



## NEWS RELEASE

Mumbai, May 26, 2022

### Announcement of Results for the Quarter & Full Year Ended March 31, 2022

**Colgate FY 2021-22 Net Sales up 5.3%**

**Colgate Q4 2021-22 Net Sales up 1.4%**

- Net Sales for FY 2021-22 crossed 5000 Cr mark
- Q4 2021-22 Net Sales up 1.4% with EBITDA @33.2%
- Q4 2021-22 NPAT up 3%

**Q4 2021-22:** Colgate-Palmolive (India) Limited today reported Net Sales growth of 1.4% over the same quarter of previous year aggregating to Rs. 1,293 crore for the quarter ended March 31, 2022. Reported Net profit after tax for the quarter was Rs. 324 crore as against the Net Profit of Rs. 315 crore for the same quarter of the previous year.

**FY 2021-22:** Net Sales for the financial year ended March 31, 2022 was recorded at Rs. 5,066 crore, an increase of 5.3% over the previous year. Net profit for the period was reported as 1,078 crore against the previous period net profit of Rs. 1,035 crore.

**Mr. Mukul Deoras, Chairman at Colgate-Palmolive (India) Ltd,** said, "In an environment of macro challenges and softening consumption, the Company was able to deliver balanced growth in the toothpaste category while the toothbrush category witnessed a softening in demand. Calibrated pricing and focus on cost optimization initiatives and efficiencies helped deliver consistent gross margins and EBITDA.

While the Company crossed the Rs. 5000 Cr mark, we continue to remain focused on our core brands and strengthen our innovation initiatives for the future. We relaunched Colgate Strong Teeth with the new brand proposition of "Strong Teeth, Strong You" with its unique "Calcium Boost" formula that facilitates the replenishment of natural calcium to your teeth thereby strengthening them.

In the whitening space, we recently launched New Colgate Visible White O2 with a revolutionary new Active Oxygen technology that gives whiter teeth in just 3 days\*. Our launch campaign #SmileOutLoud encourages every young Indian to express their unique beauty through their radiant white smiles.

We also relaunched Vedshakti toothpaste with a new improved flavor that has better sensorials and unique combination of 5 Ayurvedic ingredients i.e. Neem (provides gum care benefits), Clove (for teeth strengthening), Amla (for Anti-germ properties), Tulsi (for Freshness) and Honey ( for Gum Massage).

As an organization we continue to live our values and remain unwavering in our focus to improve the health and wellbeing of our consumers and delivering shareholder value”

*\*Use as directed. 1 shade whiter in 3 days. Results may vary.*

**ABOUT COLGATE-PALMOLIVE (INDIA) LTD:** Colgate-Palmolive (India) Limited is the market leader in Oral Care in the country, that seeks to deliver sustainable, profitable growth and maximize shareholder returns and to provide its people with an innovative and inclusive work environment. The organization has adopted sustainability, diversity, equity, inclusion, and social responsibility strategies that help make people’s lives healthier and more enjoyable. The company manufactures and markets toothpastes, toothpowder, toothbrushes, oil pulling products and mouthwashes under the ‘Colgate’ brand, and a specialized range of personal care products under the ‘Palmolive’ brand. It is a caring, innovative growth-oriented company, reimagining a healthier future for all people and our planet. Colgate has been ranked as India’s #1 Most Trusted Oral Care Brand for nine consecutive years, from 2011 to 2019, by The Economic Times - Brand Equity - Most Trusted Brands Survey, conducted by Nielsen. Colgate has also been ranked as the Most Trusted Oral Hygiene Brand by TRA’s Brand Trust India Study Report for nine consecutive years, from 2011 to 2019. For more information about Colgate's business and products, visit: <https://www.colgatepalmolive.co.in/>

