

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Twelve Months Ended December 31, 2015 and 2014

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

Gross Profit	2015	2014	
Gross profit, GAAP	\$ 9,399	\$ 10,109	
2012 Restructuring Program	20	29	
Costs related to the sale of land in Mexico	-	4	
Gross profit, non-GAAP	<u>\$ 9,419</u>	<u>\$ 10,142</u>	
Gross Profit Margin	2015	2014	Basis Point Change
Gross profit margin, GAAP	58.6%	58.5%	10
2012 Restructuring Program	0.1%	0.2%	
Gross profit margin, non-GAAP	<u>58.7%</u>	<u>58.7%</u>	<u>-</u>
Selling, General and Administrative Expenses	2015	2014	
Selling, general and administrative expenses, GAAP	\$ 5,464	\$ 5,982	
2012 Restructuring Program	(64)	(62)	
Selling, general and administrative expenses, non-GAAP	<u>\$ 5,400</u>	<u>\$ 5,920</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	34.1%	34.6%	(50)
2012 Restructuring Program	(0.4%)	(0.3%)	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>33.7%</u>	<u>34.3%</u>	<u>(60)</u>
Other (Income) Expense, Net	2015	2014	
Other (income) expense, net, GAAP	\$ 62	\$ 570	
2012 Restructuring Program	(170)	(195)	
Venezuela remeasurement charges	(34)	(327)	
Charges for foreign competition law matters	(14)	(41)	
Gain on sale of South Pacific laundry detergent business	187	-	
Other (income) expense, net, non-GAAP	<u>\$ 31</u>	<u>\$ 7</u>	
Operating Profit	2015	2014	% Change
Operating profit, GAAP	\$ 2,789	\$ 3,557	(22%)
Venezuela accounting change	1,084	-	
2012 Restructuring Program	254	286	
Venezuela remeasurement charges	34	327	
Charges for foreign competition law matters	14	41	
Costs related to the sale of land in Mexico	-	4	
Gain on sale of South Pacific laundry detergent business	(187)	-	
Operating profit, non-GAAP	<u>\$ 3,988</u>	<u>\$ 4,215</u>	<u>(5%)</u>
Operating Profit Margin	2015	2014	Basis Point Change
Operating profit margin, GAAP	17.4%	20.6%	(320)
Venezuela accounting change	6.8%	-%	
2012 Restructuring Program	1.6%	1.7%	
Venezuela remeasurement charges	0.2%	1.9%	
Charges for foreign competition law matters	0.1%	0.2%	
Gain on sale of South Pacific laundry detergent business	(1.2%)	-%	
Operating profit margin, non-GAAP	<u>24.9%</u>	<u>24.4%</u>	<u>50</u>
Net Income Attributable to Colgate-Palmolive Company	2015	2014	% Change
Net income attributable to Colgate-Palmolive Company, GAAP	\$ 1,384	\$ 2,180	(37%)
Venezuela accounting change	1,058	-	
2012 Restructuring Program	183	208	
Venezuela remeasurement charges	22	214	
Charges for foreign tax matters	15	66	
Charges for foreign competition law matters	14	41	
Costs related to the sale of land in Mexico	-	3	
Gain on sale of South Pacific laundry detergent business	(120)	-	
Net income attributable to Colgate-Palmolive Company, non-GAAP	<u>\$ 2,556</u>	<u>\$ 2,712</u>	<u>(6%)</u>
Diluted Earnings Per Common Share ^{(1) (2)}	2015	2014	% Change
Diluted earnings per common share, GAAP	\$ 1.52	\$ 2.36	(36%)
Venezuela accounting change	1.16	-	
2012 Restructuring Program	0.20	0.23	
Venezuela remeasurement charges	0.02	0.23	
Charges for foreign competition law matters	0.02	0.04	
Charges for foreign tax matters	0.02	0.07	
Gain on sale of South Pacific laundry detergent business	(0.13)	-	
Diluted earnings per common share, non-GAAP	<u>\$ 2.81</u>	<u>\$ 2.93</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.