

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Nine Months Ended September 30, 2019 vs. 2018

(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⁽¹⁾</u>	<u>Organic Volume</u>	<u>Ex-Divested Volume</u>	<u>Pricing Coupons Consumer & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company⁽¹⁾	(0.5)%	3.5%	1.5 %	1.5 %	1.5 %	2.0 %	(4.0)%
Europe	(6.0)%	0.5%	1.0 %	1.0 %	1.0 %	(0.5)%	(6.5)%
Latin America	(0.5)%	7.0%	3.0 %	3.0 %	3.0 %	4.0 %	(7.5)%
Asia Pacific	(3.5)%	—%	(0.5)%	(0.5)%	(0.5)%	0.5 %	(3.5)%
Africa/Eurasia⁽¹⁾	(0.5)%	7.5%	2.0 %	1.5 %	2.0 %	6.0 %	(8.5)%
Total International	(2.5)%	3.5%	1.5 %	1.5 %	1.5 %	2.0 %	(6.0)%
North America	2.5 %	2.5%	1.5 %	1.5 %	1.5 %	1.0 %	— %
Total CP Products	(1.5)%	3.0%	1.5 %	1.5 %	1.5 %	1.5 %	(4.5)%
Hill's	5.0 %	7.0%	3.5 %	3.5 %	3.5 %	3.5 %	(2.0)%
Emerging Markets⁽²⁾	(1.5)%	4.5%	1.5 %	1.5 %	1.5 %	3.0 %	(6.0)%
Developed Markets	0.5 %	3.0%	2.0 %	2.0 %	2.0 %	1.0 %	(2.5)%

Notes:

(1) The impact of the Nigeria joint venture on as reported volume was 0% for Total Company and 0.5% for the Africa/Eurasia region.

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