

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended June 30, 2023 vs. 2022

(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⁽¹⁾</u> | <u>Organic Volume</u> | <u>Pricing Coupons Consumer & Trade Incentives</u> | <u>Foreign Exchange</u> |
| Total Company | 7.5 % | 8.0 % | (1.5)% | (3.0)% | 11.0 % | (2.0)% |
| North America | 1.5 % | 2.0 % | (7.0)% | (7.0)% | 9.0 % | (0.5)% |
| Latin America | 15.5 % | 16.0 % | 0.5 % | 0.5 % | 15.5 % | (0.5)% |
| Europe | 6.0 % | 5.5 % | (6.5)% | (6.5)% | 12.0 % | 0.5 % |
| Asia Pacific | (4.5)% | 1.0 % | (4.5)% | (4.5)% | 5.5 % | (5.5)% |
| Africa/Eurasia | 4.5 % | 20.5 % | 10.5 % | 10.5 % | 10.0 % | (16.0)% |
| Total CP Products | 5.5 % | 7.5 % | (3.0)% | (3.0)% | 10.5 % | (2.0)% |
| Hill's | 16.0 % | 10.5 % | 4.0 % | (3.0)% | 13.5 % | (1.5)% |
| Emerging Markets⁽²⁾ | 7.0 % | 11.0 % | (1.0)% | (1.0)% | 12.0 % | (4.0)% |
| Developed Markets | 8.0 % | 6.0 % | (2.5)% | (5.0)% | 11.0 % | (0.5)% |

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 1.5%, 7.0% and 2.5% for Total Company, Hill's and Developed Markets, respectively.

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