



COLGATE-PALMOLIVE (INDIA) LIMITED

January 30, 2013

The Secretary
Bombay Stock Exchange Limited
P.J. Towers - 25th floor
Dalal Street
Mumbai-400001



***** W A H I S H A R D A S A J B B I *****

Regd. Office
Colgate Research Centre,
Main Street,
Hiranandani Gardens,
Powai,
Mumbai - 400 076.
Tel : 67095050
Fax : (91 22) 25705088
www.colgate.co.in

Scrip Code : 500830
Fax: 2272 3121 / 3719 / 2037 / 2041 / 2061 / 2039

Kind Attn : Mr. Jeevan Noronha

The Manager - Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block - G
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051

Symbol : COLPAL
Series : EQ

Fax : 26598237/26598238/ 66418124/25/26

Kind Attn : Mr. Hari

Dear Sir,

Re: Unaudited Financial Results for the quarter ended December 31, 2012

Enclosed please find herewith the following:

1. Unaudited financial results for the quarter ended December 31, 2012
2. Company's statement on the above financial results.
3. Limited Review Report of the Auditors

Please note that the Board of Directors of the Company at their meeting held today approved and took the above financial results on record.

Kindly acknowledge receipt.

Thanking you,

Very truly yours
Colgate-Palmolive (India) Limited

Niket Ghate
Whole-time Director &
Company Secretary

Encl : a/a

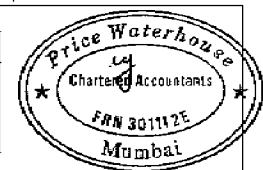
Colgate-Palmolive (India) Limited
 Registered Office: Colgate Research Centre, Main Street, Hiranandani Gardens, Powai, Mumbai 400 075
 STATEMENT OF UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2012

(Rs. Lacs) Particulars	Quarter Ended	Quarter Ended	Quarter Ended	Nine Months Ended	Nine Months Ended	Year Ended
	December 31, 2012 (Unaudited)	September 30, 2012 (Unaudited)	December 31, 2011 (Unaudited)	December 31, 2012 (Unaudited)	December 31, 2011 (Unaudited)	March 31, 2012 (Audited)
PART I						
1 Income from Operations						
(a) Net Sales / Income from Operations (Net of excise duty)	76,258	77,377	66,957	227,183	193,791	262,265
(b) Other Operating Income	2,106	1,965	1,804	5,976	5,261	5,838
Total Income from Operations (net)	78,377	79,342	68,817	233,128	199,032	269,323
2 Expenses						
(a) Cost of materials consumed	25,048	25,789	23,457	73,446	66,636	89,387
(b) Purchases of stock-in-trade	5,981	5,658	5,647	17,286	16,933	39,976
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(584)	929	(2,503)	2,058	(4,004)	(4,324)
(d) Employee benefits expense	6,331	5,438	5,340	17,963	16,377	21,561
(e) Depreciation and Amortisation expenses	1,132	1,058	992	3,243	2,829	3,931
(f) Advertising	5,985	8,921	6,894	27,149	20,484	26,296
(g) Other Expenses	16,643	14,939	15,434	44,380	43,778	58,951
Total Expenses	64,516	62,724	55,171	187,655	161,093	215,402
3 Profit from Operations before Other Income and Finance costs	13,861	16,618	13,646	45,473	37,939	53,921
4 Other Income	1,174	1,447	1,244	3,783	3,755	5,069
5 Profit from Ordinary activities before Finance costs	15,035	18,065	14,890	49,256	41,694	58,990
6 Finance costs	-	-	36	-	133	151
7 Profit from Ordinary Activities before tax	15,035	18,065	14,854	49,256	41,561	58,839
8 Tax expense (net of prior year reversals)	3,930	3,497	3,296	11,081	9,981	14,192
9 Net Profit after Taxes	11,105	14,568	11,558	37,155	31,579	44,647
10 Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,368	1,360	1,360	1,360	1,360
11 Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year						42,179
12 Basic and Diluted Earnings per share (Rs.)	8.17	10.67	8.50	27.47	23.11	32.83

PART II						
A PARTICULARS OF SHAREHOLDING						
1 Public Shareholding						
- Number of Shares	56,636,481	56,636,481	56,636,481	56,636,481	56,636,481	56,636,481
- 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 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	-	-	-	-

* Excludes disputed cases and sub-judice matters.



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Notes :

1. Net Sales for the nine months and quarter ended December 31, 2012 increased by 17% and 14% respectively over the same period of the previous year.
2. Net Profit before Tax for the nine months and quarter ended December 31, 2012 is Rs. 49,356 Lacs and Rs. 15,035 Lacs respectively as against Rs. 41,561 Lacs and Rs. 14,854 Lacs respectively for the similar period of the previous year despite increased advertising expenditure.
3. The Company declared a Second Interim Dividend of Rs. 8,160 Lacs (Rs. 6 per share) on December 10, 2012, which was paid on December 27, 2012.
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. There are no exceptional and extraordinary items.
6. 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 December 31, 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
January 30, 2013



COLGATE-PALMOLIVE (INDIA) LIMITED


P. PARAMESWARAN (Ms.)
MANAGING DIRECTOR



Colgate World of Care

COMPANY STATEMENT

COLGATE'S NET SALES 9M UP 17%, 3Q UP 14%

Mumbai, January 30, 2013

➤ **FINANCIAL HIGHLIGHTS**

9M 2012-13 : Colgate-Palmolive (India) Limited today reported Net Sales for the nine months ended December 31, 2012 at Rs. 2,272.5 Crore, a 17% increase over the same period of the previous year. Reported Net Profit After Tax for the nine months ended December 31, 2012 is Rs 373.6 Crore, a 18% increase over the same period of the previous year.

3Q 2012-13 : Net Sales for the third quarter of the financial year 2012-13 is Rs. 762.7 Crore, a 14% increase over the same quarter of the previous year. Net Profit After Tax for the quarter is Rs. 111.1 Crore with Earnings per Share of Rs. 8.17.

➤ **DRIVING GROWTH**

During the nine months ended December 31, 2012, the Company achieved a volume growth of 9% over the same period of the previous year. The toothpaste volume market share has increased to 54.2% (Jan'12 - Dec'12) as against 52.4% for the same period of the previous year. Toothpaste registered a strong volume growth of 10% through its flagship brands "Colgate Dental Cream", "Colgate Active Salt", "Colgate Total", "Colgate Max Fresh". With focussed efforts and new launches during the year, the toothbrush volume market share has increased by 370 basis points to 39.5% (Jan'12 - Dec'12) as against 35.8% for the same period of the previous year.

In the Mouthwash category, the Company registered a volume market share of 26.7% (Jan'12 - Dec'12).

➤ **INNOVATION**

In line with the Company's long standing commitment to provide the very best in oral care to the Indian consumers, the Company has launched "Colgate Total Pro Gum Health" toothpaste that is an advanced oral care solution, clinically proven to effectively work on gum problems. Its unique formula fights harmful germs that cause gum problems and helps prevent tooth decay.

The Company also launched "Colgate Sensitive Pro-Relief™ Multi-Protection" toothpaste that provides superior sensitivity relief and all the benefits of a complete care toothpaste for best all-round protection.

➤ **FUNDING GROWTH**

Despite significant inflationary pressures, the Company has maintained its Gross margin through prudent price increases and cost management efforts. These continuing efforts and focussed programs to enhance efficiencies and to reduce costs continue to yield strong, positive results that enabled the Company to maintain margin and fund investments in strengthening brand equity and business.

➤ **DIVIDEND**

In December 2012, the Company declared and paid its second interim dividend of Rs. 6 per share. Including the First Interim Dividend of Rs. 13 per share paid in October 2012, the Company has paid a total of Rs. 19 per share for the nine months ended December 31, 2012.

For the financial year ended March 31, 2012, the Company had declared a Total Dividend of Rs. 25 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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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 (the "Company") for the quarter ended December 31, 2012 which are included in the accompanying 'Statement of un-audited results for the quarter and nine months ended December 31, 2012' 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 financial statements are 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
January 30, 2013