

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three 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 &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	1.0 %	7.0 %	(4.5)%	(4.5)%	11.5 %	(6.0)%
North America	3.0 %	3.5 %	(5.5)%	(5.5)%	9.0 %	(0.5)%
Latin America	7.0 %	11.5 %	(8.5)%	(8.5)%	20.0 %	(4.5)%
Europe	(12.0)%	2.5 %	(2.5)%	(2.5)%	5.0 %	(14.5)%
Asia Pacific	(3.0)%	5.0 %	(1.0)%	(1.0)%	6.0 %	(8.0)%
Africa/Eurasia	11.0 %	20.0 %	(6.5)%	(6.5)%	26.5 %	(9.0)%
Total CP Products	0.5 %	7.0 %	(5.0)%	(5.0)%	12.0 %	(6.5)%
Hill's	3.0 %	7.5 %	(3.5)%	(3.5)%	11.0 %	(4.5)%
Emerging Markets <sup>(1)</sup>	3.0 %	9.5 %	(6.5)%	(6.5)%	16.0 %	(6.5)%
Developed Markets	(0.5)%	5.0 %	(3.0)%	(3.0)%	8.0 %	(5.5)%

Note:

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