

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended June 30, 2015 vs 2014

(Unaudited)

COMPONENTS OF SALES CHANGE

<u>Region</u>	<u>Sales Change As Reported</u>	<u>Organic Sales Change</u>	<u>As Reported Volume</u>	<u>Organic Volume</u>	<u>Ex-Divested Volume</u>	<u>Pricing Coupons Consumer & Trade Incentives</u>	<u>Foreign Exchange</u>
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.