

Colgate-Palmolive Company

Supplemental Non-GAAP Reconciliations Information

Impact of the adoption of ASU No. 2017-07, "Compensation-Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost"

For the Three Months Ended March 31, 2017

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

	Pre-Adoption of ASU No. 2017-07	Post-Adoption of ASU No. 2017-07	Impact of Adoption
Selling, General and Administrative Expenses			
Selling, general and administrative expenses, GAAP	\$ 1,362	\$ 1,336	\$ (26)
Global Growth and Efficiency Program	(21)	(21)	—
Selling, general and administrative expenses, non-GAAP	\$ 1,341	\$ 1,315	\$ (26)
Selling, General and Administrative Expenses as a Percentage of Net Sales			
Selling, general and administrative expenses as a percentage of Net sales, GAAP	36.2%	35.5%	-70 bps
Global Growth and Efficiency Program	(0.6)%	(0.5)%	+10 bps
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	35.6%	35.0 %	-60 bps
Other (Income) Expense, Net			
Other (income) expense, net, GAAP	\$ 22	\$ 21	\$ (1)
Global Growth and Efficiency Program	(11)	(10)	1
Other (income) expense, net, non-GAAP	\$ 11	\$ 11	\$ —
Operating Profit			
Operating profit, GAAP	\$ 885	\$ 912	\$ 27
Global Growth and Efficiency Program	46	45	(1)
Operating profit, non-GAAP	\$ 931	\$ 957	\$ 26
Operating Profit Margin			
Operating profit margin, GAAP	23.5%	24.2%	+70 bps
Global Growth and Efficiency Program	1.2%	1.2%	— bps
Operating profit margin, non-GAAP	24.7%	25.4%	+70 bps

Note: The reclassification had no effect on Gross profit, Net income, Earnings per common share or Cash flow. Refer to the Company's website for reconciliations to previously reported amounts for all quarters of 2017 as well as for years 2017 and 2016.

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