

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Nine Months Ended September 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	9.0 %	9.0 %	(0.5)%	(2.0)%	11.0 %	(1.5)%
North America	2.5 %	3.0 %	(6.0)%	(6.0)%	9.0 %	(0.5)%
Latin America	16.0 %	15.0 %	1.0 %	1.0 %	14.0 %	1.0 %
Europe	6.5 %	5.5 %	(4.5)%	(4.5)%	10.0 %	1.0 %
Asia Pacific	(2.0)%	2.5 %	(3.5)%	(3.5)%	6.0 %	(4.5)%
Africa/Eurasia	1.5 %	17.5 %	3.0 %	3.0 %	14.5 %	(16.0)%
Total CP Products	6.0 %	8.0 %	(2.5)%	(2.5)%	10.5 %	(2.0)%
Hill's	19.5 %	13.0 %	8.5 %	1.0 %	12.0 %	(1.0)%
Emerging Markets ⁽²⁾	8.0 %	11.0 %	(0.5)%	(0.5)%	11.5 %	(3.0)%
Developed Markets	9.5 %	7.0 %	— %	(3.0)%	10.0 %	(0.5)%

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 1.5%, 7.5% and 3.0% for Total Company, Hill's and Developed Markets, respectively.

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