

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Six Months Ended June 30, 2021 and 2020

(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 ⁽¹⁾	7.5 %	5.0 %	1.5 %	1.5 %	3.5 %	2.5 %
North America ⁽¹⁾	(2.5)%	(3.5)%	(7.5)%	(8.0)%	4.5 %	0.5 %
Latin America	7.0 %	9.0 %	1.5 %	1.5 %	7.5 %	(2.0)%
Europe	10.5 %	1.5 %	1.5 %	1.5 %	— %	9.0 %
Asia Pacific	12.0 %	6.0 %	7.0 %	7.0 %	(1.0)%	6.0 %
Africa/Eurasia	12.0 %	13.0 %	7.0 %	7.0 %	6.0 %	(1.0)%
Total CP Products ⁽¹⁾	6.5 %	4.0 %	0.5 %	0.5 %	3.5 %	2.5 %
Hill's	13.5 %	10.5 %	6.5 %	6.5 %	4.0 %	3.0 %
Emerging Markets ⁽²⁾	10.0 %	9.5 %	5.0 %	5.0 %	4.5 %	0.5 %
Developed Markets ⁽¹⁾	6.0 %	1.5 %	(1.0)%	(1.0)%	2.5 %	4.5 %

Notes:

(1) The impact of the previously disclosed acquisition of the hello oral care business on as reported volume was 0.5% for North America and 0.0% for Total Company, Total CP Products and Developed Markets.

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