

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Three Months Ended September 30, 2015 and 2014

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

Gross Profit	2015	2014	
Gross profit, GAAP	\$ 2,347	\$ 2,558	
2012 Restructuring Program	3	7	
Costs related to the sale of land in Mexico	-	1	
Gross profit, non-GAAP	<u>\$ 2,350</u>	<u>\$ 2,566</u>	
Gross Profit Margin	2015	2014	Basis Point Change
Gross profit margin, GAAP	58.7%	58.4%	30
2012 Restructuring Program	0.1%	0.2%	
Costs related to the sale of land in Mexico	- %	- %	
Gross profit margin, non-GAAP	<u>58.8%</u>	<u>58.6%</u>	<u>20</u>
Selling, General and Administrative Expenses	2015	2014	
Selling, general and administrative expenses, GAAP	\$ 1,347	\$ 1,497	
2012 Restructuring Program	(15)	(13)	
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,332</u>	<u>\$ 1,484</u>	
Selling, General and Administrative Expenses as a Percentage of Net Sales	2015	2014	Basis Point Change
Selling, general and administrative expenses as a percentage of Net sales, GAAP	33.7%	34.2%	(50)
2012 Restructuring Program	(0.4%)	(0.3%)	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>33.3%</u>	<u>33.9%</u>	<u>(60)</u>
Other (Income) Expense, Net	2015	2014	
Other (income) expense, net, GAAP	\$ (136)	\$ 113	
2012 Restructuring Program	(28)	(35)	
Venezuela remeasurement charges	(18)	(61)	
Gain on sale of South Pacific laundry detergent business	187	-	
Charge for a European competition law matter	-	(11)	
Other (income) expense, net, non-GAAP	<u>\$ 5</u>	<u>\$ 6</u>	
Operating Profit	2015	2014	% Change
Operating profit, GAAP	\$ 1,136	\$ 948	20%
2012 Restructuring Program	46	55	
Venezuela remeasurement charges	18	61	
Gain on sale of South Pacific laundry detergent business	(187)	-	
Costs related to the sale of land in Mexico	-	1	
Charge for a European competition law matter	-	11	
Operating profit, non-GAAP	<u>\$ 1,013</u>	<u>\$ 1,076</u>	<u>(6%)</u>
Operating Profit Margin	2015	2014	Basis Point Change
Operating profit margin, GAAP	28.4%	21.6%	680
2012 Restructuring Program	1.1%	1.3%	
Venezuela remeasurement charges	0.5%	1.4%	
Gain on sale of South Pacific laundry detergent business	(4.7%)	- %	
Charge for a European competition law matter	- %	0.3%	
Operating profit margin, non-GAAP	<u>25.3%</u>	<u>24.6%</u>	<u>70</u>
Net Income Attributable to Colgate-Palmolive Company	2015	2014	% Change
Net income attributable to Colgate-Palmolive Company, GAAP	\$ 726	\$ 542	34%
2012 Restructuring Program	35	41	
Venezuela remeasurement charges	12	40	
Gain on sale of South Pacific laundry detergent business	(120)	-	
Charge for a foreign tax matter	-	66	
Charge for a European competition law matter	-	11	
Costs related to the sale of land in Mexico	-	1	
Net income attributable to Colgate-Palmolive Company, non-GAAP	<u>\$ 653</u>	<u>\$ 701</u>	<u>(7%)</u>
Diluted Earnings Per Common Share⁽¹⁾	2015	2014	% Change
Diluted earnings per common share, GAAP	\$ 0.80	\$ 0.59	36%
2012 Restructuring Program	0.04	0.05	
Venezuela remeasurement charges	0.01	0.04	
Gain on sale of South Pacific laundry detergent business	(0.13)	-	
Charge for a foreign tax matter	-	0.07	
Charge for a European competition law matter	-	0.01	
Diluted earnings per common share, non-GAAP	<u>\$ 0.72</u>	<u>\$ 0.76</u>	<u>(5%)</u>

Note:

⁽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.