

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three 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	4.9 %	9.0 %	4.7 %	4.7 %	4.2 %	(4.1)%
North America	2.5 %	2.5 %	5.9 %	5.9 %	(3.3)%	(0.1)%
Latin America	7.6 %	18.8 %	5.5 %	5.5 %	13.3 %	(11.2)%
Europe	6.2 %	6.5 %	5.2 %	5.2 %	1.3 %	(0.2)%
Asia Pacific	2.6 %	5.1 %	3.4 %	3.4 %	1.7 %	(2.5)%
Africa/Eurasia	2.2 %	16.4 %	8.4 %	8.4 %	8.0 %	(14.3)%
Total CP Products	4.7 %	9.8 %	5.4 %	5.4 %	4.4 %	(5.0)%
Hill's	5.5 %	6.1 %	2.5 %	2.5 %	3.7 %	(0.7)%
Emerging Markets ⁽¹⁾	5.9 %	14.6 %	5.6 %	5.6 %	9.0 %	(8.6)%
Developed Markets	4.0 %	4.5 %	4.0 %	4.0 %	0.4 %	(0.4)%

Note: Table may not sum due to rounding.

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