

## Colgate-Palmolive Company

## Non-GAAP Reconciliations

For the Twelve Months Ended December 31, 2021 vs. 2020

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

	2021	2020	
<b>Gross Profit</b>			
Gross profit, GAAP	\$ 10,375	\$ 10,017	
Acquisition-related costs	—	4	
Gross profit, non-GAAP	<u>\$ 10,375</u>	<u>\$ 10,021</u>	
<b>Selling, General and Administrative Expenses</b>	2021	2020	
Selling, general and administrative expenses, GAAP	\$ 6,407	\$ 6,019	
Global Growth and Efficiency Program	—	3	
Selling, general and administrative expenses, non-GAAP	<u>\$ 6,407</u>	<u>\$ 6,022</u>	
<b>Selling, General and Administrative Expenses as a Percentage of Net Sales</b>	2021	2020	Basis Point Change
Selling, general and administrative expenses as a percentage of Net sales, GAAP	36.8 %	36.5 %	30
Global Growth and Efficiency Program	— %	0.1 %	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>36.8 %</u>	<u>36.6 %</u>	<u>20</u>
<b>Other (Income) Expense, Net</b>	2021	2020	
Other (income) expense, net, GAAP	\$ 65	\$ 113	
Global Growth and Efficiency Program	—	13	
Acquisition-related costs	—	(2)	
Value-added tax matter in Brazil	26	—	
Other (income) expense, net, non-GAAP	<u>\$ 91</u>	<u>\$ 124</u>	
<b>Operating Profit</b>	2021	2020	% Change
Operating profit, GAAP	\$ 3,332	\$ 3,885	(14)%
Global Growth and Efficiency Program	—	(16)	
Acquisition-related costs	—	6	
Value-added tax matter in Brazil	(26)	—	
Goodwill and indefinite-lived intangible impairment charges	571	—	
Operating profit, non-GAAP	<u>\$ 3,877</u>	<u>\$ 3,875</u>	<u>— %</u>
<b>Operating Profit Margin</b>	2021	2020	Basis Point Change
Operating profit margin, GAAP	19.1 %	23.6 %	(450)
Global Growth and Efficiency Program	— %	(0.1)%	
Value-added tax matter in Brazil	(0.2)%	— %	
Goodwill and indefinite-lived intangible impairment charges	3.4 %	— %	
Operating profit margin, non-GAAP	<u>22.3 %</u>	<u>23.5 %</u>	<u>(120)</u>
<b>Interest (Income) Expense, Net</b>	2021	2020	
Interest (income) expense, GAAP	\$ 175	\$ 164	
Losses on early extinguishment of debt	(75)	(23)	
Interest (income) expense, non-GAAP	<u>\$ 100</u>	<u>\$ 141</u>	

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

2021						
	Income Before Income Taxes	Provision For Income Taxes <sup>(1)</sup>	Net Income Including Noncontrolling Interests	Net Income Attributable To Colgate-Palmolive Company	Effective Income Tax Rate <sup>(2)</sup>	Diluted Earnings Per Share
As Reported GAAP	\$ 3,087	\$ 749	\$ 2,338	\$ 2,166	24.3 %	\$ 2.55
Goodwill and indefinite-lived intangible impairment charges	571	53	518	518	(2.1)%	0.61
Loss on early extinguishment of debt	75	20	55	55	(0.3)%	0.07
Value-added tax matter in Brazil	(26)	(6)	(20)	(20)	0.1 %	(0.02)
Non-GAAP	<u>\$ 3,707</u>	<u>\$ 816</u>	<u>\$ 2,891</u>	<u>\$ 2,719</u>	<u>22.0 %</u>	<u>\$ 3.21</u>
2020						
	Income Before Income Taxes	Provision For Income Taxes <sup>(1)</sup>	Net Income Including Noncontrolling Interests	Net Income Attributable To Colgate-Palmolive Company	Effective Income Tax Rate <sup>(2)</sup>	Diluted Earnings Per Share
As Reported GAAP	\$ 3,647	\$ 787	\$ 2,860	\$ 2,695	21.6 %	\$ 3.14
Global Growth and Efficiency Program	(16)	(3)	(13)	(13)	— %	(0.02)
Subsidiary and operating structure initiatives	—	71	(71)	(71)	2.0 %	(0.08)
Acquisition-related costs	6	2	4	4	— %	—
Loss on early extinguishment of debt	23	5	18	18	— %	0.02
Non-GAAP	<u>\$ 3,660</u>	<u>\$ 862</u>	<u>\$ 2,798</u>	<u>\$ 2,633</u>	<u>23.6 %</u>	<u>\$ 3.06</u>

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

Notes:

(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.