

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Six Months Ended June 30, 2022 and 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	3.0 %	6.5 %	(0.5)%	(0.5)%	7.0 %	(3.5)%
North America	3.0 %	3.0 %	2.0 %	2.0 %	1.0 %	— %
Latin America	9.0 %	9.5 %	(1.5)%	(1.5)%	11.0 %	(0.5)%
Europe	(9.5)%	(1.5)%	(4.0)%	(4.0)%	2.5 %	(8.0)%
Asia Pacific	0.5 %	4.5 %	(0.5)%	(0.5)%	5.0 %	(4.0)%
Africa/Eurasia	(3.0)%	6.5 %	(11.5)%	(11.5)%	18.0 %	(9.5)%
Total CP Products	1.0 %	4.5 %	(1.5)%	(1.5)%	6.0 %	(3.5)%
Hill's	12.5 %	15.5 %	4.5 %	4.5 %	11.0 %	(3.0)%
Emerging Markets <sup>(1)</sup>	3.5 %	7.0 %	(3.0)%	(3.0)%	10.0 %	(3.5)%
Developed Markets	3.0 %	6.0 %	1.5 %	1.5 %	4.5 %	(3.0)%

Note:

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