

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended September 30, 2021 vs. 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 &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	6.5 %	4.5 %	1.5 %	1.5 %	3.0 %	2.0 %
North America	1.0 %	0.5 %	— %	— %	0.5 %	0.5 %
Latin America	11.0 %	8.0 %	2.5 %	2.5 %	5.5 %	3.0 %
Europe	1.0 %	(1.0)%	(1.0)%	(1.0)%	— %	2.0 %
Asia Pacific	1.0 %	(0.5)%	(1.0)%	(1.0)%	0.5 %	1.5 %
Africa/Eurasia	1.0 %	(1.0)%	(4.5)%	(4.5)%	3.5 %	2.0 %
Total CP Products	3.5 %	1.5 %	— %	— %	1.5 %	2.0 %
Hill's	20.0 %	19.0 %	11.0 %	11.0 %	8.0 %	1.0 %
Emerging Markets <sup>(1)</sup>	6.5 %	4.0 %	0.5 %	0.5 %	3.5 %	2.5 %
Developed Markets	6.0 %	5.0 %	2.5 %	2.5 %	2.5 %	1.0 %

Note:

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