume growth.

In the toothbrush category, the Company has also witnessed a steady volume growth of 24% over the same quarter of the previous year. Volume market share in the toothbrush category has increased from 39.7% (Jan-Nov 09) to 40.9% (Jan-Nov10). The volume market share in the toothpowder category at 47.3% (Jan-Nov 10) is slightly lower than a year ago.

The Company continues its growth momentum in the emerging mouthwash category. Plax mouthwash has increased its volume market share from 6.6% (Jan-Nov 09) to 17.3% (Jan-Nov 10).

During the current quarter, the Company continued to invest in its brand and equity building activities with advertising and sales promotion expenditure at Rs. 120.6 crore as against Rs. 75.3 crore for the same period of the previous year. This additional investment coupled with the lower deduction under the Income Tax Act on the profits of the Baddi Manufacturing facility, has resulted in lower Net profit after tax and Earnings per share for the quarter.

Mukul Deoras, Managing Director commented: "The Company's continued investment in the brand and equity building activities has strengthened its leadership in the Oral Care category, resulting in a consistent double digit volume growth over the last eleven quarters. In an inflationary environment, every effort is being taken to achieve cost effectiveness while

ensuring that the Company remains competitive in the market place through judicious pricing actions."

✚ **FUNDING GROWTH**

The Company's continuing efforts and focussed programs to enhance efficiencies and reduce costs continue to yield strong, positive results and the operating margins continue to show strong growth and fund investments in building and strengthening brand equity and the business.

✚ **GUINNESS WORLD RECORDS**

Colgate in association with the Indian Dental Association (IDA) achieved a Guinness World Record™ by providing dental check-ups to 66,322 children on a single day across multiple locations involving 33 schools in five cities across India. The Company also achieved a Guinness World Record™ wherein around 1,011 school children rinsed simultaneously with a mouthwash.

With this record, the Company achieved a hat trick of records in the oral care category that started of in 2007 with the 'Colgate Brush-up Challenge' where 1,77,003 students from 386 schools in 22 cities across the country, in one day and at one time, brushed their teeth for one minute.

✚ **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 Mouthwash under the "Colgate" brand, as well as a specialised 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 India's #1 Most Trusted Brand across all all categories for four consecutive years from 2003 to 2007 by Brand Equity's Most Trusted Brand Survey. It is the only brand to be in the top three for the last 10 years from 2001-2010. Prior to this, Colgate was also rated as the #1 brand by the A&M – MODE Annual Survey for India's Top Brands for eight out of nine years during the period 1992 to 2001.

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

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