

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended June 30, 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<sup>(1)</sup></u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
<b>Total Company</b>	1.0 %	1.8 %	— %	(0.2)%	2.0 %	(1.0)%
<b>North America<sup>(2)</sup></b>	(1.0)%	(0.9)%	(0.4)%	(0.4)%	(0.5)%	(0.1)%
<b>Latin America</b>	(4.8)%	3.4 %	0.4 %	0.4 %	3.0 %	(8.2)%
<b>Europe<sup>(2)</sup></b>	7.8 %	2.0 %	(0.2)%	(0.2)%	2.2 %	5.7 %
<b>Asia Pacific</b>	0.8 %	— %	(1.6)%	(1.6)%	1.6 %	0.9 %
<b>Africa/Eurasia</b>	8.0 %	7.7 %	4.3 %	4.3 %	3.4 %	0.2 %
<b>Total CP Products</b>	0.2 %	1.7 %	— %	— %	1.7 %	(1.5)%
<b>Hill's</b>	3.8 %	2.0 %	0.1 %	(0.9)%	2.9 %	0.8 %
<b>Emerging Markets<sup>(3)</sup></b>	(1.1)%	2.8 %	0.2 %	0.2 %	2.6 %	(3.9)%
<b>Developed Markets</b>	2.8 %	0.9 %	(0.1)%	(0.5)%	1.4 %	1.4 %

Note: Table may not sum due to rounding.

(1) The impact of the acquisition of the Prime100 pet food business on as reported volume was 0.2%, 1.0% and 0.4% for Total Company, Hill's Pet Nutrition and Developed Markets, respectively.

(2) The Company has recast its historical geographic segment information to conform to the reporting structure effective as of July 1, 2024.

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