

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended June 30, 2022 vs. 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 & Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	5.5 %	9.0 %	0.5 %	0.5 %	8.5 %	(3.5)%
North America	6.0 %	6.0 %	3.0 %	3.0 %	3.0 %	— %
Latin America	12.5 %	12.5 %	— %	— %	12.5 %	— %
Europe	(10.0)%	0.5 %	(3.0)%	(3.0)%	3.5 %	(10.5)%
Asia Pacific	3.5 %	9.0 %	3.0 %	3.0 %	6.0 %	(5.5)%
Africa/Eurasia	(3.5)%	5.0 %	(17.0)%	(17.0)%	22.0 %	(8.5)%
Total CP Products	3.0 %	7.0 %	(0.5)%	(0.5)%	7.5 %	(4.0)%
Hill's	14.5 %	18.0 %	5.5 %	5.5 %	12.5 %	(3.5)%
Emerging Markets ⁽¹⁾	6.0 %	9.5 %	(2.0)%	(2.0)%	11.5 %	(3.5)%
Developed Markets	4.5 %	8.5 %	2.5 %	2.5 %	6.0 %	(4.0)%

Note:

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