

STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2012

(Rs. Lacs)	Quarter Ended September 30, 2012 (Unaudited)	Quarter Ended June 30, 2012 (Unaudited)	Quarter Ended September 30, 2011 (Unaudited)	Half Year Ended September 30, 2011 (Unaudited)	Half Year Ended March 31, 2012 (Audited)
Particulars	Quarter Ended September 30, 2012 (Unaudited)	Quarter Ended June 30, 2012 (Unaudited)	Quarter Ended September 30, 2011 (Unaudited)	Half Year Ended September 30, 2011 (Unaudited)	Half Year Ended March 31, 2012 (Audited)
PART I					
1 Income from Operations					
(a) Net Sales / Income from Operations (Net of excise duty)	77,377	73,608	65,724	150,985	262,385
(b) Other Operating Income	1,865	2,001	1,718	3,866	6,938
Total Income from Operations (net)	79,242	75,609	67,442	154,851	269,323
2 Expenses					
(a) Cost of materials consumed	25,789	22,609	22,401	48,398	89,387
(b) Purchases of stock-in-trade	5,665	5,730	5,517	11,395	19,970
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	929	1,633	(1,551)	2,562	(1,411)
(d) Employee benefits expense	5,430	6,242	6,054	11,672	21,561
(e) Depreciation and Amortisation expenses	1,060	1,051	1,057	2,111	1,937
(f) Advertising	8,892	8,372	7,228	17,264	13,569
(g) Other Expenses	14,959	14,778	14,869	29,737	28,300
Total Expenses	62,724	60,415	55,575	123,139	215,402
3 Profit from Operations before Other Income and Finance costs	16,518	15,194	11,867	31,712	53,921
4 Other Income	1,487	1,122	1,082	2,609	5,069
5 Profit from Ordinary activities before Finance costs	18,005	16,316	12,949	34,321	58,990
6 Finance costs	-	-	55	-	151
7 Profit from Ordinary Activities before tax	18,005	16,316	12,894	34,321	58,839
8 Tax expense (net of prior year reversals)	3,497	4,574	2,926	8,071	14,192
9 Net Profit after Taxes	14,508	11,742	9,968	26,250	44,647
10 Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360
11 Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year	10.67	8.63	7.33	19.30	42.179
12 Basic and Diluted Earnings per share (Rs.)	10.67	8.63	7.33	19.30	32.83

PART II					
A PARTICULARS OF SHAREHOLDING					
1 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%
2 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%

B Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended September 30, 2012.

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

* Excludes disputed cases and sub-judice matters.



Notes

1 STATEMENT OF ASSETS AND LIABILITIES

(Rs. Lacs) Particulars	As at September 30, 2012 (Unaudited)	As at March 31, 2012 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' Funds		
(a) Share Capital	1,360	1,360
(b) Reserves and Surplus	47,881	42,179
Sub-total - Shareholders' Funds	49,241	43,539
2 Non-current liabilities		
(a) Other long-term liabilities	70	76
(b) Long-term provisions	3,045	3,006
Sub-total - Non-current liabilities	3,115	3,082
3 Current liabilities		
(a) Trade payables	41,001	36,901
(b) Other current liabilities	33,707	21,718
(c) Short-term provisions	8,167	7,720
Sub-total - Current liabilities	82,875	66,339
TOTAL - EQUITY AND LIABILITIES	135,231	112,960
B ASSETS		
1 Non-current Assets		
(a) Fixed Assets	35,321	32,381
(b) Non-current investments	3,714	4,712
(c) Deferred tax assets (net)	1,172	1,210
(d) Long-term loans and advances	5,353	2,253
(e) Other Non-current Assets	30	36
Sub-total - Non-Current assets	45,590	40,592
2 Current Assets		
(a) Current investments	998	-
(b) Inventories	17,428	21,768
(c) Trade receivables	10,977	8,727
(d) Cash and Bank Balances	48,078	30,980
(e) Short-term loans and advances	11,698	10,207
(f) Other current assets	462	686
Sub-total - Current assets	89,641	72,368
TOTAL - ASSETS	135,231	112,960



Notes (continued)

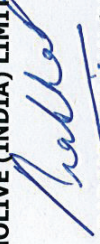
2. Net Sales for the quarter and half year ended September 30, 2012 increased by 18% and 19%, respectively, over the same period of the previous year.
3. Net Profit after Tax for the quarter and half year ended September 30, 2012 increased to Rs. 14,508 Lacs (Up 46%) and Rs. 26,250 Lacs (Up 31%), respectively, from Rs. 9,968 Lacs and Rs. 20,012 Lacs for similar periods of the previous year.
4. The Company declared a First Interim Dividend of Rs. 17,679 Lacs (Rs. 13 per share) on September 24, 2012, which was paid on October 19, 2012.
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. There are no exceptional and extraordinary items.
7. Previous period/ year figures have been reclassified to conform with current period/ year presentation, where applicable.

The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended September 30, 2012 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.

Mumbai
October 29, 2012

COLGATE-PALMOLIVE (INDIA) LIMITED



P. PARAMESWARAN (Ms.)
MANAGING DIRECTOR





Colgate World of Care

COMPANY STATEMENT

1H NET SALES UP 19%, NET PROFIT UP 31%

COLGATE'S 2Q NET SALES UP 18%, NET PROFIT UP 46%

Mumbai, October 29, 2012

FINANCIAL HIGHLIGHTS

H1 2012-13 : Net sales for the half year ended September 30, 2012 are Rs. 1,509.8 Crore, a 19% increase over the same period of the prior year. Reported Net Profit After Tax for the half year is Rs 262.5 Crore, an 31% increase over the same period of the previous year.

2Q 2012-13 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 773.8 Crore for the second quarter of the financial year 2012-13, a 18% increase over the same quarter of the previous year. Net profit After Tax for the quarter is Rs. 145.1 Crore with Earnings per Share of Rs. 10.67 per share as against Rs. 7.33 per share for the same quarter of the previous year.

DRIVING GROWTH

During the period, the Company achieved a volume growth of 10% over the same period of the previous year. The toothpaste volume market share has increased to 54.3% (Jan'12 - Sept'12) as against 52.3% for the same period of the previous year with strong volume growth of 11% through its flagship brands "Colgate Dental Cream", "Colgate Active Salt", "Colgate Total" , "Colgate Max Fresh". The Company has also registered a strong growth momentum in the toothbrush category with volume market share of 39.0% (Jan'12-Sept'12)

The Mouthwash category continues its growth momentum with market share at 26.8% (Jan'12 –Sept'12).

INNOVATION

The Company launched a new toothpaste variant – Colgate Total Advance Whitening that works like a protective shield around your teeth and gums. The Company also recently launched Colgate Max Fresh Ice toothpaste that is infused with dissolvable cooling crystals that will give you a whole new dimension of freshness.

These launches were coupled with the new launches in the toothbrush category in the first quarter of the year, namely Colgate 360 Battery Toothbrush that has a dual action brush head which provides 20X more cleaning action than a manual toothbrush.

The Company had also launched Colgate Max Fresh toothbrush that has specially designed multi-height bristles that penetrate between teeth to clean away plaque and an advanced tongue freshener with 3 waves of multi-dimensional cleaning.

FUNDING GROWTH

In an inflationary environment, the Company's continuing efforts and focussed programs to enhance efficiencies and reduce costs continue to yield strong, positive results helping to maintain margin and fund investments in building and strengthening brand equity and the business. Prudent price increases and cost management has enabled the Company to maintain its Gross margin for the period despite significant inflationary pressure.

ORAL HEALTH MONTH

The Company along with the Indian Dental Association (IDA) commenced its 9th edition of Oral Health Month which will be 2-month long intensive oral care awareness initiative that aims to improve the oral health condition and generate awareness about tooth cavities in the country. As part of this initiative, 13 mobile dental vans will travel across 39 cities to make basic oral care facilities accessible to the underprivileged, through the support of IDA dentists. This year through OHM, Colgate along with IDA plans to reach 3 million people over 1200 towns and cities.

DIVIDEND

In September 2012, the Company declared and paid its first interim dividend of Rs. 13 per share.

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 by Brand Equity's Most Trusted Brand Survey. It is the only brand to be in the top three from 2001-2011. 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 and products, visit the Company's website on the internet at www.colgate.co.in.

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

1. We have reviewed the results of Colgate-Palmolive (India) Limited for the quarter ended September 30, 2012 which are included in the accompanying 'Statement of un-audited results for the quarter and six months ended September 30, 2012' and the statement of assets and liabilities as on that date (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This 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. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. 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 notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement 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

U. A. Shah

Uday Shah
Partner
Membership No. 46061

Mumbai
October 29, 2012