

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended March 31, 2024 vs. 2023

(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	6.2 %	9.8 %	1.3 %	1.3 %	8.5 %	(3.6)%
North America	4.0 %	4.0 %	2.9 %	2.9 %	1.2 %	— %
Latin America	16.5 %	25.9 %	6.2 %	6.2 %	19.7 %	(9.4)%
Europe	9.5 %	7.2 %	3.1 %	3.1 %	4.1 %	2.3 %
Asia Pacific	(1.5)%	1.5 %	(2.9)%	(2.9)%	4.4 %	(3.0)%
Africa/Eurasia	(4.5)%	16.2 %	3.9 %	3.9 %	12.2 %	(20.7)%
Total CP Products	6.8 %	11.4 %	2.8 %	2.8 %	8.6 %	(4.5)%
Hill's	3.9 %	4.2 %	(3.9)%	(3.9)%	8.2 %	(0.3)%
Emerging Markets <sup>(1)</sup>	7.5 %	15.7 %	2.2 %	2.2 %	13.5 %	(8.1)%
Developed Markets	5.1 %	4.9 %	0.6 %	0.6 %	4.3 %	0.2 %

Note: Table may not sum due to rounding.

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