

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Six Months Ended June 30, 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⁽¹⁾</u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	8.0 %	9.0 %	(1.0)%	(2.5)%	11.5 %	(2.5)%
North America	2.5 %	3.0 %	(7.0)%	(7.0)%	10.0 %	(0.5)%
Latin America	14.0 %	15.0 %	(1.5)%	(1.5)%	16.5 %	(1.0)%
Europe	2.5 %	5.0 %	(5.0)%	(5.0)%	10.0 %	(2.5)%
Asia Pacific	(1.5)%	5.0 %	(1.0)%	(1.0)%	6.0 %	(6.5)%
Africa/Eurasia	6.5 %	18.5 %	2.5 %	2.5 %	16.0 %	(12.0)%
Total CP Products	5.5 %	8.0 %	(3.5)%	(3.5)%	11.5 %	(2.5)%
Hill's	19.0 %	12.0 %	8.0 %	(0.5)%	12.5 %	(1.5)%
Emerging Markets⁽²⁾	7.5 %	11.5 %	(1.5)%	(1.5)%	13.0 %	(4.0)%
Developed Markets	8.0 %	6.5 %	(0.5)%	(3.5)%	10.0 %	(1.5)%

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 1.5%, 8.5% and 3.0% for Total Company, Hill's and Developed Markets, respectively.

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