

Table 1

**Colgate-Palmolive Company**  
**Condensed Consolidated Statements of Income**  
**For the Three Months Ended September 30, 2017**  
**(Dollars in Millions Except Per Share Amounts) (Unaudited)**

	2017*
Net sales	\$ 3,974
Cost of sales	1,591
Gross profit	2,383
Gross profit margin	60.0%
Selling, general and administrative expenses	1,410
Other (income) expense, net	16
Operating profit	957
Operating profit margin	24.1%
Non-service related postretirement costs	30
Interest (income) expense, net	27
Income before income taxes	900
Provision for income taxes	250
Effective tax rate	27.8%
Net income including noncontrolling interests	650
Less: Net income attributable to noncontrolling interests	43
Net income attributable to Colgate-Palmolive Company	\$ 607
Earnings per common share	
Basic	\$ 0.69
Diluted	\$ 0.68
Average common shares outstanding	
Basic	880.7
Diluted	886.3

\*The Company adopted ASU No. 2017-07, "Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost," on January 1, 2018. The adoption of this standard resulted in the non-service related postretirement costs being presented separately in the income statement from the service cost component and the non-service related postretirement costs no longer being included in Operating profit. As this standard was applied retrospectively, as required, the Company reclassified certain amounts to a new line below Operating profit called Non-service related postretirement costs. The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.

See Table 1A "Supplemental Condensed Consolidated Statements of Income Information", Table 5A "Supplemental Segment Information" and Table 8A "Supplemental Non-GAAP Reconciliations Information" for reconciliations to previously reported amounts for the three months ended September 30, 2017.

## Colgate-Palmolive Company

## Supplemental Condensed Consolidated Statements of Income 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 September 30, 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	\$ 1,429	\$ 1,410	\$ (19)
Other (income) expense, net	27	16	(11)
Operating profit	927	957	30
Operating profit margin	23.3%	24.1%	+80 bps
Non-service related postretirement costs	—	30	30
Net income including noncontrolling interests	650	650	—
Less: Net income attributable to noncontrolling interests	43	43	—
Net income attributable to Colgate-Palmolive Company	\$ 607	\$ 607	\$ —

Note: The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.

**Colgate-Palmolive Company**  
**Condensed Consolidated Statements of Income**  
**For the Nine Months Ended September 30, 2017**  
**(Dollars in Millions Except Per Share Amounts) (Unaudited)**

	2017*
Net sales	\$ 11,562
Cost of sales	4,610
Gross profit	6,952
Gross profit margin	60.1%
Selling, general and administrative expenses	4,055
Other (income) expense, net	150
Operating profit	2,747
Operating profit margin	23.8%
Non-service related postretirement costs	82
Interest (income) expense, net	74
Income before income taxes	2,591
Provision for income taxes	770
Effective tax rate	29.7%
Net income including noncontrolling interests	1,821
Less: Net income attributable to noncontrolling interests	120
Net income attributable to Colgate-Palmolive Company	\$ 1,701
Earnings per common share	
Basic	\$ 1.93
Diluted	\$ 1.91
Average common shares outstanding	
Basic	883.0
Diluted	889.3

\*The Company adopted ASU No. 2017-07, "Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost," on January 1, 2018. The adoption of this standard resulted in the non-service related postretirement costs being presented separately in the income statement from the service cost component and the non-service related postretirement costs no longer being included in Operating profit. As this standard was applied retrospectively, as required, the Company reclassified certain amounts to a new line below Operating profit called Non-service related postretirement costs. The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.

See Table 2A "Supplemental Condensed Consolidated Statements of Income Information", Table 5A "Supplemental Segment Information" and Table 9A "Supplemental Non-GAAP Reconciliations Information" for reconciliations to previously reported amounts for the nine months ended September 30, 2017.

## Colgate-Palmolive Company

## Supplemental Condensed Consolidated Statements of Income 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 Nine Months Ended September 30, 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	\$ 4,124	\$ 4,055	\$ (69)
Other (income) expense, net	163	150	(13)
Operating profit	2,665	2,747	82
Operating profit margin	23.0%	23.8%	+80 bps
Non-service related postretirement costs	—	82	82
Net income including noncontrolling interests	1,821	1,821	—
Less: Net income attributable to noncontrolling interests	120	120	—
Net income attributable to Colgate-Palmolive Company	\$ 1,701	\$ 1,701	\$ —

Note: The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.



## Colgate-Palmolive Company

## Supplemental Segment 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 and Nine Months Ended September 30, 2017

(Dollars in Millions) (Unaudited)

	Three Months ended September 30, 2017		
	Pre-Adoption of ASU No. 2017-07	Post-Adoption of ASU No. 2017-07	Impact of Adoption
<b>Operating Profit</b>			
Oral, Personal and Home Care			
North America	\$ 249	\$ 264	\$ 15
Latin America	301	303	2
Europe	162	163	1
Asia Pacific	220	220	—
Africa/Eurasia	44	44	—
Total Oral, Personal and Home Care	976	994	18
Pet Nutrition	161	167	6
Corporate	(210)	(204)	6
<b>Total Operating Profit</b>	<b>\$ 927</b>	<b>\$ 957</b>	<b>\$ 30</b>
	Nine Months ended September 30, 2017		
	Pre-Adoption of ASU No. 2017-07	Post-Adoption of ASU No. 2017-07	Impact of Adoption
<b>Operating Profit</b>			
Oral, Personal and Home Care			
North America	\$ 723	\$ 766	\$ 43
Latin America	878	883	5
Europe	447	451	4
Asia Pacific	644	645	1
Africa/Eurasia	134	135	1
Total Oral, Personal and Home Care	2,826	2,880	54
Pet Nutrition	481	499	18
Corporate	(642)	(632)	10
<b>Total Operating Profit</b>	<b>\$ 2,665</b>	<b>\$ 2,747</b>	<b>\$ 82</b>

Table 8

## Colgate-Palmolive Company

## Non-GAAP Reconciliations

For the Three Months Ended September 30, 2017

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

<b>Gross Profit</b>	<b>2017</b>
Gross profit, GAAP	\$ 2,383
Global Growth and Efficiency Program	16
Gross profit, non-GAAP	<u>\$ 2,399</u>
<b>Gross Profit Margin</b>	<b>2017</b>
Gross profit margin, GAAP	60.0 %
Global Growth and Efficiency Program	0.4 %
Gross profit margin, non-GAAP	<u>60.4 %</u>
<b>Selling, General and Administrative Expenses</b>	<b>2017*</b>
Selling, general and administrative expenses, GAAP	\$ 1,410
Global Growth and Efficiency Program	(22)
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,388</u>
<b>Selling, General and Administrative Expenses as a Percentage of Net Sales</b>	<b>2017*</b>
Selling, general and administrative expenses as a percentage of Net sales, GAAP	35.5 %
Global Growth and Efficiency Program	(0.6)%
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>34.9 %</u>
<b>Other (Income) Expense, Net</b>	<b>2017*</b>
Other (income) expense, net, GAAP	\$ 16
Global Growth and Efficiency Program	(9)
Other (income) expense, net, non-GAAP	<u>\$ 7</u>
<b>Operating Profit</b>	<b>2017*</b>
Operating profit, GAAP	\$ 957
Global Growth and Efficiency Program	47
Operating profit, non-GAAP	<u>\$ 1,004</u>
<b>Operating Profit Margin</b>	<b>2017*</b>
Operating profit margin, GAAP	24.1 %
Global Growth and Efficiency Program	1.2 %
Operating profit margin, non-GAAP	<u>25.3 %</u>
<b>Non-Service Related Postretirement Costs</b>	<b>2017*</b>
Non-service related postretirement costs, GAAP	\$ 30
Global Growth and Efficiency Program	(11)
Non-service related postretirement costs, non-GAAP	<u>\$ 19</u>

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Three Months Ended September 30, 2017

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

	2017					
	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	\$ 900	\$ 250	\$ 650	\$ 607	27.8%	\$ 0.68
Global Growth and Efficiency Program	58	19	39	39	0.3%	0.05
Non-GAAP	<u>\$ 958</u>	<u>\$ 269</u>	<u>\$ 689</u>	<u>\$ 646</u>	<u>28.1%</u>	<u>\$ 0.73</u>

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

\*The Company adopted ASU No. 2017-07, “Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost,” on January 1, 2018. The adoption of this standard resulted in the non-service related postretirement costs being presented separately in the income statement from the service cost component and the non-service related postretirement costs no longer being included in Operating profit. The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.

See Table 8A “Supplemental Non-GAAP Reconciliations Information” for reconciliations to previously reported amounts for the three months ended September 30, 2017.

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.



## 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 September 30, 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
<b>Selling, General and Administrative Expenses</b>			
Selling, general and administrative expenses, GAAP	\$ 1,429	\$ 1,410	\$ (19)
Global Growth and Efficiency Program	(22)	(22)	—
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,407</u>	<u>\$ 1,388</u>	<u>\$ (19)</u>
<b>Selling, General and Administrative Expenses as a Percentage of Net Sales</b>			
Selling, general and administrative expenses as a percentage of Net sales, GAAP	36.0 %	35.5%	-50 bps
Global Growth and Efficiency Program	(0.6)%	(0.6)%	— bps
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>35.4 %</u>	<u>34.9%</u>	<u>-50 bps</u>
<b>Other (Income) Expense, Net</b>			
Other (income) expense, net, GAAP	\$ 27	\$ 16	\$ (11)
Global Growth and Efficiency Program	(20)	(9)	11
Other (income) expense, net, non-GAAP	<u>\$ 7</u>	<u>\$ 7</u>	<u>\$ —</u>
<b>Operating Profit</b>			
Operating profit, GAAP	\$ 927	\$ 957	\$ 30
Global Growth and Efficiency Program	58	47	(11)
Operating profit, non-GAAP	<u>\$ 985</u>	<u>\$ 1,004</u>	<u>\$ 19</u>
<b>Operating Profit Margin</b>			
Operating profit margin, GAAP	23.3 %	24.1%	+80 bps
Global Growth and Efficiency Program	1.5 %	1.2%	-30 bps
Operating profit margin, non-GAAP	<u>24.8 %</u>	<u>25.3%</u>	<u>+50 bps</u>

Note: The reclassification had no effect on Gross profit, Net income, Earnings per common share or Cash flow.

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

Table 9

## Colgate-Palmolive Company

## Non-GAAP Reconciliations

For the Nine Months Ended September 30, 2017

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

<b>Gross Profit</b>	<b>2017</b>
Gross profit, GAAP	\$ 6,952
Global Growth and Efficiency Program	51
Gross profit, non-GAAP	<u>\$ 7,003</u>
<b>Gross Profit Margin</b>	<b>2017</b>
Gross profit margin, GAAP	60.1 %
Global Growth and Efficiency Program	0.5 %
Gross profit margin, non-GAAP	<u>60.6 %</u>
<b>Selling, General and Administrative Expenses</b>	<b>2017*</b>
Selling, general and administrative expenses, GAAP	\$ 4,055
Global Growth and Efficiency Program	(60)
Selling, general and administrative expenses, non-GAAP	<u>\$ 3,995</u>
<b>Selling, General and Administrative Expenses as a Percentage of Net Sales</b>	<b>2017*</b>
Selling, general and administrative expenses as a percentage of Net sales, GAAP	35.1 %
Global Growth and Efficiency Program	(0.5)%
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>34.6 %</u>
<b>Other (Income) Expense, Net</b>	<b>2017*</b>
Other (income) expense, net, GAAP	\$ 150
Global Growth and Efficiency Program	(122)
Other (income) expense, net, non-GAAP	<u>\$ 28</u>
<b>Operating Profit</b>	<b>2017*</b>
Operating profit, GAAP	\$ 2,747
Global Growth and Efficiency Program	233
Operating profit, non-GAAP	<u>\$ 2,980</u>
<b>Operating Profit Margin</b>	<b>2017*</b>
Operating profit margin, GAAP	23.8 %
Global Growth and Efficiency Program	2.0 %
Operating profit margin, non-GAAP	<u>25.8 %</u>
<b>Non-Service Related Postretirement Costs</b>	<b>2017*</b>
Non-service related postretirement costs, GAAP	\$ 82
Global Growth and Efficiency Program	(13)
Non-service related postretirement costs, non-GAAP	<u>\$ 69</u>

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Nine Months Ended September 30, 2017

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

	2017					
	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	\$ 2,591	\$ 770	\$ 1,821	\$ 1,701	29.7 %	\$ 1.91
Global Growth and Efficiency Program	246	61	185	185	(0.4)%	0.21
Non-GAAP	<u>\$ 2,837</u>	<u>\$ 831</u>	<u>\$ 2,006</u>	<u>\$ 1,886</u>	<u>29.3 %</u>	<u>\$ 2.12</u>

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

\*The Company adopted ASU No. 2017-07, “Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost,” on January 1, 2018. The adoption of this standard resulted in the non-service related postretirement costs being presented separately in the income statement from the service cost component and the non-service related postretirement costs no longer being included in Operating profit. The reclassification had no effect on Net income attributable to Colgate-Palmolive Company, Earnings per common share or Cash flow.

See Table 9A “Supplemental Non-GAAP Reconciliations Information” for reconciliations to previously reported amounts for the nine months ended September 30, 2017.

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.

## 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 Nine Months Ended September 30, 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
<b>Selling, General and Administrative Expenses</b>			
Selling, general and administrative expenses, GAAP	\$ 4,124	\$ 4,055	\$ (69)
Global Growth and Efficiency Program	(60)	(60)	—
Selling, general and administrative expenses, non-GAAP	<u>\$ 4,064</u>	<u>\$ 3,995</u>	<u>\$ (69)</u>
<b>Selling, General and Administrative Expenses as a Percentage of Net Sales</b>			
Selling, general and administrative expenses as a percentage of Net sales, GAAP	35.7 %	35.1%	-60 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	<u>35.1 %</u>	<u>34.6%</u>	<u>-50 bps</u>
<b>Other (Income) Expense, Net</b>			
Other (income) expense, net, GAAP	\$ 163	\$ 150	\$ (13)
Global Growth and Efficiency Program	(135)	(122)	13
Other (income) expense, net, non-GAAP	<u>\$ 28</u>	<u>\$ 28</u>	<u>\$ —</u>
<b>Operating Profit</b>			
Operating profit, GAAP	\$ 2,665	\$ 2,747	\$ 82
Global Growth and Efficiency Program	246	233	(13)
Operating profit, non-GAAP	<u>\$ 2,911</u>	<u>\$ 2,980</u>	<u>\$ 69</u>
<b>Operating Profit Margin</b>			
Operating profit margin, GAAP	23.0 %	23.8%	+80 bps
Global Growth and Efficiency Program	2.2 %	2.0%	-20 bps
Operating profit margin, non-GAAP	<u>25.2 %</u>	<u>25.8%</u>	<u>+60 bps</u>

Note: The reclassification had no effect on Gross profit, Net income, Earnings per common share or Cash flow.

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