

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended March 31, 2023 vs. 2022

(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	8.5 %	10.0 %	— %	(2.0)%	12.0 %	(3.5)%
North America	3.5 %	4.0 %	(6.5)%	(6.5)%	10.5 %	(0.5)%
Latin America	12.5 %	14.5 %	(3.5)%	(3.5)%	18.0 %	(2.0)%
Europe	(0.5)%	4.5 %	(3.5)%	(3.5)%	8.0 %	(5.0)%
Asia Pacific	1.5 %	8.5 %	2.0 %	2.0 %	6.5 %	(7.0)%
Africa/Eurasia	8.0 %	16.5 %	(5.0)%	(5.0)%	21.5 %	(8.5)%
Total CP Products	5.0 %	9.0 %	(3.5)%	(3.5)%	12.5 %	(4.0)%
Hill's	21.5 %	14.0 %	12.0 %	2.5 %	11.5 %	(2.0)%
Emerging Markets ⁽²⁾	8.0 %	12.5 %	(2.0)%	(2.0)%	14.5 %	(4.5)%
Developed Markets	8.5 %	7.5 %	1.0 %	(2.5)%	10.0 %	(2.5)%

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 2.0%, 9.5% and 3.5% for Total Company, Hill's and Developed Markets, respectively.

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