

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Nine Months Ended September 30, 2015 and 2014

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

	2015	2014	
Gross Profit			
Gross profit, GAAP	\$ 7,106	\$ 7,634	
2012 Restructuring Program	11	23	
Costs related to the sale of land in Mexico	-	4	
Gross profit, non-GAAP	<u>\$ 7,117</u>	<u>\$ 7,661</u>	
			Basis Point Change
Gross Profit Margin			
Gross profit margin, GAAP	58.6%	58.5%	10
2012 Restructuring Program	- %	0.2%	
Costs related to the sale of land in Mexico	- %	- %	
Gross profit margin, non-GAAP	<u>58.6%</u>	<u>58.7%</u>	<u>(10)</u>
Selling, General and Administrative Expenses			
Selling, general and administrative expenses, GAAP	\$ 4,178	\$ 4,548	
2012 Restructuring Program	(44)	(42)	
Selling, general and administrative expenses, non-GAAP	<u>\$ 4,134</u>	<u>\$ 4,506</u>	
			Basis Point Change
Selling, General and Administrative Expenses as a Percentage of Net Sales			
Selling, general and administrative expenses as a percentage of Net sales, GAAP	34.4%	34.8%	(40)
2012 Restructuring Program	(0.3%)	(0.3%)	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>34.1%</u>	<u>34.5%</u>	<u>(40)</u>
Other (Income) Expense, Net			
Other (income) expense, net, GAAP	\$ -	\$ 524	
2012 Restructuring Program	(143)	(166)	
Venezuela remeasurement charges	(34)	(327)	
Gain on sale of South Pacific laundry detergent business	187	-	
Charges for European competition law matters	-	(11)	
Other (income) expense, net, non-GAAP	<u>\$ 10</u>	<u>\$ 20</u>	
Operating Profit			
Operating profit, GAAP	\$ 2,928	\$ 2,562	14%
2012 Restructuring Program	198	231	
Venezuela remeasurement charges	34	327	
Gain on sale of South Pacific laundry detergent business	(187)	-	
Costs related to the sale of land in Mexico	-	4	
Charges for European competition law matters	-	11	
Operating profit, non-GAAP	<u>\$ 2,973</u>	<u>\$ 3,135</u>	<u>(5%)</u>
			Basis Point Change
Operating Profit Margin			
Operating profit margin, GAAP	24.1%	19.6%	450
2012 Restructuring Program	1.6%	1.8%	
Venezuela remeasurement charges	0.3%	2.5%	
Gain on sale of South Pacific laundry detergent business	(1.5%)	- %	
Charges for European competition law matters	- %	0.1%	
Operating profit margin, non-GAAP	<u>24.5%</u>	<u>24.0%</u>	<u>50</u>
Net Income Attributable to Colgate-Palmolive Company			
Net income attributable to Colgate-Palmolive Company, GAAP	\$ 1,842	\$ 1,552	19%
2012 Restructuring Program	142	167	
Venezuela remeasurement charges	22	214	
Charge for a foreign tax matter	15	66	
Gain on sale of South Pacific laundry detergent business	(120)	-	
Costs related to the sale of land in Mexico	-	3	
Charges for European competition law matters	-	11	
Net income attributable to Colgate-Palmolive Company, non-GAAP	<u>\$ 1,901</u>	<u>\$ 2,013</u>	<u>(6%)</u>
Diluted Earnings Per Common Share ^{(1) (2)}			
Diluted earnings per common share, GAAP	\$ 2.02	\$ 1.68	20%
2012 Restructuring Program	0.15	0.18	
Venezuela remeasurement charges	0.02	0.23	
Charge for a foreign tax matter	0.02	0.07	
Gain on sale of South Pacific laundry detergent business	(0.13)	-	
Charges for European competition law matters	-	0.01	
Diluted earnings per common share, non-GAAP	<u>\$ 2.08</u>	<u>\$ 2.17</u>	<u>(4%)</u>

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.