

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended September 30, 2020 vs. 2019

(Unaudited)

Region	COMPONENTS OF SALES CHANGE					
	Sales Change As Reported	Organic Sales Change	As Reported Volume	Organic Volume	Pricing Coupons Consumer & Trade Incentives	Foreign Exchange
Total Company <sup>(1)</sup>	5.5 %	7.5 %	5.0 %	3.0 %	4.5 %	(4.0)%
North America <sup>(1)</sup>	6.5 %	5.0 %	3.0 %	1.5 %	3.5 %	— %
Latin America	(5.0)%	11.5 %	2.0 %	2.0 %	9.5 %	(16.5)%
Europe <sup>(1)</sup>	17.0 %	3.0 %	12.0 %	2.5 %	0.5 %	4.5 %
Asia Pacific	4.5 %	4.5 %	2.5 %	2.5 %	2.0 %	— %
Africa/Eurasia <sup>(1)</sup>	2.5 %	12.0 %	6.5 %	5.5 %	6.5 %	(10.5)%
Total CP Products <sup>(1)</sup>	4.5 %	6.5 %	4.5 %	2.0 %	4.5 %	(4.5)%
Hill's	11.0 %	11.0 %	6.5 %	6.5 %	4.5 %	— %
Emerging Markets <sup>(2)</sup>	(1.0)%	8.5 %	2.5 %	2.5 %	6.0 %	(9.5)%
Developed Markets <sup>(2)</sup>	12.0 %	6.5 %	7.0 %	3.5 %	3.0 %	2.0 %

## Notes:

(1) The impact of the previously disclosed acquisitions of the Filorga skin health business, the joint venture in Nigeria and the Hello oral care business on as reported volume was 2% for Total Company and 1.5%, 9.5%, 1.0% and 2.5% for North America, Europe, Africa/Eurasia and Total CP Products, respectively.

(2) Emerging Markets include Latin America, Asia (excluding Japan), Africa/Eurasia and Central Europe. The impact of the previously disclosed acquisitions of the Filorga skin health business, the joint venture in Nigeria and the Hello oral care business on as reported volume was 0.0% for Emerging Markets and 3.5% for Developed Markets.