

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Twelve Months Ended December 31, 2022 vs. 2021

(Unaudited)

Region	COMPONENTS OF SALES CHANGE					
	Sales Change As Reported	Organic Sales Change	As Reported Volume⁽¹⁾	Organic Volume	Pricing Coupons Consumer & Trade Incentives	Foreign Exchange
Total Company	3.0%	7.0%	(2.0)%	(2.5)%	9.5%	(4.5)%
North America	3.5%	3.5%	(2.0)%	(2.0)%	5.5%	—%
Latin America	8.5%	10.5%	(5.0)%	(5.0)%	15.5%	(2.0)%
Europe	(10.5)%	—%	(4.0)%	(4.0)%	4.0%	(10.5)%
Asia Pacific	(1.5)%	5.0%	(0.5)%	(0.5)%	5.5%	(6.5)%
Africa/Eurasia	3.5%	12.0%	(9.5)%	(9.5)%	21.5%	(8.5)%
Total CP Products	1.0%	5.5%	(3.5)%	(3.5)%	9.0%	(4.5)%
Hill's	12.0%	13.0%	4.0%	1.5%	11.5%	(3.5)%
Emerging Markets⁽²⁾	3.5%	8.0%	(4.5)%	(4.5)%	12.5%	(4.5)%
Developed Markets	2.5%	6.0%	—%	(1.0)%	7.0%	(4.5)%

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 0.5%, 2.5% and 1.0% for Total Company, Hill's and Developed Markets, respectively.

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