

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended December 31, 2022 vs. 2021

(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<sup>(1)</sup></u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	5.0%	8.5%	(2.5)%	(4.0)%	12.5%	(5.0)%
North America	4.0%	4.5%	(6.0)%	(6.0)%	10.5%	(0.5)%
Latin America	10.0%	12.0%	(7.0)%	(7.0)%	19.0%	(2.0)%
Europe	(10.5)%	1.0%	(6.0)%	(6.0)%	7.0%	(11.5)%
Asia Pacific	(4.0)%	6.0%	(1.0)%	(1.0)%	7.0%	(10.0)%
Africa/Eurasia	9.0%	16.5%	(7.0)%	(7.0)%	23.5%	(7.5)%
Total CP Products	1.5%	7.0%	(5.5)%	(5.5)%	12.5%	(5.5)%
Hill's	20.0%	14.0%	10.0%	0.5%	13.5%	(3.5)%
Emerging Markets <sup>(2)</sup>	4.5%	9.5%	(5.5)%	(5.5)%	15.0%	(5.0)%
Developed Markets	6.0%	7.0%	—%	(3.5)%	10.5%	(4.5)%

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 1.5%, 9.5% and 3.5% for Total Company, Hill's and Developed Markets, respectively.

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