

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

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

(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</u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	2.0%	3.0%	—%	—%	3.0%	(1.0)%
North America	(1.0)%	(1.5)%	(1.0)%	(1.0)%	(0.5)%	0.5%
Latin America	3.5%	6.0%	(1.0)%	(1.0)%	7.0%	(2.5)%
Europe	(6.0)%	(3.5)%	(3.0)%	(3.0)%	(0.5)%	(2.5)%
Asia Pacific	0.5%	1.5%	0.5%	0.5%	1.0%	(1.0)%
Africa/Eurasia	2.0%	3.0%	(5.5)%	(5.5)%	8.5%	(1.0)%
Total CP Products	(0.5)%	1.0%	(1.5)%	(1.5)%	2.5%	(1.5)%
Hill's	12.0%	13.0%	7.0%	7.0%	6.0%	(1.0)%
Emerging Markets <sup>(1)</sup>	2.5%	4.0%	(1.0)%	(1.0)%	5.0%	(1.5)%
Developed Markets	1.5%	2.5%	1.0%	1.0%	1.5%	(1.0)%

Note:

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