

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Six Months Ended June 30, 2024 vs. 2023

(Unaudited)

<u>Region</u>	<u>COMPONENTS OF SALES CHANGE</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 & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	5.5 %	9.4 %	3.0 %	3.0 %	6.3 %	(3.8)%
North America	3.2 %	3.3 %	4.4 %	4.4 %	(1.1)%	— %
Latin America	11.8 %	22.2 %	5.8 %	5.8 %	16.4 %	(10.4)%
Europe	7.8 %	6.8 %	4.2 %	4.2 %	2.7 %	1.0 %
Asia Pacific	0.4 %	3.2 %	0.1 %	0.1 %	3.1 %	(2.7)%
Africa/Eurasia	(1.3)%	16.3 %	6.1 %	6.1 %	10.2 %	(17.6)%
Total CP Products	5.8 %	10.6 %	4.1 %	4.1 %	6.5 %	(4.8)%
Hill's	4.7 %	5.2 %	(0.7)%	(0.7)%	5.9 %	(0.5)%
Emerging Markets ⁽¹⁾	6.7 %	15.1 %	3.9 %	3.9 %	11.3 %	(8.4)%
Developed Markets	4.6 %	4.7 %	2.3 %	2.3 %	2.3 %	(0.1)%

Note: Table may not sum due to rounding.

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