

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended December 31, 2025 vs. 2024

(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	5.8%	2.2%	—%	(0.5)%	2.7%	3.1%
North America	(1.5)%	(1.8)%	(2.3)%	(2.3)%	0.5%	0.3%
Latin America	12.8%	6.5%	2.3%	2.3%	4.2%	6.3%
Europe	9.8%	1.8%	0.8%	0.8%	1.0%	8.1%
Asia Pacific	(0.3)%	0.1%	(2.2)%	(2.2)%	2.3%	(0.4)%
Africa/Eurasia	15.0%	10.3%	1.1%	1.1%	9.1%	4.7%
Total CP Products	6.0%	2.5%	(0.1)%	(0.1)%	2.6%	3.6%
Hill's Pet Nutrition	4.9%	1.5%	0.3%	(1.5)%	3.0%	1.6%
Emerging Markets⁽²⁾	8.7%	4.5%	0.3%	0.3%	4.2%	4.3%
Developed Markets	3.5%	0.5%	(0.3)%	(1.0)%	1.5%	2.2%

Notes: Table may not sum due to rounding.

(1) The impact of the acquisition of the Prime100 pet food business on as reported volume was 0.5%, 1.8%, and 0.7% for Total Company, Hill's Pet Nutrition and Developed Markets, respectively.

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