

Colgate-Palmolive Company
Geographic Sales Analysis Percentage Changes
For the Three Months Ended June 30, 2015 vs 2014
(Unaudited)

<u>Region</u>	Sales Change As Reported	3 Months Organic Sales Change	COMPONENTS OF SALES CHANGE				
			As Reported Volume	Organic Volume	Ex- Volume	Pricing Coupons Consumer & Trade Incentives	Foreign Exchange
Total Company	(6.5)%	5.5%	3.0%	3.0%	3.0%	2.5%	(12.0)%
Europe	(17.0)%	1.0%	3.5%	4.0%	4.0%	(3.0)%	(17.5)%
Latin America	(8.5)%	9.0%	0.5%	—%	0.5%	9.0%	(18.0)%
Asia Pacific	(0.5)%	5.0%	6.0%	6.0%	6.0%	(1.0)%	(5.5)%
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.