

Please note that as of the first quarter of 2024, we have changed our rounding convention for sales growth measures (net sales growth and organic sales growth) in our reported results. Beginning this quarter, we are rounding these sales growth measures to the closest one tenth of one percent. Previously, we rounded these measures to the closest one half of one percent. Recast historical results for 2023 full year and by quarter can be found below.

Tables may not sum due to rounding.

Geographic Sales Analysis Percentage Changes - For the Three Months Ended March 31, 2023 vs. 2022

Previously Reported	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	8.5%	3.5%	12.5%	-0.5%	1.5%	8.0%	8.0%	21.5%	8.0%	8.5%
Organic Sales Change	10.0%	4.0%	14.5%	4.5%	8.5%	16.5%	9.0%	14.0%	12.5%	7.5%
As Reported Volume	0.0%	-6.5%	-3.5%	-3.5%	2.0%	-5.0%	-3.5%	12.0%	-2.0%	1.0%
Organic Volume	-2.0%	-6.5%	-3.5%	-3.5%	2.0%	-5.0%	-3.5%	2.5%	-2.0%	-2.5%
Pricing	12.0%	10.5%	18.0%	8.0%	6.5%	21.5%	12.5%	11.5%	14.5%	10.0%
Foreign Exchange	-3.5%	-0.5%	-2.0%	-5.0%	-7.0%	-8.5%	-4.0%	-2.0%	-4.5%	-2.5%
Acquisitions ⁽²⁾	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.5%	0.0%	3.5%
Recast	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	8.4%	3.4%	12.7%	-0.5%	1.6%	8.1%	5.2%	21.7%	8.2%	8.6%
Organic Sales Change	9.8%	3.9%	14.3%	4.5%	8.7%	16.5%	8.8%	14.0%	12.6%	7.5%
As Reported Volume	-0.3%	-6.5%	-3.8%	-3.7%	2.1%	-4.9%	-3.4%	12.3%	-2.0%	1.1%
Organic Volume	-2.2%	-6.5%	-3.8%	-3.7%	2.1%	-4.9%	-3.4%	2.5%	-2.0%	-2.4%
Pricing	12.0%	10.4%	18.1%	8.2%	6.6%	21.4%	12.1%	11.4%	14.6%	9.8%
Foreign Exchange	-3.3%	-0.5%	-1.6%	-5.1%	-7.1%	-8.3%	-3.6%	-2.0%	-4.4%	-2.3%
Acquisitions ⁽²⁾	1.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.7%	0.0%	3.5%

Geographic Sales Analysis Percentage Changes - For the Three Months Ended June 30, 2023 vs. 2022

Previously Reported	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	7.5%	1.5%	15.5%	6.0%	-4.5%	4.5%	5.5%	16.0%	7.0%	8.0%
Organic Sales Change	8.0%	2.0%	16.0%	5.5%	1.0%	20.5%	7.5%	10.5%	11.0%	6.0%
As Reported Volume	-1.5%	-7.0%	0.5%	-6.5%	-4.5%	10.5%	-3.0%	4.0%	-1.0%	-2.5%
Organic Volume	-3.0%	-7.0%	0.5%	-6.5%	-4.5%	10.5%	-3.0%	-3.0%	-1.0%	-5.0%
Pricing	11.0%	9.0%	15.5%	12.0%	5.5%	10.0%	10.5%	13.5%	12.0%	11.0%
Foreign Exchange	-2.0%	-0.5%	-0.5%	0.5%	-5.5%	-16.0%	-2.0%	-1.5%	-4.0%	-0.5%
Acquisitions ⁽²⁾	1.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.0%	0.0%	2.5%
Recast	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	7.5%	1.3%	15.7%	6.1%	-4.5%	4.3%	5.4%	16.2%	7.2%	7.8%
Organic Sales Change	8.2%	1.8%	15.9%	5.4%	0.8%	20.6%	7.6%	10.3%	10.9%	6.0%
As Reported Volume	-1.7%	-7.4%	0.5%	-6.5%	-4.6%	10.5%	-3.1%	4.0%	-0.9%	-2.3%
Organic Volume	-3.1%	-7.4%	0.5%	-6.5%	-4.6%	10.5%	-3.1%	-3.0%	-0.9%	-4.9%
Pricing	11.3%	9.2%	15.4%	11.9%	5.4%	10.1%	10.8%	13.3%	11.8%	10.9%
Foreign Exchange	-2.0%	-0.5%	-0.2%	0.7%	-5.3%	-16.3%	-2.3%	-1.1%	-3.7%	-0.7%
Acquisitions ⁽²⁾	1.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.0%	0.0%	2.6%

Geographic Sales Analysis Percentage Changes - For the Three Months Ended September 30, 2023 vs. 2022

Previously Reported	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	10.5%	3.5%	20.0%	14.5%	-4.0%	-7.5%	7.5%	21.5%	8.5%	12.0%
Organic Sales Change	9.0%	3.5%	15.0%	7.0%	-1.5%	15.5%	7.5%	15.0%	10.0%	8.0%
As Reported Volume	0.5%	-4.0%	5.5%	-4.0%	-7.0%	4.0%	-1.0%	9.0%	1.0%	0.5%
Organic Volume	-0.5%	-4.0%	5.5%	-4.0%	-7.0%	4.0%	-1.0%	3.0%	1.0%	-1.5%
Pricing	9.5%	7.5%	9.5%	11.0%	5.5%	11.5%	8.5%	12.0%	9.0%	9.5%
Foreign Exchange	0.5%	0.0%	5.0%	7.5%	-2.5%	-23.0%	0.0%	0.5%	-1.5%	2.0%
Acquisitions ⁽²⁾	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.0%	0.0%	2.0%
Recast	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	10.3%	3.3%	19.8%	14.7%	-3.8%	-7.4%	7.6%	21.3%	8.5%	11.9%
Organic Sales Change	8.8%	3.5%	15.1%	6.8%	-1.5%	15.6%	7.3%	14.9%	9.8%	7.9%
As Reported Volume	0.7%	-4.0%	5.4%	-3.9%	-7.0%	4.0%	-1.3%	9.2%	0.9%	0.6%
Organic Volume	-0.5%	-4.0%	5.4%	-3.9%	-7.0%	4.0%	-1.3%	3.1%	0.9%	-1.6%
Pricing	9.3%	7.5%	9.7%	10.7%	5.5%	11.6%	8.6%	11.8%	8.9%	9.6%
Foreign Exchange	0.3%	-0.2%	4.7%	7.9%	-2.3%	-22.9%	0.3%	0.3%	-1.3%	1.8%
Acquisitions ⁽²⁾	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.1%	0.0%	2.2%

Geographic Sales Analysis Percentage Changes - For the Three Months Ended December 31, 2023 vs. 2022

Previously Reported	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	7.0%	3.5%	18.0%	10.0%	0.5%	-4.0%	7.0%	15.5%	7.5%	5.5%
Organic Sales Change	7.0%	3.5%	16.5%	3.5%	1.0%	17.0%	7.5%	4.5%	10.5%	4.0%
As Reported Volume	0.0%	0.5%	8.0%	-4.0%	-4.5%	7.5%	1.0%	-4.0%	2.5%	-2.0%
Organic Volume	0.0%	0.5%	8.0%	-4.0%	-4.5%	7.5%	1.0%	-4.0%	2.5%	-2.0%
Pricing	7.0%	3.0%	8.5%	7.5%	5.5%	9.5%	6.5%	8.0%	8.0%	6.0%
Foreign Exchange	0.0%	0.0%	1.5%	6.5%	-0.5%	-21.0%	0.0%	0.5%	-1.5%	1.5%
Acquisitions ⁽²⁾	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Recast	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	6.9%	3.4%	17.9%	9.9%	0.3%	-4.0%	7.5%	5.1%	8.8%	5.5%
Organic Sales Change	6.9%	3.4%	16.3%	3.3%	0.8%	16.8%	7.5%	4.6%	10.7%	3.9%
As Reported Volume	0.1%	0.3%	7.9%	-4.2%	-4.8%	7.5%	1.2%	-3.8%	2.5%	-1.8%
Organic Volume	0.1%	0.3%	7.9%	-4.2%	-4.8%	7.5%	1.2%	-3.8%	2.5%	-1.8%
Pricing	6.8%	3.1%	8.4%	7.5%	5.6%	9.3%	6.3%	8.4%	8.1%	5.8%
Foreign Exchange	0.1%	0.0%	1.5%	6.7%	-0.5%	-20.7%	-0.1%	0.5%	-1.9%	1.6%
Acquisitions ⁽²⁾	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Geographic Sales Analysis Percentage Changes - For the Twelve Months Ended December 31, 2023 vs. 2022

Previously Reported	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	8.5%	3.0%	16.5%	7.5%	-1.5%	0.0%	6.5%	15.5%	8.0%	8.5%
Organic Sales Change	8.5%	3.0%	15.5%	5.0%	2.5%	17.5%	8.0%	10.5%	11.0%	6.5%
As Reported Volume	-0.5%	-4.5%	2.5%	-4.5%	-3.5%	4.5%	-1.5%	5.0%	0.0%	-0.5%
Organic Volume	-1.5%	-4.5%	2.5%	-4.5%	-3.5%	4.5%	-1.5%	-0.5%	0.0%	-2.5%
Pricing	10.0%	7.5%	13.0%	9.5%	6.0%	13.0%	9.5%	11.0%	11.0%	9.0%
Foreign Exchange	-1.0%	0.0%	1.0%	2.5%	-4.0%	-17.5%	-1.5%	-0.5%	-3.0%	0.0%
Acquisitions ⁽²⁾	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.5%	0.0%	2.0%
Recast	Total Company	North America	Latin America	Europe	Asia Pacific	Africa/Eurasia	CP Products	Hill's	Emerging Markets ⁽¹⁾	Developed Markets
Reported Sales Change	8.3%	2.8%	16.5%	7.5%	-1.6%	0.1%	6.4%	15.5%	8.2%	8.4%
Organic Sales Change	8.4%	3.1%	15.4%	5.0%	2.3%	17.3%	7.8%	10.6%	11.0%	6.3%
As Reported Volume	-0.3%	-4.4%	2.6%	-4.6%	-3.6%	4.2%	-1.7%	4.2%	0.1%	-0.6%
Organic Volume	-1.4%	-4.4%	2.6%	-4.6%	-3.6%	4.2%	-1.7%	-0.5%	0.1%	-2.7%
Pricing	9.8%	7.5%	12.9%	9.6%	5.8%	13.1%	9.5%	11.1%	10.9%	8.9%
Foreign Exchange	-1.2%	-0.3%	1.1%	2.5%	-3.8%	-17.2%	-1.4%	-0.5%	-2.8%	0.1%
Acquisitions ⁽²⁾	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.4%	0.0%	2.0%

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

(2) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume.