

**Colgate World of Care**

COMPANY STATEMENT

COLGATE'S 1H NET SALES UP 15%, 2Q NET SALES UP 16%**Company announces First Interim Dividend of Rs. 9 per share for 2013-14*****Mumbai, October 25, 2013*****■ FINANCIAL HIGHLIGHTS**

1H 2013-14 : Colgate-Palmolive (India) Limited today reported net sales of Rs. 1,740.3 crore for the half year ended September 30, 2013, a 15% increase over the same period of the previous year and Net Profit After Tax (including exceptional item) of Rs. 294.7 crore with Earnings Per Share of Rs. 21.67, an increase of 12% over the same period of the previous year.

2Q 2013-14 : The Company today reported net sales of Rs. 895.7 crore for the second quarter of the financial year 2013-14, a 16% increase over the same quarter of the previous year and Net Profit After Tax of Rs. 109.5 crore with Earnings Per Share of Rs. 8.05.

■ DRIVING GROWTH

During the quarter, the Company achieved a volume growth of 10% over the same quarter of the previous year led by a strong growth of 9% in toothpaste category wherein the Company further enhanced its leadership position by registering a 56.0% volume market share for Jan'13-Sep'13 compared to 54.6% in Jan'12-Sep'12. The flagship brands "Colgate Dental Cream", "Active Salt", "Max Fresh" and "Colgate Total" along with the recently launched "Visible White" 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% for Jan'13-Sep'13 as against 39.3% in Jan'12-Sep'12.

■ INNOVATION

The stream of innovations reflects the Company's continued commitment to growing the oral care category by creating new segments through innovation and technologically advanced products. The recently launched Visible White has whitening accelerators for visibly whiter teeth in just one week. Colgate Visible White, the first of its kind oral care product in India is aimed at creating and growing the whitening segment in the toothpaste category that is so far undeveloped in India.

The Company has also launched a new toothpaste Colgate Active Salt Healthy White which offers a most sought after benefit of 'Yellowness removal' from teeth. It does so by combining two powerful ingredients Lemon & Salt in a unique formula that delivers effective yellowness removal.

In the Toothbrush category, the Company launched Colgate SlimSoft, a first of its kind toothbrush with super slim and ultra-soft tapered bristles. Colgate SlimSoft has 17 times slimmer tip bristles than ordinary toothbrushes to remove plaque effectively.

➤ **FUNDING GROWTH**

Despite the inflationary environment and pressure on the rupee, the Company's focus on driving efficiencies and reducing costs coupled with prudent price increases has resulted in higher Gross Margin and help to fund investments in building and strengthening brand equity and business.

➤ **ORAL HEALTH MONTH**

The Company in partnership with the Indian Dental Association (IDA) commenced the 10th edition of the Oral Health Month which is a two-month long oral care awareness initiative that aims to educate consumers on good oral care practices and improve the oral health of the country. As part of this large scale initiative, the Company offers Free Dental check-ups in stores and has mobile dental vans travelling across 45 cities to make basic oral care facilities accessible to the underprivileged. This year through Oral Health Month, Colgate along with IDA plans to reach 5 million people across the country.

➤ **SALE OF BUSINESS**

In the first quarter of this financial year, 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.

➤ **DIVIDEND**

At the meeting held today, the Board declared a First Interim Dividend for the Financial Year 2013-14 of Rs. 9 per share of Re 1 each (face value). The dividend payout to the shareholders will be Rs. 143.2 Crore (inclusive of the dividend distribution tax of Rs. 20.8 Crore) and will be paid on November 20, 2013 to those shareholders whose names are on the Register of Members of the Company as on November 07, 2013.

For the financial year ended March 31, 2013, the Company had declared a total dividend of Rs. 28 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.

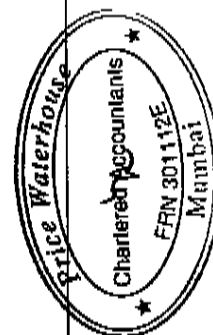
The Company also provides a range of personal care products under the 'Palmolive' brand name. Colgate has been ranked as India's #1 Most Trusted Brand across all categories for four consecutive years from 2003 to 2007 and in 2011 and 2012 by Brand Equity's Most Trusted Brand Survey. It is the only brand 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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Colgate-Palmolive (India) Limited
Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076
STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2013

(Rs. Lacs) Particulars	Quarter Ended September 30, 2013 (Unaudited)	Quarter Ended June 30, 2013 (Unaudited)	Quarter Ended September 30, 2012 (Unaudited)	Half Year Ended September 30, 2013 (Unaudited)	Half Year Ended September 30, 2012 (Unaudited)	Year Ended March 31, 2013 (Audited)
	September 30, 2013 (Unaudited)	June 30, 2013 (Unaudited)	September 30, 2012 (Unaudited)	September 30, 2013 (Unaudited)	September 30, 2012 (Unaudited)	March 31, 2013 (Audited)
PART I						
1 Income from Operations						
(a) Net Sales / Income from Operations (Net of excise duty)	89,569	84,462	77,377	174,031	150,985	308,411
(b) Other Operating Income	504	1,507	1,865	2,811	3,866	7,970
Total Income from Operations (net)	90,073	85,969	79,242	176,842	154,851	316,381
2 Expenses						
(a) Cost of materials consumed	26,432	25,473	25,789	51,905	48,398	99,155
(b) Purchases of stock-in-trade	11,060	8,909	5,665	19,969	11,395	23,644
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1,280)	(1,556)	929	(2,836)	2,562	2,220
(d) Employee benefits expense	5,346	6,199	5,430	11,545	11,672	24,944
(e) Depreciation and Amortisation expenses	1,166	1,174	1,060	2,340	2,111	4,371
(f) Advertising	11,947	10,139	8,892	22,086	17,264	35,451
(g) Other Expenses	21,935	20,277	14,959	42,212	29,737	65,271
Total Expenses	76,606	70,615	62,724	147,221	123,139	255,071
3 Profit from Operations before Other Income, Finance Costs and Exceptional Items	13,467	15,354	16,518	28,821	31,712	61,311
4 Other Income	1,302	1,712	1,487	3,014	2,609	4,991
5 Profit from Ordinary activities before Finance Costs and Exceptional Items	14,769	17,066	18,005	31,835	34,321	66,302
6 Finance Costs	-	-	-	-	-	-
7 Profit from Ordinary Activities after Finance Costs but before Exceptional Items	14,769	17,066	18,005	31,835	34,321	66,302
8 Exceptional Items (Refer Note 5)	-	7,064	-	7,064	-	-
9 Profit from Ordinary Activities before tax	14,769	24,130	18,005	38,899	34,321	66,302
10 Tax expense (net of prior year reversals)	3,817	5,608	3,497	9,425	8,071	16,621
11 Net Profit after Taxes	10,952	18,522	14,508	29,474	26,250	49,681
12 Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360	1,360
13 Reserve excluding Revaluation Reserve	-	-	-	-	-	47,591
14 Basic and Diluted Earnings per share (Rs.)	8.05	13.62	10.67	21.67	19.30	36.51



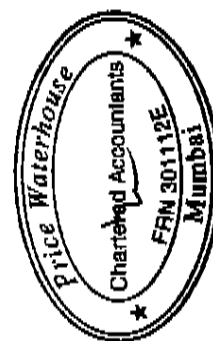
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PART II						
A PARTICULARS OF SHAREHOLDING						
1 Public Shareholding						
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of holding	49%	49%	49%	49%	49%	49%
2 Promoters and Promoter Group Shareholding						
(a) Pledged/ Encumbered						
- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	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	69,356,336
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%	51%

B Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended September 30, 2013.

Nature of complaints *	Opening Balance	Received during the quarter	Resolved during the quarter	Closing Balance
Non receipt of dividend warrants	-	-	-	-
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, 2013 (Unaudited)	As at March 31, 2013 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' Funds		
(a) Share Capital	1,360	1,360
(b) Reserves and Surplus	77,073	47,599
Sub-total - Shareholders' Funds	78,433	48,959
2 Non-current Liabilities		
(a) Other Long-term Liabilities	78	85
(b) Long-term Provisions	2,531	3,490
Sub-total - Non-current Liabilities	2,609	3,575
3 Current Liabilities		
(a) Trade Payables	48,705	46,662
(b) Other Current Liabilities	15,986	25,018
(c) Short-term Provisions	7,827	6,464
Sub-total - Current Liabilities	72,518	78,144
TOTAL - EQUITY AND LIABILITIES	153,560	130,678
B ASSETS		
1 Non-current Assets		
(a) Fixed Assets	48,367	38,262
(b) Non-current Investments	3,713	3,713
(c) Deferred Tax Assets (Net)	2,141	2,244
(d) Long-term Loans and Advances	11,649	7,030
(e) Other Non-current Assets	199	125
Sub-total - Non-current Assets	66,069	51,374
2 Current Assets		
(a) Current Investments	-	998
(b) Inventories	22,477	18,530
(c) Trade Receivables	6,883	8,121
(d) Cash and Bank Balances	41,042	42,880
(e) Short-term Loans and Advances	16,554	8,447
(f) Other Current Assets	535	328
Sub-total - Current Assets	87,491	79,304
TOTAL - ASSETS	153,560	130,678

and 15%, respectively, over the same period of the previous year.
1,769 Lacs and Rs. 38,899 Lacs, respectively, as against Rs. 18,005 Lacs

the Company's business segment is 'Personal Care' (including Oral

reholders, sold and transferred the whole of the Company's "Global
Business Services Private Limited (GBSPL), a 100% subsidiary of
ne 1, 2013, on a going concern basis for a total consideration of Rs.
ities of the erstwhile division is shown under "Exceptional Items".

year presentation, where applicable.

ended September 30, 2013 as per Clause 41 of the Listing Agreement.

Directors at their Meeting held today.



COLGATE-PALMOLIVE (INDIA) LIMITED

P. PARAMESWARAN (Ms.)
MANAGING DIRECTOR

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, 2013 which are included in the accompanying 'Statement of un-audited results for the quarter and six months ended September 30, 2013' 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 initialed 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



Vilas Rane
Partner
Membership No. 33220

Mumbai
October 25, 2013