

Table 8

## Colgate-Palmolive Company

## Non-GAAP Reconciliations

For the Three Months Ended September 30, 2024 and 2023

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

	2024	2023	
<b>Gross Profit</b>			
Gross profit, GAAP	\$ 3,074	\$ 2,877	
2022 Global Productivity Initiative	9	1	
Gross profit, non-GAAP	<u>\$ 3,083</u>	<u>\$ 2,878</u>	
			<b>Basis Point</b>
<b>Gross Profit Margin</b>	<b>2024</b>	<b>2023</b>	<b>Change</b>
Gross profit margin, GAAP	61.1 %	58.5 %	260
2022 Global Productivity Initiative	0.2 %	0.1 %	
Gross profit margin, non-GAAP	<u>61.3 %</u>	<u>58.6 %</u>	<u>270</u>
<b>Selling, General and Administrative Expenses</b>	<b>2024</b>	<b>2023</b>	
Selling, general and administrative expenses, GAAP	\$ 1,979	\$ 1,822	
2022 Global Productivity Initiative	(3)	—	
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,976</u>	<u>\$ 1,822</u>	
<b>Other (Income) Expense, Net</b>	<b>2024</b>	<b>2023</b>	
Other (income) expense, net, GAAP	\$ 30	\$ 26	
2022 Global Productivity Initiative	(3)	(1)	
Other (income) expense, net, non-GAAP	<u>\$ 27</u>	<u>\$ 25</u>	
<b>Operating Profit</b>	<b>2024</b>	<b>2023</b>	<b>% Change</b>
Operating profit, GAAP	\$ 1,065	\$ 1,029	4 %
2022 Global Productivity Initiative	15	2	
Operating profit, non-GAAP	<u>\$ 1,080</u>	<u>\$ 1,031</u>	<u>5 %</u>
<b>Operating Profit Margin</b>	<b>2024</b>	<b>2023</b>	<b>Basis Point</b>
Operating profit margin, GAAP	21.2 %	20.9 %	30
2022 Global Productivity Initiative	0.3 %	0.1 %	
Operating profit margin, non-GAAP	<u>21.5 %</u>	<u>21.0 %</u>	<u>50</u>

**Table 8**  
**Continued**

**Colgate-Palmolive Company**

**Non-GAAP Reconciliations**

**For the Three Months Ended September 30, 2024 and 2023**

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

	<b>2024</b>						
	<b>Income Before Income Taxes</b>	<b>Provision For Income Taxes<sup>(1)</sup></b>	<b>Net Income Including Noncontrolling Interests</b>	<b>Less: Income Attributable to Noncontrolling Interests</b>	<b>Net Income Attributable To Colgate-Palmolive Company</b>	<b>Effective Income Tax Rate<sup>(2)</sup></b>	<b>Diluted Earnings Per Share</b>
As Reported GAAP	\$ 986	\$ 210	\$ 776	\$ 39	\$ 737	21.3 %	\$ 0.90
2022 Global Productivity Initiative	15	2	13	—	13	(0.1)%	0.01
Non-GAAP	<u>\$ 1,001</u>	<u>\$ 212</u>	<u>\$ 789</u>	<u>\$ 39</u>	<u>\$ 750</u>	<u>21.2 %</u>	<u>\$ 0.91</u>

  

	<b>2023</b>						
	<b>Income Before Income Taxes</b>	<b>Provision For Income Taxes<sup>(1)</sup></b>	<b>Net Income Including Noncontrolling Interests</b>	<b>Less: Income Attributable to Noncontrolling Interests</b>	<b>Net Income Attributable To Colgate-Palmolive Company</b>	<b>Effective Income Tax Rate<sup>(2)</sup></b>	<b>Diluted Earnings Per Share</b>
As Reported GAAP	\$ 956	\$ 209	\$ 747	\$ 39	\$ 708	21.9 %	\$ 0.86
2022 Global Productivity Initiative	2	—	2	—	2	(0.1)%	—
Non-GAAP	<u>\$ 958</u>	<u>\$ 209</u>	<u>\$ 749</u>	<u>\$ 39</u>	<u>\$ 710</u>	<u>21.8 %</u>	<u>\$ 0.86</u>

Notes: The impact of non-GAAP adjustments may not necessarily equal the difference between “GAAP” and “non-GAAP” as a result of rounding.

(1) The income tax effect on non-GAAP items is calculated based upon the tax laws and statutory income tax rates applicable in the tax jurisdiction(s) of the underlying non-GAAP adjustment.

(2) The impact of non-GAAP items on the Company’s effective tax rate represents the difference in the effective tax rate calculated with and without the non-GAAP adjustment on Income before income taxes and Provision for income taxes.