

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended December 31, 2023 vs. 2022

(Unaudited)

<u>Region</u>	<u>COMPONENTS OF SALES CHANGE</u>					
	<u>Sales Change As Reported</u>	<u>Organic Sales Change</u>	<u>As Reported Volume</u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	7.0%	7.0%	—%	—%	7.0%	—%
North America	3.5%	3.5%	0.5%	0.5%	3.0%	—%
Latin America	18.0%	16.5%	8.0%	8.0%	8.5%	1.5%
Europe	10.0%	3.5%	(4.0)%	(4.0)%	7.5%	6.5%
Asia Pacific	0.5%	1.0%	(4.5)%	(4.5)%	5.5%	(0.5)%
Africa/Eurasia	(4.0)%	17.0%	7.5%	7.5%	9.5%	(21.0)%
Total CP Products	7.5%	7.5%	1.0%	1.0%	6.5%	—%
Hill's	5.0%	4.5%	(4.0)%	(4.0)%	8.5%	0.5%
Emerging Markets ⁽¹⁾	9.0%	10.5%	2.5%	2.5%	8.0%	(1.5)%
Developed Markets	5.5%	4.0%	(2.0)%	(2.0)%	6.0%	1.5%

Note:

(1) Emerging Markets include Latin America, Asia (excluding Japan), Africa/Eurasia and Central Europe.