# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, DC 20549 

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) July 30, 2015

## COLGATE-PALMOLIVE COMPANY

(Exact name of registrant as specified in its charter)

| Delaware <br> (State or Other Jurisdiction <br> of Incorporation) | $\underline{1-644}$ <br> (Commission <br> File Number) | $\underline{13-1815595}$ <br> (IRS Employer <br> Identification No.) |
| :---: | :---: | :---: |
| 300 Park Avenue, <br> (Address of Principal Executive York, <br> Off |  | $\underline{10022}$ |

Registrant's telephone number, including area code (212) $\underline{310-2000}$

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
— Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
— Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
— Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
— Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02. Results of Operations and Financial Condition.

On July 30, 2015, Colgate-Palmolive Company (the "Company") issued a press release announcing its earnings for the quarter ended June 30, 2015. This press release is attached as Exhibit 99 and is incorporated herein by reference.

The information in Item 2.02 of this Current Report is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information in Item 2.02 of this Current Report shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

## Item 9.01. Financial Statements and Exhibits.

(d) Exhibits. The following exhibit is filed with this document:

Exhibit Number Description
99 Press release, dated July 30, 2015, issued by Colgate-Palmolive Company

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## COLGATE-PALMOLIVE COMPANY

By: /s/ Dennis J. Hickey
Name: Dennis J. Hickey
Title: Chief Financial Officer

## Colgate Announces 2nd Quarter 2015 Results

## Strong Worldwide Organic Sales Growth

NEW YORK--(BUSINESS WIRE)--July 30, 2015--Colgate-Palmolive Company (NYSE:CL) today reported worldwide Net sales of $\$ 4,066$ million in second quarter 2015 , a decrease of $6.5 \%$ versus second quarter 2014. Global unit volume grew $3.0 \%$, pricing increased $2.5 \%$ and foreign exchange was negative $12.0 \%$. Organic sales (Net sales excluding foreign exchange, acquisitions and divestments) grew 5.5\%.

Net income and Diluted earnings per share in second quarter 2015 were $\$ 574$ million and $\$ 0.63$, respectively. Net income in second quarter 2015 included $\$ 65$ million ( $\$ 0.07$ per diluted share) of aftertax charges resulting from the implementation of the Company’s four-year Global Growth and Efficiency Program (the "2012 Restructuring Program"), an effective devaluation in Venezuela and a previously disclosed foreign tax matter.

Net income and Diluted earnings per share in second quarter 2014 were $\$ 622$ million and $\$ 0.67$, respectively. Net income in second quarter 2014 included $\$ 54$ million ( $\$ 0.06$ per diluted share) of aftertax charges resulting from the items described in Table 8.

Excluding the above noted items in both periods, Net income in second quarter 2015 was $\$ 639$ million, a decrease of $5 \%$ versus second quarter 2014, and Diluted earnings per share in second quarter 2015 was $\$ 0.70$, a decrease of $4 \%$ versus second quarter 2014. On a currency-neutral basis and excluding the above noted items in both periods, Diluted earnings per share increased double digit.

Gross profit margin was $58.2 \%$ in second quarter 2015 versus $58.6 \%$ in second quarter 2014. Excluding the above noted items in both periods, Gross profit margin was $58.3 \%$ in second quarter 2015, a decrease of 50 basis points versus the year ago quarter, primarily as a result of higher raw and packaging material costs, driven by significant foreign exchange transaction costs, which were partially offset by higher pricing and the benefits from cost savings from the Company's funding-the-growth initiatives and the 2012 Restructuring Program.

Selling, general and administrative expenses were $34.0 \%$ of Net sales in second quarter 2015 versus $34.6 \%$ of Net sales in second quarter 2014. Excluding the above noted items in both periods, Selling, general and administrative expenses decreased by 70 basis points to $33.7 \%$ of Net sales in second quarter 2015, due to decreased advertising investment as a percentage of Net sales. Worldwide advertising investment decreased $12 \%$ to $\$ 410$ million versus the year ago quarter.

Operating profit decreased $5 \%$ to $\$ 932$ million in second quarter 2015 compared to $\$ 980$ million in second quarter 2014. Excluding the above noted items in both periods, Operating profit decreased $5 \%$ to $\$ 1,000$ million in second quarter 2015. Operating profit margin was $22.9 \%$ in second quarter 2015 versus $22.5 \%$ in second quarter 2014. Excluding the above noted items in both periods, Operating profit margin was $24.6 \%$ in second quarter 2015, an increase of 30 basis points versus the year ago quarter.

Net cash provided by operations year to date was $\$ 1,223$ million compared to $\$ 1,389$ million in the comparable 2014 period, primarily due to lower operating earnings and higher payments related to income taxes and a previously disclosed European competition law matter. Working capital as a percentage of Net sales was negative $0.2 \%$, an improvement of 90 basis points versus the year ago period.

Ian Cook, Chairman, President and Chief Executive Officer, commented on the results and outlook excluding the 2015 and 2014 items noted above, "In the face of challenging macroeconomic conditions worldwide, we are pleased to have achieved another quarter of broad-based organic sales growth, driven by positive unit volume growth and higher pricing.
"All operating divisions contributed to the $5.5 \%$ worldwide organic sales growth, led by emerging markets where organic sales grew a strong 7.5\%, despite economic challenges in certain countries.
"Colgate's leading share of the global toothpaste market strengthened to $45.0 \%$ year to date, up 0.5 share points versus the year ago period. Our global leadership in manual toothbrushes also strengthened with Colgate's global market share in that category reaching $34.1 \%$ year to date, up 0.2 share points versus the year ago period."

In closing, Mr. Cook commented, "As we look ahead, macroeconomic conditions and foreign exchange volatility remain challenging. Despite that, we anticipate another year of solid organic sales growth driven by a full new product pipeline across all categories and geographies. While our long-term goal of double-digit annual earnings per share growth remains unchanged, we continue to see significant deterioration in foreign exchange rates. We continue to plan for a year of gross margin expansion, however, based on current spot rates, we expect a low-single-digit earnings per share decline on a dollar basis, excluding charges related to the 2012 Restructuring Program. This earnings per share decline would reflect a double-digit increase on a currencyneutral basis."

At 11:00 a.m. ET today, Colgate will host a conference call to elaborate on second quarter results. To access this call as a webcast, please go to Colgate's web site at http://www.colgatepalmolive.com.

The following are comments about divisional performance for second quarter 2015 versus the year ago period. See attached Geographic Sales Analysis Percentage Changes and Segment Information schedules for additional information on divisional net sales and operating profit.

## North America (19\% of Company Sales)

North America Net sales increased 1.5\% in second quarter 2015. Unit volume increased $3.0 \%$ with $0.5 \%$ lower pricing, while foreign exchange was negative $1.0 \%$. Organic sales increased $2.5 \%$ during the quarter.

Operating profit in North America decreased 3\% in second quarter 2015 to $\$ 223$ million, or 140 basis points to $28.6 \%$ of Net sales. This decrease in Operating profit as a percentage of Net sales was due to an increase in Selling, general and administrative expenses and an increase in Other (income) expense, net, which were partially offset by an increase in Gross profit, all as a percentage of Net sales. This increase in Gross profit was primarily driven by cost savings from the Company’s funding-the-growth initiatives which were partially offset by higher costs, which included higher raw and packaging material costs, and lower pricing due to increased promotional activities. This increase in Selling, general and administrative expenses was due to higher overhead expenses and increased advertising investment. This increase in Other (income) expense, net was in part due to higher intercompany expense from purchases of inventory from the Latin America reportable operating segment.

In the U.S., new product launches are contributing to volume growth. Market share gains year to date were seen in toothpaste, mouthwash, liquid hand soaps, body wash and fabric conditioners. Colgate's share of the toothpaste market strengthened to $35.2 \%$ year to date, up 0.2 share points versus the year ago period, driven by strong sales of Colgate Enamel Health, Colgate Optic White Platinum Express White and Tom's of Maine toothpastes. In manual toothbrushes, Colgate continued its brand market leadership in the U.S. with its market share in that category at $41.4 \%$ year to date. Strong sales of Colgate Sensitive Toothbrush + Built-In Sensitivity Relief Pen, Colgate $360^{\circ}$ Enamel Health, Colgate $360^{\circ}$ Optic White Platinum and Colgate Extra Clean manual toothbrushes contributed to volume growth in the quarter.

Successful products driving volume growth in the U.S. in other categories include Colgate Total for Gum Health, Colgate Total Lasting White and Colgate Kids mouthwashes, Softsoap Fragrant Foaming Collection of liquid hand soaps, Softsoap Fresh \& Glow body washes, Irish Spring Signature For Men body wash and bar soap and Suavitel Fragrance Pearls fabric conditioner.

## Latin America ( $27 \%$ of Company Sales)

Latin America Net sales decreased $8.5 \%$ in second quarter 2015. Unit volume increased $0.5 \%$ with $9.0 \%$ higher pricing, while foreign exchange was negative $18.0 \%$. Acquisitions contributed $0.5 \%$ to volume. Volume gains led by Mexico, Argentina and Brazil were partially offset by volume declines in Venezuela. Organic sales for Latin America increased 9.0\%.

Operating profit in Latin America increased 3\% in second quarter 2015 to $\$ 321$ million, or 320 basis points to 28.5\% of Net sales. This increase in Operating profit as a percentage of Net sales was due to a decrease in Selling, general and administrative expenses and a decrease in Other (income) expense, net, partially offset by a decrease in Gross profit, all as a percentage of Net sales. This decrease in Gross profit was due to higher raw and packaging material costs, driven by foreign exchange transaction costs, partially offset by cost savings from the Company's funding-the-growth initiatives and the 2012 Restructuring Program and higher pricing. This decrease in Selling, general and administrative expenses was due to decreased advertising investment, reflecting in part a shift from advertising investment to in-store promotional activities, and lower overhead expenses. This decrease in Other (income) expense, net was in part due to higher intercompany income from sales of inventory to the North America reportable operating segment.

Colgate strengthened its leadership in toothpaste throughout Latin America during the quarter driven by market share gains in Mexico, Brazil, Venezuela, Argentina, Chile, El Salvador and Honduras. Strong sales of Colgate Total 12, Colgate Luminous White Advanced, Colgate Luminous White Instant, Colgate Total Professional Breath Health, Colgate Sensitive Pro-Relief Enamel Repair and Colgate Maximum Cavity Protection plus Neutrazucar toothpastes contributed to volume growth throughout the region. Colgate's leadership in the manual toothbrush category continued throughout the region, driven by strong sales of Colgate $360^{\circ}$ Surround Whitening, Colgate $360^{\circ}$ Interdental, Colgate $360^{\circ}$ Luminous White Advanced, Colgate Slim Soft and Colgate Triple Action manual toothbrushes.

Products in other categories contributing to volume growth include Colgate Luminous White and Colgate Plax Whitening Tartar Control mouthwashes, Protex Complete 12, Protex Omega 3, Palmolive Men and Palmolive Naturals Berries and Coconut Water bar soaps, Lady Speed Stick Powder Fresh and Speed Stick Xtreme Tech deodorants, Suavitel Complete and Suavitel Aroma Intense fabric conditioners, Axion Complete dish liquid and Fabuloso Pure \& Clean liquid cleaner.

## Europe/South Pacific (18\% of Company Sales)

Europe/South Pacific Net sales decreased 16.5\% in second quarter 2015. Unit volume increased 4.5\% with 3.0\% lower pricing due to increased promotional activities, while foreign exchange was negative $18.0 \%$. Divestments decreased volume by $0.5 \%$. Volume gains were led by Germany, Australia and France. Organic sales for Europe/South Pacific increased 2.0\%.

Operating profit in Europe/South Pacific decreased 19\% in second quarter 2015 to $\$ 183$ million, or 100 basis points to $25.0 \%$ of Net sales. This decrease in Operating profit as a percentage of Net sales was primarily due to a decrease in Gross profit as a percentage of Net sales. This decrease in Gross profit was primarily due to higher raw and packaging material costs, driven by foreign exchange transaction costs, and lower pricing due to increased promotional activities, partially offset by cost savings from the Company's funding-the-growth initiatives and the 2012 Restructuring Program. Selling, general and administrative expenses as a percentage of Net sales were even with the second quarter of 2014, as lower overhead expenses were fully offset by increased advertising investment.

Colgate strengthened its oral care leadership in the Europe/South Pacific region driven by toothpaste market share gains in France, Italy, Spain, the Netherlands, Belgium, Hungary, Czech Republic, Slovenia, Croatia and the Baltic region. Successful premium products driving market share gains include Colgate Max White One Optic, Colgate Maximum Cavity Protection plus Sugar Acid Neutralizer and elmex Sensitive Plus Gentle Whitening toothpastes. In the manual toothbrush category, Colgate Cavity Protection and Colgate Slim Soft Charcoal manual toothbrushes contributed to market share gains across the region.

Recent premium innovations contributing to volume growth in other product categories include the Sanex Advanced line of shower gels, deodorants, hand creams and body lotions, Palmolive Aroma Sensations shower gel, Ajax All Usage Gel and Ajax Fete des Fleurs liquid cleaners, Ajax Easy Rinse spray cleaner and Soupline Fruity Sensations fabric conditioner.

## Asia (16\% of Company Sales)

Asia Net sales increased 2.0\% during second quarter 2015. Unit volume increased $5.5 \%$ with $0.5 \%$ lower pricing, while foreign exchange was negative $3.0 \%$. Volume gains were led by the Greater China region, the Philippines and India. Organic sales for Asia increased 5.0\%.

Operating profit in Asia increased 2\% in second quarter 2015 to $\$ 181$ million, while as a percentage of Net Sales it decreased 10 basis points to $29.1 \%$. This decrease in Operating profit as a percentage of Net sales was primarily due to an increase in Selling, general and administrative expenses, which was partially offset by an increase in Gross profit, both as a percentage of Net sales. This increase in Gross profit was mainly driven by cost savings from the Company's funding-the-growth initiatives, which were partially offset by higher costs, primarily driven by higher raw and packaging material costs, which included foreign exchange transaction costs, and lower pricing. This increase in Selling, general and administrative expenses was due to increased advertising investment, which was partially offset by lower overhead expenses.

Colgate continued its toothpaste leadership in Asia during the quarter. Successful new products including Colgate $360^{\circ}$ Pro Gum Whitening, Colgate Optic White Plus Shine, Colgate Active Salt Neem and Colgate Power White Bamboo Charcoal toothpastes contributed to volume growth in the region.

Successful products contributing to volume growth in other categories in the region include Colgate Slim Soft Dual Action, Colgate $360^{\circ}$ Charcoal Gold and Colgate $360^{\circ}$ Pro Gum Health Whitening manual toothbrushes, Colgate Plax Active Salt, Colgate Plax Bamboo Charcoal Mint and Colgate Total Pro Gum Health mouthwashes and Palmolive Naturals shampoo and conditioner.

## Africa/Eurasia (6\% of Company Sales)

Africa/Eurasia Net sales decreased 17.5\% during second quarter 2015. Unit volume decreased 3.0\% with 7.0\% higher pricing, while foreign exchange was negative 21.5\%. Volume declines in the Central Asia/Caucasus region, Ukraine, South Africa and Russia were partially offset by volume gains in the Sub-Saharan Africa region. Organic sales for Africa/Eurasia increased 4.0\%.

Operating profit in Africa/Eurasia decreased 22\% in second quarter 2015 to $\$ 45$ million, or 110 basis points to $17.7 \%$ of Net sales. This decrease in Operating profit as a percentage of Net sales was primarily due to a decrease in Gross profit, which was partially offset by a decrease in Selling, general and administrative expenses, both as a percentage of Net sales. This decrease in Gross profit was primarily due to higher raw and packaging material costs, driven by higher foreign exchange transaction costs, partially offset by cost savings from the Company’s funding-the-growth initiatives and higher pricing. This decrease in Selling, general and administrative expenses was due to lower overhead expenses and decreased advertising investment.

Colgate continued its toothpaste leadership in Africa/Eurasia, driven by market share gains in nearly every country in the region. Successful products contributing to growth in the region include Colgate Total, Colgate Optic White Instant and Colgate Maximum Cavity Protection plus Sugar Acid Neutralizer toothpastes, Colgate Slim Soft Charcoal and Colgate $360^{\circ}$ Whole Mouth Clean manual toothbrushes, Palmolive Gourmet Spa Peach Sorbet, Palmolive Gourmet Spa Creamy Coffee and Palmolive Men Taiga Freshness shower gels and Palmolive Altai Herbs and Protex Men Power bar soaps.

## Hill's Pet Nutrition ( $\mathbf{1 4 \%}$ of Company Sales)

Hill's Net sales decreased 1.5\% during second quarter 2015. Unit volume increased $5.5 \%$ with $1.5 \%$ higher pricing, while foreign exchange was negative $8.5 \%$. Volume gains were led by the United States and Japan. Hill's organic sales increased 7.0\%.

Hill’s Operating profit was $\$ 146$ million in second quarter 2015, even with second quarter 2014, while as a percentage of Net sales, it increased 30 basis points to $26.4 \%$ of Net sales. This increase in Operating profit as a percentage of Net sales was due to a decrease in Selling, general and administrative expenses, partially offset by an increase in Other (income) expense, net, both as a percentage of Net sales. Gross profit as a percentage of Net sales was even with the second quarter of 2014, as cost savings from the Company's funding-the-growth initiatives and higher pricing fully offset higher costs, primarily driven by higher raw and packaging material costs, which included foreign exchange transaction costs. This decrease in Selling, general and administrative expenses was primarily due to decreased advertising investment. This increase in Other (income) expense, net was in part due to the expiration of a foreign sales tax exemption.

New product introductions driving volume growth in the U.S. include Hill's Ideal Balance Crafted, Hill’s Prescription Diet Metabolic Plus Mobility and Metabolic Plus Urinary, Hill’s Prescription Diet stews and Hill’s Ideal Balance Slim \& Healthy.

New product introductions driving volume growth internationally include Hill’s Science Diet Perfect Weight, Hill’s Prescription Diet Metabolic Plus Mobility, Metabolic Plus Urinary and c/d Multicare Urinary Stress, Hill’s Ideal Balance and Hill’s Science Diet Neutered.

About Colgate-Palmolive: Colgate-Palmolive is a leading global consumer products company, tightly focused on Oral Care, Personal Care, Home Care and Pet Nutrition. Colgate sells its products in over 200 countries and territories around the world under such internationally recognized brand names as Colgate, Palmolive, Speed Stick, Lady Speed Stick, Softsoap, Irish Spring, Protex, Sorriso, Kolynos, elmex, Tom's of Maine, Sanex, Ajax, Axion, Fabuloso, Soupline and Suavitel, as well as Hill's Science Diet, Hill's Prescription Diet and Hill's Ideal Balance. For more information about Colgate's global business, visit the Company's web site at http://www.colgatepalmolive.com. To learn more about Colgate Bright Smiles, Bright Futures® oral health education program, please visit http://www.colgatebsbf.com. CL-E

Management uses market share information as a key indicator to monitor business health and performance. References to market share in this press release are based on a combination of consumption and market share data provided by third-party vendors, primarily Nielsen, and internal estimates. All market share references represent the percentage of the dollar value of sales of our products, relative to all product sales in the category in the countries in which the Company competes and purchases data. Market share data is subject to limitations on the availability of up-to-date information. We believe that the third-party vendors we use to provide data are reliable, but we have not verified the accuracy or completeness of the data or any assumptions underlying the data. In addition, market share information calculated by the Company may be different from market share information calculated by other companies due to differences in category definitions, the use of data from different countries, internal estimates and other factors.

## Explanatory Note Regarding Currency-Neutral Calculations

Diluted earnings per share growth for second quarter 2015, on a currency-neutral basis, eliminates from Diluted earnings per share growth (GAAP) the impact of the items described in Table 8, and the period-over-period changes in foreign exchange rates in the translation of local currency results into U.S. dollars. Accordingly, for purposes of calculating Diluted earnings per share growth for second quarter 2015, on a currency-neutral basis, second quarter 2015 local currency results, which include the impact of foreign currency transaction gains and losses, are translated into U.S. dollars using average foreign exchange rates for second quarter 2014.

Management's estimate of earnings per share growth on a currency-neutral basis for full year 2015 eliminates from earnings per share growth (GAAP) the impact of the items described in Table 9, the 2012 Restructuring Program and period-over-period changes in foreign exchange rates in the translation of local currency results into U.S. dollars. Accordingly, for purposes of estimating earnings per share growth for full year 2015, on a currency-neutral basis, estimated full year 2015 local currency results, which include the impact of estimated foreign currency transaction gains and losses, are translated into U.S. dollars using 2014 average foreign exchange rates by quarter.

## Cautionary Statement on Forward-Looking Statements

This press release and the related webcast may contain forward-looking statements. Such statements may relate, for example, to sales or volume growth, organic sales growth, profit or profit margin growth, earnings per share growth (including on a currency neutral basis), financial goals, the impact of currency devaluations, exchange controls, price controls and labor unrest, including in Venezuela, cost-reduction plans including the 2012 Restructuring Program, tax rates, new product introductions or commercial investment levels, among other matters. These statements are made on the basis of our views and assumptions as of this time and we undertake no obligation to update these statements except as required by law. We caution investors that any such forwardlooking statements are not guarantees of future performance and that actual events or results may differ materially from those statements. Investors should consult the Company's filings with the Securities and Exchange Commission (including the information set forth under the caption "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2014) for information about certain factors that could cause such differences. Copies of these filings may be obtained upon request from the Company's Investor Relations Department or on the Company's web site at http://www.colgatepalmolive.com.

The following provides information regarding the non-GAAP financial measures used in this earnings release and/or the related webcast:

This release discusses organic sales growth, which is Net sales growth excluding the impact of foreign exchange, acquisitions and divestments. Management believes this measure provides investors with useful supplemental information regarding the Company’s underlying sales trends by presenting sales growth excluding the external factor of foreign exchange as well as the impact from acquisitions and divestments. See "Geographic Sales Analysis Percentage Changes" for the three and six months ended June 30, 2015 vs 2014 included with this release for a comparison of organic sales growth to net sales growth in accordance with accounting principles generally accepted in the United States of America ("GAAP").

To supplement Colgate’s Condensed Consolidated Statements of Income presented in accordance with GAAP, the Company has disclosed non-GAAP measures of operating results that exclude certain items. Worldwide Gross profit, Gross profit margin, Selling, general and administrative expenses, Selling, general and administrative expenses as a percentage of Net sales, Other (income) expense, net, Operating profit, Operating profit margin, Net income attributable to Colgate-Palmolive Company and Diluted earnings per common share are discussed both as reported (on a GAAP basis) and, as applicable, excluding charges related to the 2012 Restructuring Program, charges related to the effective devaluations in 2014 and 2015 as a result of the changes to Venezuela's foreign exchange system, a charge related to a foreign tax matter and costs related to the sale of land in Mexico (nonGAAP). Management believes these non-GAAP financial measures provide investors with useful supplemental information regarding the performance of the Company's ongoing operations. See "Non-GAAP Reconciliations" for the three and six months ended June 30, 2015 and 2014 included with this release for a reconciliation of these financial measures to the related GAAP measures.

The Company uses these financial measures internally in its budgeting process and as factors in determining compensation. While the Company believes that these financial measures are useful in evaluating the Company's business, this information should be considered as supplemental in nature and is not meant to be considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP. In addition, these non-GAAP financial measures may not be the same as similar measures presented by other companies.

The Company defines free cash flow before dividends as Net cash provided by operations less Capital expenditures. As management uses this measure to evaluate the Company's ability to satisfy current and future obligations, repurchase stock, pay dividends and fund future business opportunities, the Company believes that it provides useful information to investors. Free cash flow before dividends is not a measure of cash available for discretionary expenditures since the Company has certain nondiscretionary obligations such as debt service that are not deducted from the measure. Free cash flow before dividends is not a GAAP measurement and may not be comparable to similarly titled measures reported by other companies. See "Condensed Consolidated Statements of Cash Flows" for the six months ended June 30, 2015 and 2014 for a comparison of free cash flow before dividends to Net cash provided by operations as reported in accordance with GAAP.
(See attached tables for second quarter results.)

## Colgate-Palmolive Company

## Condensed Consolidated Statements of Income

For the Three Months Ended June 30, 2015 and 2014

## (Dollars in Millions Except Per Share Amounts) (Unaudited)

|  | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ | 4,066 | \$ | 4,352 |
| Cost of sales |  | 1,699 |  | 1,800 |
| Gross profit |  | 2,367 |  | 2,552 |
| Gross profit margin |  | 58.2\% |  | 58.6\% |
| Selling, general and administrative expenses |  | 1,381 |  | 1,507 |
| Other (income) expense, net |  | 54 |  | 65 |
| Operating profit |  | 932 |  | 980 |
| Operating profit margin |  | 22.9\% |  | 22.5\% |
| Interest (income) expense, net |  | 6 |  | 9 |
| Income before income taxes |  | 926 |  | 971 |
| Provision for income taxes |  | 310 |  | 310 |
| Effective tax rate |  | 33.5\% |  | 31.9\% |
| Net income including noncontrolling interests |  | 616 |  | 661 |
| Less: Net income attributable to noncontrolling interests |  | 42 |  | 39 |
| Net income attributable to Colgate-Palmolive Company | \$ | 574 | \$ | 622 |
| Earnings per common share |  |  |  |  |
| Basic | \$ | 0.63 | \$ | 0.68 |
| Diluted | \$ | 0.63 | \$ | 0.67 |
| Average common shares outstanding |  |  |  |  |
| Basic |  | 904.6 |  | 916.1 |
| Diluted |  | 912.4 |  | 925.9 |

## Colgate-Palmolive Company

## Condensed Consolidated Statements of Income

For the Six Months Ended June 30, 2015 and 2014

## (Dollars in Millions Except Per Share Amounts) (Unaudited)

|  | 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ | 8,136 | \$ | 8,677 |
| Cost of sales |  | 3,377 |  | 3,601 |
| Gross profit |  | 4,759 |  | 5,076 |
| Gross profit margin |  | 58.5\% |  | 58.5\% |
| Selling, general and administrative expenses |  | 2,831 |  | 3,051 |
| Other (income) expense, net |  | 136 |  | 411 |
| Operating profit |  | 1,792 |  | 1,614 |
| Operating profit margin |  | 22.0\% |  | 18.6\% |
| Interest (income) expense, net |  | 14 |  | 16 |
| Income before income taxes |  | 1,778 |  | 1,598 |
| Provision for income taxes |  | 579 |  | 505 |
| Effective tax rate |  | 32.6\% |  | 31.6\% |
| Net income including noncontrolling interests |  | 1,199 |  | 1,093 |
| Less: Net income attributable to noncontrolling interests |  | 83 |  | 83 |
| Net income attributable to Colgate-Palmolive Company | \$ | 1,116 | \$ | 1,010 |
| Earnings per common share |  |  |  |  |
| Basic | \$ | 1.23 | \$ | 1.10 |
| Diluted | \$ | 1.22 | \$ | 1.09 |
| Average common shares outstanding |  |  |  |  |
| Basic |  | 906.1 |  | 917.8 |
| Diluted |  | 914.4 |  | 927.3 |

## Colgate-Palmolive Company

## Condensed Consolidated Balance Sheets

## As of June 30, 2015, December 31, 2014, and June 30, 2014

## (Dollars in Millions) (Unaudited)

|  | $\begin{gathered} \text { June } 30, \\ 2015 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 1,059 | \$ | 1,089 | \$ | 1,161 |
| Receivables, net |  | 1,691 |  | 1,552 |  | 1,803 |
| Inventories |  | 1,324 |  | 1,382 |  | 1,508 |
| Other current assets |  | 914 |  | 840 |  | 702 |
| Property, plant and equipment, net |  | 4,039 |  | 4,080 |  | 4,077 |
| Other assets, including goodwill and intangibles |  | 4,633 |  | 4,516 |  | 4,737 |
| Total assets | \$ | 13,660 | \$ | 13,459 | \$ | 13,988 |
| Total debt | \$ | 6,683 | \$ | 6,148 | \$ | 6,061 |
| Other current liabilities |  | 3,709 |  | 3,442 |  | 3,741 |
| Other non-current liabilities |  | 2,511 |  | 2,484 |  | 2,115 |
| Total liabilities |  | 12,903 |  | 12,074 |  | 11,917 |
| Total Colgate-Palmolive Company shareholders' equity |  | 454 |  | 1,145 |  | 1,779 |
| Noncontrolling interests |  | 303 |  | 240 |  | 292 |
| Total liabilities and shareholders' equity | \$ | 13,660 | \$ | 13,459 | \$ | 13,988 |
| Supplemental Balance Sheet Information |  |  |  |  |  |  |
| Debt less cash, cash equivalents and marketable securities* | \$ | 5,376 | \$ | 4,859 | \$ | 4,745 |
| Working capital \% of sales |  | (0.2)\% |  | 0.8\% |  | 0.7\% |

* Marketable securities of \$248, \$200 and \$155 as of June 30, 2015, December 31, 2014, and June 30, 2014 respectively, are included in Other current assets.


## Condensed Consolidated Statements of Cash Flows

## For the Six Months Ended June 30, 2015 and 2014

## (Dollars in Millions) (Unaudited)

## Operating Activities

Net income including noncontrolling interests
Adjustments to reconcile net income including noncontrolling interests to net cash provided by operations:
Depreciation and amortization
Restructuring and termination benefits, net of cash
Venezuela remeasurement charges
Stock-based compensation expense
Deferred income taxes
Cash effects of changes in:
Receivables
Inventories
Accounts payable and other accruals
Other non-current assets and liabilities
Net cash provided by operations

| 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: |
| \$ | 1,199 | \$ | 1,093 |
|  | 225 |  | 215 |
|  | 59 |  | 68 |
|  | 16 |  | 266 |
|  | 51 |  | 54 |
|  | (60) |  | (37) |
|  | (222) |  | (198) |
|  | 8 |  | (90) |
|  | (77) |  | (8) |
|  | 24 |  | 26 |
|  | 1,223 |  | 1,389 |
|  | (280) |  | (314) |
|  | (365) |  | (165) |
|  | 195 |  | 177 |
|  | - |  | (25) |
|  | 12 |  | 13 |
|  | (438) |  | (314) |
|  | $(4,178)$ |  | $(4,282)$ |
|  | 4,686 |  | 4,707 |
|  | (689) |  | (662) |
|  | (767) |  | (746) |
|  | 192 |  | 153 |
|  | (756) |  | (830) |
|  | (59) |  | (46) |
|  | (30) |  | 199 |
|  | 1,089 |  | 962 |
| \$ | 1,059 | \$ | 1,161 |

Effect of exchange rate changes on Cash and cash equivalents
Net (decrease) increase in Cash and cash equivalents
Cash and cash equivalents at beginning of the period
Cash and cash equivalents at end of the period

## Supplemental Cash Flow Information

Free cash flow before dividends (Net cash provided by operations less Capital expenditures)
Net cash provided by operations
Less: Capital expenditures
Free cash flow before dividends

| $\$$ | 1,223 <br> $(280)$ |  | $\$$ | 1,389 <br>  <br>  |
| :--- | :---: | :--- | :--- | :--- |



## Colgate-Palmolive Company

## Segment Information

## For the Three and Six Months Ended June 30, 2015 and 2014

## (Dollars in Millions) (Unaudited)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  | 2015 |  | 2014 |  |
| Net Sales |  |  |  |  |  |  |  |  |
| Oral, Personal and Home Care |  |  |  |  |  |  |  |  |
| North America | \$ | 780 | \$ | 770 | \$ | 1,569 | \$ | 1,555 |
| Latin America |  | 1,126 |  | 1,231 |  | 2,213 |  | 2,383 |
| Europe/South Pacific |  | 731 |  | 873 |  | 1,472 |  | 1,738 |
| Asia |  | 623 |  | 610 |  | 1,284 |  | 1,282 |
| Africa/Eurasia |  | 254 |  | 308 |  | 508 |  | 606 |
| Total Oral, Personal and Home Care |  | 3,514 |  | 3,792 |  | 7,046 |  | 7,564 |
| Pet Nutrition |  | 552 |  | 560 |  | 1,090 |  | 1,113 |
| Total Net Sales | \$ | 4,066 | \$ | 4,352 | \$ | 8,136 | \$ | 8,677 |
|  |  |  | E |  |  | Six M | E |  |
|  |  |  |  |  |  |  |  |  |
| Operating Profit |  |  |  |  |  |  |  |  |
| Oral, Personal and Home Care |  |  |  |  |  |  |  |  |
| North America | S | 223 | \$ | 231 | \$ | 441 | \$ | 447 |
| Latin America |  | 321 |  | 311 |  | 629 |  | 601 |
| Europe/South Pacific |  | 183 |  | 227 |  | 367 |  | 444 |
| Asia |  | 181 |  | 178 |  | 374 |  | 371 |
| Africa/Eurasia |  | 45 |  | 58 |  | 84 |  | 117 |
| Total Oral, Personal and Home Care |  | 953 |  | 1,005 |  | 1,895 |  | 1,980 |
| Pet Nutrition |  | 146 |  | 146 |  | 293 |  | 290 |
| Corporate ${ }^{(1)}$ |  | (167) |  |  |  | (396) |  | (656) |
| Total Operating Profit | \$ | 932 | \$ | 980 | \$ | 1,792 | \$ | 1,614 |

Note:
${ }^{(1)}$ Corporate operations includes costs related to stock options and restricted stock units, research and development costs, Corporate overhead costs, restructuring and related implementation costs and gains and losses on sales of non-core product lines and assets.

Corporate Operating profit (loss) for the three months ended June 30, 2015 includes charges of $\$ 52$ related to the 2012 Restructuring Program and a charge of $\$ 16$ related to the remeasurement of the Company's Venezuelan subsidiary's local currency-denominated net monetary assets as a result of an effective devaluation. For the three months ended June 30, 2014, Corporate Operating profit (loss) included charges of $\$ 74$ related to the 2012 Restructuring Program and costs of $\$ 2$ related to the sale of land in Mexico.

Corporate Operating profit (loss) for the six months ended June 30, 2015 includes charges of $\$ 152$ related to the 2012 Restructuring Program and a charge of $\$ 16$ related to the remeasurement of the Company's Venezuelan subsidiary's local currency-denominated net monetary assets as a result of an effective devaluation. For the six months ended June 30, 2014, Corporate Operating profit (loss) included charges of $\$ 176$ related to the 2012 Restructuring Program, a charge of $\$ 266$ related to the remeasurement of the Company's Venezuelan subsidiary's local currency-denominated net monetary assets as a result of an effective devaluation and costs of $\$ 3$ related to the sale of land in Mexico.

Geographic Sales Analysis Percentage Changes

For the Three Months Ended June 30, 2015 vs 2014
(Unaudited)

COMPONENTS OF SALES CHANGE

| Region | Sales <br> Change <br> As Reported | Organic <br> Sales Change | As Reported Volume | Organic Volume | Ex-Divested Volume | Pricing <br> Coupons Consumer \& Trade Incentives | Foreign <br> Exchange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Company | (6.5)\% | 5.5\% | 3.0\% | 3.0\% | 3.0\% | 2.5\% | (12.0)\% |
| Europe/South Pacific | (16.5)\% | 2.0\% | 4.5\% | 5.0\% | 5.0\% | (3.0)\% | (18.0)\% |
| Latin America | (8.5)\% | 9.0\% | 0.5\% | -\% | 0.5\% | 9.0\% | (18.0)\% |
| Asia | 2.0\% | 5.0\% | 5.5\% | 5.5\% | 5.5\% | (0.5)\% | (3.0)\% |
| Africa/Eurasia | (17.5)\% | 4.0\% | (3.0)\% | (3.0)\% | (3.0)\% | 7.0\% | (21.5)\% |
| Total International | (9.5)\% | 5.5\% | 2.5\% | 2.5\% | 2.5\% | 3.0\% | (15.0)\% |
| North America | 1.5\% | 2.5\% | 3.0\% | 3.0\% | 3.0\% | (0.5)\% | (1.0)\% |
| Total CP Products | (7.5)\% | 5.0\% | 2.5\% | 2.5\% | 2.5\% | 2.5\% | (12.5)\% |
| Hill's | (1.5)\% | 7.0\% | 5.5\% | 5.5\% | 5.5\% | 1.5\% | (8.5)\% |
| Emerging Markets ${ }^{(1)}$ | (7.0)\% | 7.5\% | 2.0\% | 2.0\% | 2.0\% | 5.5\% | (14.5)\% |
| Developed Markets | (6.0)\% | 3.0\% | 4.0\% | 4.0\% | 4.0\% | (1.0)\% | (9.0)\% |

Note:
(1) Emerging Markets include Latin America, Asia (excluding Japan), Africa/Eurasia and Central Europe.

Geographic Sales Analysis Percentage Changes
For the Six Months Ended June 30, 2015 vs 2014
(Unaudited)

COMPONENTS OF SALES CHANGE

| Region | Change <br> As Reported | Organic <br> Sales Change | As Reported Volume | Organic <br> Volume | Ex-Divested Volume | Trade Incentives | Foreign <br> Exchange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Company | (6.0)\% | 4.5\% | 2.5\% | 2.0\% | 2.5\% | 2.5\% | (11.0)\% |
| Europe/South Pacific | (15.5)\% | 1.5\% | 5.0\% | 5.5\% | 5.5\% | (4.0)\% | (16.5)\% |
| Latin America | (7.0)\% | 9.0\% | 1.0\% | 0.5\% | 1.0\% | 8.5\% | (16.5)\% |
| Asia | -\% | 2.0\% | 3.5\% | 3.0\% | 3.5\% | (1.0)\% | (2.5)\% |
| Africa/Eurasia | (16.0)\% | 6.0\% | (1.5)\% | (1.5)\% | (1.5)\% | 7.5\% | (22.0)\% |
| Total International | (9.0)\% | 5.0\% | 2.0\% | 2.0\% | 2.0\% | 3.0\% | (14.0)\% |
| North America | 1.0\% | 2.0\% | 1.5\% | 1.5\% | 1.5\% | 0.5\% | (1.0)\% |
| Total CP Products | (7.0)\% | 4.5\% | 2.0\% | 2.0\% | 2.0\% | 2.5\% | (11.5)\% |
| Hill's | (2.0)\% | 6.0\% | 3.5\% | 3.5\% | 3.5\% | 2.5\% | (8.0)\% |
| Emerging Markets ${ }^{(1)}$ | (6.5)\% | 7.0\% | 2.0\% | 1.5\% | 2.0\% | 5.5\% | (14.0)\% |
| Developed Markets | (6.0)\% | 2.5\% | 3.0\% | 3.0\% | 3.0\% | (0.5)\% | (8.5)\% |

Note:
(1) Emerging Markets include Latin America, Asia (excluding Japan), Africa/Eurasia and Central Europe.

## Colgate-Palmolive Company

## Non-GAAP Reconciliations

## For the Three Months Ended June 30, 2015 and 2014

## (Dollars in Millions Except Per Share Amounts) (Unaudited)

## Gross Profit

Gross profit, GAAP
2012 Restructuring Program
Costs related to the sale of land in Mexico
Gross profit, non-GAAP

## Gross Profit Margin

Gross profit margin, GAAP
2012 Restructuring Program
Gross profit margin, non-GAAP

Selling, General and Administrative Expenses
Selling, general and administrative expenses, GAAP
2012 Restructuring Program
Selling, general and administrative expenses, non-GAAP

Selling, General and Administrative Expenses as a Percentage of Net Sales
Selling, general and administrative expenses as a percentage of Net sales, GAAP
2012 Restructuring Program
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP

## Other (Income) Expense, Net

Other (income) expense, net, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Other (income) expense, net, non-GAAP

## Operating Profit

Operating profit, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Costs related to the sale of land in Mexico
Operating profit, non-GAAP

## Operating Profit Margin

Operating profit margin, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Costs related to the sale of land in Mexico
Operating profit margin, non-GAAP

## Net Income Attributable to Colgate-Palmolive Company

Net income attributable to Colgate-Palmolive Company, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Charge for a foreign tax matter
Costs related to the sale of land in Mexico
Net income attributable to Colgate-Palmolive Company, non-GAAP

## Diluted Earnings Per Common Share ${ }^{(1)}$

Diluted earnings per common share, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Charge for a foreign tax matter
Diluted earnings per common share, non-GAAP

| 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: |
| \$ | 2,367 | \$ | 2,552 |
|  | 4 |  | 6 |
|  | - |  | 2 |
| \$ | 2,371 | \$ | 2,560 |


| 2015 | 2014 |
| :---: | :---: |
| 58.2\% | 58.6\% |
| 0.1\% | 0.2\% |
| 58.3\% | 58.8\% |
| 2015 | 2014 |
| $\begin{array}{rr} \hline \$ & 1,381 \\ & (11) \\ \hline \end{array}$ | $\begin{array}{lr} \hline \$ & 1,507 \\ & (12) \\ \hline \end{array}$ |
| \$ 1,370 | 1,495 |

Basis Point

| 2015 | 2014 | Basis Point Change |
| :---: | :---: | :---: |
| $\begin{gathered} \hline 34.0 \% \\ (0.3 \%) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 34.6 \% \\ & (0.2 \%) \\ & \hline \end{aligned}$ | (60) |
| 33.7\% | 34.4\% | (70) |


| 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: |
| \$ | 54 | \$ | 65 |
|  | (37) |  | (56) |
|  | (16) |  | - |
| \$ | 1 | \$ | 9 |


| 2015 |  | 2014 |  | $\frac{\text { \% Change }}{(5 \%)}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 932 | \$ | 980 |  |
|  | 52 |  | 74 |  |
|  | 16 |  | - |  |
|  | - |  | 2 |  |
| \$ | 1,000 | \$ | 1,056 | (5\%) |
|  | 2015 |  | 2014 | Basis Point Change |
|  | 22.9\% |  | 22.5\% | 40 |
|  | 1.3\% |  | 1.7\% |  |
|  | 0.4\% |  | - \% |  |
|  | - \% |  | 0.1\% |  |
|  | 24.6\% |  | 24.3\% | 30 |
| 2015 |  | 2014 |  | \% Change |
| \$ | 574 | \$ | 622 | (8\%) |
|  | 40 |  | 53 |  |
|  | 10 |  | - |  |
|  | 15 |  | - |  |
|  | - |  | 1 |  |
| \$ | 639 | \$ | 676 | (5\%) |
| 2015 |  | 2014 |  | \% Change |
| \$ | 0.63 | \$ | 0.67 | (6\%) |
|  | 0.04 |  | 0.06 |  |
|  | 0.01 |  | - |  |
|  | 0.02 |  | - |  |
| \$ | 0.70 | \$ | 0.73 | (4\%) |

Note:
(1) The impact of non-GAAP adjustments on diluted earnings per share may not necessarily equal the difference between "GAAP" and "non-GAAP" as a result of rounding.

## Non-GAAP Reconciliations

## For the Six Months Ended June 30, 2015 and 2014

(Dollars in Millions Except Per Share Amounts) (Unaudited)

## Gross Profit

Gross profit, GAAP
2012 Restructuring Program
Costs related to the sale of land in Mexico
Gross profit, non-GAAP

| 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: |
| \$ | 4,759 | \$ | 5,076 |
|  | 8 |  | 16 |
|  | - |  | 3 |
| \$ | 4,767 | \$ | 5,095 |

## Gross Profit Margin

Gross profit margin, GAAP
2012 Restructuring Program
Gross profit margin, non-GAAP

Selling, General and Administrative Expenses
Selling, general and administrative expenses, GAAP
2012 Restructuring Program
Selling, general and administrative expenses, non-GAAP

Selling, General and Administrative Expenses as a Percentage of Net Sales
Selling, general and administrative expenses as a percentage of Net sales, GAAP
2012 Restructuring Program
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP

Other (Income) Expense, Net
Other (income) expense, net, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Other (income) expense, net, non-GAAP

## Operating Profit

Operating profit, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Costs related to the sale of land in Mexico
Operating profit, non-GAAP

## Operating Profit Margin

Operating profit margin, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Operating profit margin, non-GAAP

Net Income Attributable to Colgate-Palmolive Company
Net income attributable to Colgate-Palmolive Company, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Charge for a foreign tax matter
Costs related to the sale of land in Mexico
Net income attributable to Colgate-Palmolive Company, non-GAAP

Diluted Earnings Per Common Share (1) (2)
Diluted earnings per common share, GAAP
2012 Restructuring Program
Venezuela remeasurement charges
Charge for a foreign tax matter
Diluted earnings per common share, non-GAAP

| 2015 | 2014 | Basis Point Change |
| :---: | :---: | :---: |
| 58.5\% | 58.5\% | - |
| 0.1\% | 0.2\% |  |
| 58.6\% | 58.7\% | (10) |
| 2015 | 2014 |  |
| \$ 2,831 <br> (29) | \$ 3,051 <br> (29) |  |
| \$ 2,802 | \$ 3,022 |  |


| $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |  | Basis Point <br> Change |
| :---: | :---: | :---: | :---: |
|  |  | $35.2 \%$ <br> $(0.4 \%)$ <br> $34.4 \%$ |  |


| 2015 |  | 2014 |  |
| :---: | :---: | :---: | :---: |
| \$ | 136 | \$ | 411 |
|  | (115) |  | (131) |
|  | (16) |  | (266) |
| \$ | 5 | \$ | 14 |


| 2015 | 2014 | \% Change |
| :---: | :---: | :---: |
| \$ 1,792 | \$ 1,614 | 11\% |
| 152 | 176 |  |
| 16 | 266 |  |
| - | 3 |  |
| \$ 1,960 | \$ 2,059 | (5\%) |
| 2015 | 2014 | Basis Point Change |
| 22.0\% | 18.6\% | 340 |
| 1.9\% | 2.0\% |  |
| 0.2\% | 3.1\% |  |
| 24.1\% | 23.7\% | 40 |
| 2015 | 2014 | \% Change |
| \$ 1,116 | \$ 1,010 | 10\% |
| 107 | 126 |  |
| 10 | 174 |  |
| 15 | - |  |
| - | 2 |  |
| \$ 1,248 | \$ 1,312 | (5\%) |


| 2015 |  | 2014 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: |
| \$ | 1.22 | \$ | 1.09 | 12\% |
|  | 0.11 |  | 0.13 |  |
|  | 0.01 |  | 0.19 |  |
|  | 0.02 |  | - |  |
| \$ | 1.36 | \$ | 1.41 | (4\%) |

Notes:
(1) The impact of non-GAAP adjustments on diluted earnings per share may not necessarily equal the difference between "GAAP" and "non-GAAP" as a result of rounding.
2) Basic and diluted earnings per share are computed independently for each quarter and any year-to-date period presented. As a result of changes in shares outstanding during the year and rounding, the sum of the quarters' earnings per share may not necessarily equal the earnings per share for any year-to-date period.

## CONTACT:

## Colgate-Palmolive Company

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