

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

**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2011**

(Rs. Lacs)	Quarter Ended September 30, 2011 (Unaudited)	Quarter Ended September 30, 2010 (Unaudited)	Half Year Ended September 30, 2011 (Unaudited)	Half Year Ended September 30, 2010 (Unaudited)	Year Ended March 31, 2011 (Audited)
- Net Sales (Excl. Excise Duty)	65,724	55,177	126,834	108,059	222,056
- Operating Income	1,830	1,751	3,657	3,841	7,630
<b>Total Revenue</b>	<b>67,554</b>	<b>56,928</b>	<b>130,491</b>	<b>111,900</b>	<b>229,686</b>
- (Increase)/Decrease in Stock in Trade	(1,551)	291	(1,411)	66	(2,985)
- Raw and Packing Material Cost	22,401	18,022	43,179	33,441	73,952
- Purchase of Goods	5,517	3,701	9,266	8,165	16,230
- Cost of Goods Sold	26,367	22,014	51,034	41,672	87,197
- Employee Cost	5,232	5,334	10,215	9,770	19,322
- Voluntary Retirement Scheme Cost (Refer Note 6)	822	-	822	-	-
- Depreciation/ Amortisation	1,057	840	1,937	1,634	3,425
- Advertising & Sales Promotion	11,429	7,891	21,308	14,831	34,931
- Other Expenditure	10,625	8,723	20,477	16,670	35,537
<b>Total Expenditure</b>	<b>55,532</b>	<b>44,802</b>	<b>105,793</b>	<b>84,577</b>	<b>180,412</b>
<b>Profit from Operations Before Other Income and Interest</b>	<b>12,022</b>	<b>12,126</b>	<b>24,698</b>	<b>27,323</b>	<b>49,274</b>
<b>Other Income (Net)</b>	<b>947</b>	<b>811</b>	<b>2,145</b>	<b>1,350</b>	<b>3,050</b>
<b>Profit Before Interest</b>	<b>12,969</b>	<b>12,937</b>	<b>26,843</b>	<b>28,673</b>	<b>52,324</b>
<b>Interest Expense</b>	<b>75</b>	<b>61</b>	<b>136</b>	<b>95</b>	<b>329</b>
<b>Profit from Ordinary Activities Before Tax</b>	<b>12,894</b>	<b>12,876</b>	<b>26,707</b>	<b>28,578</b>	<b>51,995</b>
<b>Provision for Taxation (net of prior year reversals)</b>	<b>2,926</b>	<b>2,846</b>	<b>6,695</b>	<b>6,350</b>	<b>11,737</b>
<b>Net Profit after Tax</b>	<b>9,968</b>	<b>10,030</b>	<b>20,012</b>	<b>22,228</b>	<b>40,258</b>
<b>Paid-up Equity Share Capital (Face value: Rupee 1 per share)</b>	<b>1,360</b>	<b>1,360</b>	<b>1,360</b>	<b>1,360</b>	<b>1,360</b>
<b>Reserves excluding Revaluation Reserve</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>37,045</b>
<b>Basic and Diluted Earnings per share (Rs.)</b>	<b>7.33</b>	<b>7.38</b>	<b>14.71</b>	<b>16.34</b>	<b>29.60</b>
<b>Public Shareholding</b>					
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of holding	49%	49%	49%	49%	49%
<b>Promoters and Promoter Group Shareholding</b>					
<b>(a) Pledged/ Encumbered</b>					
- Number of shares	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	Nil	Nil	Nil	Nil
<b>(b) Non-Encumbered</b>					
- Number of shares	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%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%	51%

**Notes****1. Statement of Assets and Liabilities****(Rs. Lacs)**

	<b>As at September 30, 2011 (Unaudited)</b>	<b>As at September 30, 2010 (Unaudited)</b>
<b>Shareholders' Funds</b>		
a) Share Capital	<b>1,360</b>	<b>1,360</b>
b) Reserves and Surplus	<b>44,413</b>	<b>38,044</b>
<b>Loan Funds</b>	<b>5</b>	<b>5</b>
	<b>45,778</b>	<b>39,409</b>
<b>Fixed Assets</b>	<b>27,619</b>	<b>25,370</b>
<b>Investments</b>	<b>3,874</b>	<b>3,174</b>
<b>Deferred Tax Asset (Net)</b>	<b>2,017</b>	<b>2,116</b>
<b>Current Assets, Loans and Advances</b>		
a) Inventories	<b>16,578</b>	<b>11,194</b>
b) Sundry Debtors	<b>4,578</b>	<b>3,168</b>
c) Cash and Bank Balances	<b>42,123</b>	<b>34,886</b>
d) Interest Accrued on Investments/ Deposits	<b>889</b>	<b>969</b>
e) Loans and Advances	<b>12,417</b>	<b>9,755</b>
<i>Less:</i>		
<b>Current Liabilities and Provisions</b>		
a) Liabilities	<b>52,459</b>	<b>44,514</b>
b) Provisions	<b>11,858</b>	<b>6,710</b>
	<b>45,778</b>	<b>39,409</b>

Notes (continued)

2. Net Sales for the quarter and half year ended September 30, 2011 increased by 19% and 17% respectively over the same period of the previous year.
3. Net Profit before Tax for the quarter ended September 30, 2011 is Rs. 12,894 Lacs as against Rs. 12,876 Lacs for the similar period of the previous year. Net Profit before Tax for the half year ended September 30, 2011 is Rs. 26,707 Lacs as against Rs. 28,578 Lacs for the similar period of the previous year as a result of substantial investments in brand and equity building activities.
4. The Company declared a First Interim Dividend of Rs. 10,879.43 Lacs (Rs. 8 per share) on June 6, 2011, which was paid on June 24, 2011.
5. 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.
6. Voluntary Retirement Scheme was offered to the employees at our toothpowder factory in Hyderabad. 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.
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 September 30, 2011.

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	-	1	1	-
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 September 30, 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  
October 31, 2011

MUKUL DEORAS  
MANAGING DIRECTOR