

Table 8

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Three Months Ended June 30, 2024 and 2023

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

	2024	2023	
Gross Profit			
Gross profit, GAAP	\$ 3,066	\$ 2,787	
2022 Global Productivity Initiative	9	—	
Gross profit, non-GAAP	<u>\$ 3,075</u>	<u>\$ 2,787</u>	
			Basis Point
Gross Profit Margin	2024	2023	Change
Gross profit margin, GAAP	60.6 %	57.8 %	280
2022 Global Productivity Initiative	0.2 %	— %	
Gross profit margin, non-GAAP	<u>60.8 %</u>	<u>57.8 %</u>	<u>300</u>
Selling, General and Administrative Expenses	2024	2023	
Selling, general and administrative expenses, GAAP	\$ 1,939	\$ 1,768	
2022 Global Productivity Initiative	(2)	(2)	
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,937</u>	<u>\$ 1,766</u>	
			Basis Point
Selling, General and Administrative Expenses as a Percentage of Net Sales	2024	2023	Change
Selling, general and administrative expenses as a percentage of Net sales, GAAP	38.3 %	36.7 %	160
2022 Global Productivity Initiative	— %	(0.1)%	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>38.3 %</u>	<u>36.6 %</u>	<u>170</u>
Other (Income) Expense, Net	2024	2023	
Other (income) expense, net, GAAP	\$ 35	\$ 45	
2022 Global Productivity Initiative	(16)	(16)	
Other (income) expense, net, non-GAAP	<u>\$ 20</u>	<u>\$ 29</u>	
Operating Profit	2024	2023	% Change
Operating profit, GAAP	\$ 1,092	\$ 974	12 %
2022 Global Productivity Initiative	27	18	
Operating profit, non-GAAP	<u>\$ 1,118</u>	<u>\$ 992</u>	<u>13 %</u>
Operating Profit Margin	2024	2023	Basis Point
Operating profit margin, GAAP	21.6 %	20.2 %	140
2022 Global Productivity Initiative	0.5 %	0.4 %	
Operating profit margin, non-GAAP	<u>22.1 %</u>	<u>20.6 %</u>	<u>150</u>
Non-Service Related Postretirement Costs	2024	2023	
Non-service related postretirement costs, GAAP	\$ 22	\$ 29	
2022 Global Productivity Initiative	—	(3)	
Non-service related postretirement costs, non-GAAP	<u>\$ 22</u>	<u>\$ 26</u>	

Note: Tables may not sum due to rounding.

Table 8
Continued

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Non-GAAP Reconciliations

For the Three Months Ended June 30, 2024 and 2023

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

	2024						
	Income Before Income Taxes	Provision For Income Taxes⁽¹⁾	Net Income Including Noncontrolling Interests	Less: Income Attributable to Noncontrolling Interests	Net Income Attributable To Colgate- Palmolive Company	Effective Income Tax Rate⁽²⁾	Diluted Earnings Per Share
As Reported GAAP	\$ 1,010	\$ 243	\$ 767	\$ 36	\$ 731	24.1 %	\$ 0.89
2022 Global Productivity Initiative	27	4	23	—	23	(0.3)%	0.02
Non-GAAP	<u>\$ 1,036</u>	<u>\$ 247</u>	<u>\$ 789</u>	<u>\$ 36</u>	<u>\$ 753</u>	<u>23.8 %</u>	<u>\$ 0.91</u>
	2023						
	Income Before Income Taxes	Provision For Income Taxes⁽¹⁾	Net Income Including Noncontrolling Interests	Less: Income Attributable to Noncontrolling Interests	Net Income Attributable To Colgate- Palmolive Company	Effective Income Tax Rate⁽²⁾	Diluted Earnings Per Share
As Reported GAAP	\$ 887	\$ 353	\$ 534	\$ 32	\$ 502	39.8 %	\$ 0.60
Foreign tax matter	—	(126)	126	—	126	(14.2)%	0.15
2022 Global Productivity Initiative	21	4	17	1	16	(0.2)%	0.02
Non-GAAP	<u>\$ 908</u>	<u>\$ 231</u>	<u>\$ 677</u>	<u>\$ 33</u>	<u>\$ 644</u>	<u>25.4 %</u>	<u>\$ 0.77</u>

Note: Tables may not sum due to rounding. The impact of non-GAAP adjustments may not necessarily equal the difference between “GAAP” and “non-GAAP” as a result of rounding.

(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.