

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Nine Months Ended September 30, 2022 vs. 2021

(Unaudited)

COMPONENTS OF SALES CHANGE

<u>Region</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 & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	2.5 %	6.5 %	(2.0)%	(2.0)%	8.5 %	(4.0)%
North America	3.0 %	3.5 %	(0.5)%	(0.5)%	4.0 %	(0.5)%
Latin America	8.0 %	10.0 %	(4.0)%	(4.0)%	14.0 %	(2.0)%
Europe	(10.5)%	— %	(3.5)%	(3.5)%	3.5 %	(10.5)%
Asia Pacific	(0.5)%	5.0 %	(0.5)%	(0.5)%	5.5 %	(5.5)%
Africa/Eurasia	1.5 %	10.5 %	(10.0)%	(10.0)%	20.5 %	(9.0)%
Total CP Products	1.0 %	5.0 %	(2.5)%	(2.5)%	7.5 %	(4.0)%
Hill's	9.5 %	13.0 %	2.0 %	2.0 %	11.0 %	(3.5)%
Emerging Markets ⁽¹⁾	3.5 %	7.5 %	(4.0)%	(4.0)%	11.5 %	(4.0)%
Developed Markets	1.5 %	5.5 %	— %	— %	5.5 %	(4.0)%

Note:

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