

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

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2011

(Rs. Lacs)	Quarter Ended Mar 31, 2011	Quarter Ended Mar 31, 2010	Year Ended Mar 31, 2011 (Audited)	Year Ended March 31, 2010 (Audited)
- Net Sales (Excl. Excise Duty)	58,177	51,660	222,056	196,246
- Operating Income	1,945	1,939	7,630	7,274
Total Revenue	60,122	53,599	229,686	203,520
- (Increase)/Decrease in Stock in Trade	(1,301)	(48)	(2,985)	(1,143)
- Raw and Packing Material Cost	21,792	10,285	73,952	62,952
- Purchase of Goods	3,435	5,195	16,230	15,875
- Cost of Goods Sold	23,926	15,432	87,197	77,684
- Employee Cost	4,316	4,210	19,322	15,907
- Depreciation/ Amortisation	880	2,060	3,425	3,757
- Advertising & Sales Promotion	8,041	8,335	34,931	29,942
- Other Expenditure	9,402	11,211	35,537	30,140
Total Expenditure	46,565	41,248	180,412	157,430
Profit from Operations Before Other Income and Interest	13,557	12,351	49,274	46,090
Other Income (Net)	776	279	3,050	2,540
Profit Before Interest	14,333	12,630	52,324	48,630
Interest Expense	44	40	329	150
Profit from Ordinary Activities Before Tax	14,289	12,590	51,995	48,480
Provision for Taxation (net of prior year reversals) [Refer Note 6]	2,883	1,151	11,737	6,154
Net Profit after Tax	11,406	11,439	40,258	42,326
Paid-up Equity Share Capital (Face value: Rupee 1 per share)	1,360	1,360	1,360	1,360
Reserves excluding Revaluation Reserve			37,045	31,251
Basic and Diluted Earnings per share (Rs.)	8.39	8.41	29.60	31.12
Public Shareholding				
- Number of Shares	66,636,481	66,636,481	66,636,481	66,636,481
- Percentage of holding	49%	49%	49%	49%
Promoters and Promoter Group Shareholding				
(a) Pledged/ Encumbered				
- Number of shares	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital of the Company)	Nil	Nil	Nil	Nil
(b) Non-Encumbered				
- Number of shares	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%
- Percentage of shares (as a % of the total share capital of the Company)	51%	51%	51%	51%

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

	As at March 31, 2011 (Audited)	As at March 31, 2010 (Audited)
Shareholders' Funds		
a) Share Capital	1,360	1,360
b) Reserves and Surplus	37,045	31,251
Loan Funds	5	459
	38,410	33,070
Fixed Assets	26,731	25,314
Investments	3,874	2,100
Deferred Tax Asset (Net)	1,684	1,790
Current Assets, Loans and Advances		
a) Inventories	15,370	11,055
b) Sundry Debtors	4,296	977
c) Cash and Bank Balances	39,561	34,758
d) Interest Accrued on Investments/ Deposits	733	548
e) Loans and Advances	10,484	11,736
<i>Less:</i>		
Current Liabilities and Provisions		
a) Liabilities	47,392	42,665
b) Provisions	16,931	12,543
	38,410	33,070

Notes (continued)

2. Net Sales for the quarter and year ended March 31, 2011 increased by 13% each over the same periods of the previous year.
3. Net Profit before Tax for the quarter and year ended March 31, 2011 increased to Rs. 14,289 Lacs (up 13%) and Rs. 51,995 Lacs (up 7%) respectively from Rs. 12,590 lacs and Rs. 48,480 Lacs for the similar periods of the previous year despite substantial investments in brand and equity building activities.
4. Net Profit after Tax for the quarter and year ended March 31, 2011 is Rs. 11,406 Lacs and Rs. 40,258 Lacs respectively as against Rs. 11,439 Lacs and Rs. 42,326 Lacs for the similar periods of the previous year due to increase in effective tax rate on account of reduction in tax exemption as mentioned in Point no. 6.
5. The Company declared a Third Interim Dividend of Rs. 9,519.50 Lacs (Rs. 7 per share) on March 23, 2011, which was paid on April 19, 2011. The Company had earlier paid a First Interim Dividend of Rs. 13,599.28 Lacs (Rs. 10 per share) in August 2010 and a Second Interim Dividend of Rs. 6,799.64 Lacs (Rs. 5 per share) in December 2010.
6. Provision for taxation for the quarter and year ended March 31, 2011 is higher as compared to the similar periods of the previous year due to the lower rate of deduction under the provisions of Income Tax Act, 1961 for the Manufacturing facility at Baddi.
7. 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.
8. Pursuant to the Scheme of Amalgamation, sanctioned by an order dated April 16, 2010 of the Bombay High Court at Goa, Professional Oral Care Products Private Limited ('POC') has been amalgamated with the Company with effect from April 1, 2009. Accordingly, figures reported for quarter ended March 31, 2010 are not comparable with the figures reported for quarter ended March 31, 2011.
9. Pursuant to the Scheme of Amalgamation, sanctioned by an order dated August 11, 2010 of the High Court of Judicature at Andhra Pradesh, CC Healthcare Products Private Limited ('CCH') has been amalgamated with the Company with effect from April 1, 2009. Accordingly, figures reported for quarter and year ended March 31, 2011 are after considering the amalgamation and hence are not comparable with the figures reported for quarter and year ended March 31, 2010.
10. There are no exceptional and extraordinary items.
11. Previous period/ year figures have been reclassified to conform with current period/ year presentation, where applicable.
12. Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended March 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 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.

COLGATE-PALMOLIVE (INDIA) LIMITED

Mumbai
May 30, 2011

MUKUL DEORAS
MANAGING DIRECTOR