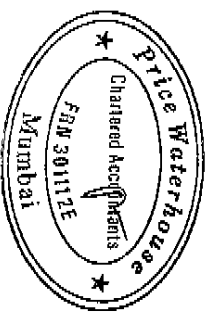


Colgate-Palmolive (India) Limited  
 Registered Office : Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 076

UNAUDITED FINANCIAL RESULTS FOR THE QUARTERS ENDED DECEMBER 31, 2011

(\$s. Lacs)	Quarter Ended		Quarter Ended		Quarter Ended		Nine months Ended		Nine months Ended		Year Ended
	December 31, 2011 (Unaudited)	September 30, 2011 (Unaudited)	December 31, 2010 (Unaudited)	September 30, 2010 (Unaudited)	December 31, 2010 (Unaudited)	September 30, 2010 (Unaudited)	December 31, 2011 (Unaudited)	September 30, 2011 (Unaudited)	December 31, 2010 (Unaudited)	September 30, 2010 (Unaudited)	March 31, 2011 (Audited)
- Net Sales (Excl. Excise Duty)	66,357	65,724	55,820	54,920	195,791	163,879	163,879	163,879	163,879	163,879	221,056
- Operating Income	2,021	1,830	1,944	1,944	5,678	5,685	5,685	5,685	5,685	5,685	7,639
Total Revenue	68,378	67,554	57,664	57,664	199,469	169,564	169,564	169,564	169,564	169,564	229,696
- (Increase)/Decrease in Stock in Trade	(2,593)	(1,551)	(1,750)	(1,750)	(4,004)	(4,004)	(4,004)	(4,004)	(4,004)	(4,004)	(2,985)
- Raw and Packing Material Cost	23,487	22,401	18,719	18,719	66,636	66,636	66,636	66,636	66,636	66,636	75,962
- Purchase of Goods	5,647	5,517	4,630	4,630	14,913	14,913	14,913	14,913	14,913	14,913	16,210
- Cost of Goods Sold	26,511	26,367	21,599	21,599	77,545	77,545	77,545	77,545	77,545	77,545	87,197
- Employee Cost	5,349	5,232	5,236	5,236	15,835	15,835	15,835	15,835	15,835	15,835	19,122
- Voluntary Retirement Scheme Cost (Refer Note 5)	992	822	911	911	2,929	2,929	2,929	2,929	2,929	2,929	3,425
- Depreciation/ Amortisation	10,749	1,057	12,059	12,059	32,057	32,057	32,057	32,057	32,057	32,057	34,531
- Advertising & Sales Promotion	11,449	10,625	9,445	9,445	31,925	31,925	31,925	31,925	31,925	31,925	35,537
- Other Expenditure											
Total Expenditure	55,041	55,532	49,270	49,270	160,834	153,847	153,847	153,847	153,847	153,847	180,412
Profit from Operations Before Other Income and Interest	13,937	12,022	8,394	8,394	38,635	35,717	35,717	35,717	35,717	35,717	49,274
Other Income (Net)	974	947	924	924	3,119	3,119	3,119	3,119	3,119	3,119	3,050
Profit Before Interest	14,911	12,969	9,318	9,318	41,754	41,754	41,754	41,754	41,754	41,754	52,324
Interest Expense	57	75	190	190	193	193	193	193	193	193	319
Profit from Ordinary Activities Before Tax	14,854	12,894	9,128	9,128	41,561	41,561	41,561	41,561	41,561	41,561	51,995
Provision for Taxation (net of prior year reversals)	3,296	2,926	2,504	2,504	9,991	8,954	8,954	8,954	8,954	8,954	11,737
Net Profit after Tax	11,558	9,968	6,624	6,624	31,570	28,652	28,652	28,652	28,652	28,652	40,258
Post-hip Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360	1,360	1,360	1,360	1,360	1,360	1,360	1,360
Reserves excluding Revaluation Reserve	-	-	-	-	-	-	-	-	-	-	37,045
Basic and Diluted Earnings per share (Rs.)	6.50	7.33	4.87	4.87	23.21	21.21	21.21	21.21	21.21	21.21	29.50
Public Shareholding											
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481	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%	49%	49%	49%	49%	49%
Promoters and Promoter Group Shareholding											
- Number of shares	Nil	Nil	Nil	Nil	Nil	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	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of the Company)	Nil	Nil	Nil	Nil	Nil	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	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%	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%	51%	51%	51%	51%	51%	51%



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## Notes

1. Net Sales for the quarter and nine months ended December 31, 2011 increased by 20% and 18% respectively over the same period of the previous year.

2. Net Profit after Tax for the quarter and nine months ended December 31, 2011 increased to Rs. 11,558 lacs (Up 74%) and Rs. 31,570 Lacs (Up 9%) respectively from Rs. 6,524 Lacs and Rs. 28,852 Lacs for similar periods of the previous year.

3. The Company declared a Second Interim Dividend of Rs. 12,239.35 Lacs (Rs. 9 per share) on December 12, 2011, which was paid on December 30, 2011. The Company had earlier paid a First Interim Dividend of Rs. 10,879.43 Lacs (Rs. 8 per share) in June 2011.

4. 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.

5. Voluntary Retirement Scheme was offered to the employees at our toothpowder factory in Hyderabad during the quarter ended September 30, 2011. All the employees have availed the benefit of the said Scheme (Cost Rs. 822 Lacs) and the manufacturing operations have discontinued effective September 29, 2011.

6. During the quarter, the Company has paid an advance of Rs 4,263 Lacs to Gujarat Industrial Development Corporation (GIDC) towards net allotment price for the lease of plot of land for the proposed Toothpaste manufacturing facility at Sanand, Gujarat.

7. There are no exceptional and extraordinary items.

8. Previous period/ year figures have been reclassified to conform with current period/ year presentation, where applicable.

9. Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended December 31, 2011.

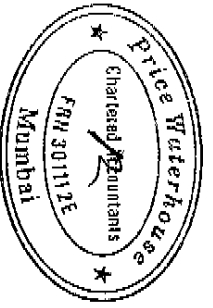
Nature of complaints *	Opening Balance	Received during the quarter	Resolved during the quarter	Closing Balance
Non receipt of dividend warrants	-	1	1	-
Non receipt of share certificates lodged for transfer or capital reduction	-	-	-	-
Others	-	2	2	-

\* Excludes disputed cases and sub-judice matters.

The Statutory Auditors have carried out a Limited Review of the Financial results of the quarter ended December 31, 2011 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](http://www.colgate.co.in).

COLGATE-PALMOLIVE (INDIA) LIMITED

Mumbai  
January 23, 2012



*Derrick Samuel*  
DERICK SAMUEL  
CHAIRMAN OF THE BOARD



**Colgate World of Care**

**COMPANY STATEMENT**

**3Q NET SALES UP 20%, NET PROFIT UP 74%**

**Mumbai, January 23, 2012**

**➤ FINANCIAL HIGHLIGHTS**

**3Q 2011-12** : Colgate-Palmolive (India) Limited today reported Net Sales of Rs. 669.6 Crore for the quarter ended December 31, 2011, a 20% increase over the same quarter of the previous year. Reported Net Profit After Tax for the quarter is Rs. 115.6 Crore and an Earnings Per Share of Rs. 8.50, an increase of 74% over the same quarter of the previous year.

**9M 2011-12** : Net Sales for the nine months ended December 31, 2011 are Rs.1,937.9 Crore, a 18% increase over the same period of the prior year. Reported Net Profit After Tax for the nine months is Rs 315.7 Crore an increase of 9% over the same period of the previous year.

**➤ DRIVING GROWTH**

The Company achieved 20% growth over the same quarter of the previous year, led by a strong 15% volume growth in the toothpaste category, with the Company maintaining its leadership position at 52.5% market share (Dec'10-Nov'11). Major brands such as "Colgate Dental Cream", "Colgate Sensitive", "Colgate Active Salt", "Colgate Total", "Colgate MaxFresh" and "Colgate Sensitive Pro-Relief" have contributed to the strong volume growth.

The mouthwash category continued its dynamic growth with the market share reaching 27.4% (Dec'10 - Nov'11).

**➤ ORAL HEALTH MONTH**

The Company rolled out its annual national awareness program - 'Oral Health Month' (OHM) spread over two months - December 2011 and January 2012 in association with the Indian Dental Association (IDA). OHM focuses on creating awareness to fight cavities and instill the importance of good oral hygiene through free dental check-ups, across the country. In the eighth year of OHM, a unique 'Adopt a School' initiative has been kicked off, where school children as '*Little Dentists*' own and spread the message of good oral care habits in community schools. OHM aims to create oral care awareness in approximately 10,000 schools reaching out to 20 lakh school children across India."

## ↓ **INNOVATION**

The Company has had a series of launches in the toothbrush category. **Colgate 360° Sonic Power** - a battery operated toothbrush that combines high speed sonic vibrations with multi height bristles to remove plaque was launched. It removes more germs than any flat trim manual toothbrush. Another launch has been **Colgate ZigZag Anti-Germ** – a toothbrush with multi angled bristles coated with special “Anti-Germ Bristles” technology that fights germ growth on bristles for upto 90 days.

In the Kids category, two new toothbrushes namely Colgate Barbie and Colgate Spiderman have been launched that are specially designed for the needs of children having a combination of baby and adult teeth. Barbie and Spiderman have also been introduced in the Kids Toothpaste category with Colgate Barbie toothpaste and Colgate Spiderman toothpaste.

## ↓ **FUNDING GROWTH**

Despite the continuing inflationary environment and slowdown in the overall economy, the Company has continued with its growth momentum. Its 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 at 60% for this quarter and nine months ended December 31, 2011.

The Company is in process of setting up a new toothpaste manufacturing facility in Sarand, Gujarat. In the current quarter, the Company has paid Rs. 42.6 Crore towards the allotment of leasehold land for the said facility.

## ↓ **DIVIDEND**

In December 2011, the Company declared and paid its second interim dividend of Rs. 9 per share. Including the First Interim Dividend of Rs. 8 per share paid in June 2011, the Company has paid a total of Rs. 17 per share for the nine months ended December 31, 2011.

For the financial year ended March 31, 2011, the Company had declared a Total Dividend of Rs. 22 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](http://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 accompanying 'Un-audited Financial Results for the quarter ended December 31, 2011' in which are included the results for the quarter ended December 31, 2011 (the "Statement") of Colgate-Palmolive (India) Limited, 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.

Mumbai  
January 23, 2012

For **Price Waterhouse**  
Firm Registration No.: 301112E  
Chartered Accountants



**Partha Ghosh**  
Partner  
Membership No.: F-55913