

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Twelve Months Ended December 31, 2021 vs. 2020

(Unaudited)

Region	COMPONENTS OF SALES CHANGE					
	Sales Change As Reported	Organic Sales Change	As Reported Volume	Organic Volume	Pricing Coupons Consumer & Trade Incentives	Foreign Exchange
Total Company	6.0%	4.5%	1.0%	1.0%	3.5%	1.5%
North America	(1.0)%	(2.0)%	(4.0)%	(4.0)%	2.0%	1.0%
Latin America	7.0%	8.0%	1.0%	1.0%	7.0%	(1.0)%
Europe	3.5%	(0.5)%	(0.5)%	(0.5)%	—%	4.0%
Asia Pacific	6.0%	3.0%	3.0%	3.0%	—%	3.0%
Africa/Eurasia	6.5%	7.0%	1.0%	1.0%	6.0%	(0.5)%
Total CP Products	4.0%	2.5%	—%	—%	2.5%	1.5%
Hill's	15.0%	13.5%	8.0%	8.0%	5.5%	1.5%
Emerging Markets⁽¹⁾	7.0%	6.5%	2.0%	2.0%	4.5%	0.5%
Developed Markets	4.5%	2.5%	0.5%	0.5%	2.0%	2.0%

Note:

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