



NEWS RELEASE

Mumbai, May 17 , 2021

Announcement of Results for the Quarter and Year Ended March 31, 2021

Colgate Q4 Domestic Net Sales up 20.2% and Net Profit up 54.1%

Colgate FY 20-21 Net Sales up 7.2% and Net Profit up 26.8%

- *EBITDA up 840 bps to 33.1% & Gross Margins up 310 bps to 67.5%*
- *Dividend of Rs. 38 per share paid for the FY 20-21*

Q4 2020-21: Colgate-Palmolive (India) Limited today reported Net Sales growth of 20% over the same quarter of previous year aggregating to Rs. 1,275.0 crore for the quarter ended March 31, 2021. Domestic net sales for the quarter reported a strong momentum of 20.2% growth. Reported Net profit after tax for the quarter was Rs. 314.6 crore as against the Net Profit of Rs. 204.1 crore for the same quarter of the previous year, a growth of 54.1%.

FY 2020-21 : Net Sales for the year ended March 31, 2021 was recorded at Rs. 4,810.5 crore, an increase of 7.2% over the same period of the previous year. Reported net profit after tax for the year was Rs. 1,035.4 crore, an increase of 26.8% over the previous year.

Mr. Ram Raghavan, Managing Director at Colgate-Palmolive (India) Ltd, said, we continue to have strong momentum across all categories. Our focused approach to executing our strategic initiatives has been instrumental in our continued abilities to sustain our growth momentum vs year ago as well as on a sequential basis.

Our strong discipline on driving efficiencies continue to hold us in good stead as we make strong progress across key financial metrics on the P&L, as seen in our EBITDA and NPAT growth.

We continue to amplify our innovation focus. With recent launches like Colgate Toothpaste for Diabetics, Colgate Vedshakti Spray and Oil Pulling, we continue to define oral health in our country. Other initiatives across our portfolio include the launch of Colgate Magik, the first augmented reality toothbrush that makes brushing fun.

I would like to take the opportunity to thank everyone of our employees, business partners and customers for their continued support in these challenging times.

ABOUT COLGATE-PALMOLIVE (INDIA) LTD: 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, mouthwash, toothbrushes and dental gel under the 'Colgate' brand. The Company also provides personal care products with its range of shower gels and liquid hand washes under the "Palmolive" brand name. Colgate has been ranked as India's #1 Most Trusted Oral Care Brand for the ninth consecutive year, from 2011 to 2019, by The Economic Times - Brand Equity - Most Trusted Brands Survey, conducted by Nielsen. To know more about Colgate, please visit www.colgatepalmolive.co.in