

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended September 30, 2025 vs. 2024

(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	2.0%	0.4%	(1.5)%	(1.9)%	2.3%	1.2%
North America	(0.4)%	(0.5)%	(0.5)%	(0.5)%	0.1%	0.1%
Latin America	2.0%	1.7%	(1.9)%	(1.9)%	3.6%	0.3%
Europe	7.6%	1.2%	0.8%	0.8%	0.4%	6.4%
Asia Pacific	(1.5)%	(1.0)%	(3.5)%	(3.5)%	2.5%	(0.5)%
Africa/Eurasia	6.8%	6.2%	(1.1)%	(1.1)%	7.3%	0.6%
Total CP Products	2.1%	0.9%	(1.3)%	(1.3)%	2.1%	1.3%
Hill's Pet Nutrition	1.4%	(1.3)%	(2.6)%	(4.2)%	2.9%	1.1%
Emerging Markets⁽²⁾	1.6%	1.0%	(2.6)%	(2.6)%	3.6%	0.6%
Developed Markets	2.3%	(0.1)%	(0.7)%	(1.4)%	1.3%	1.7%

Notes: Table may not sum due to rounding.

(1) The impact of the acquisition of the Prime100 pet food business on as reported volume was 0.4%, 1.6% and 0.7% for Total Company, Hill's Pet Nutrition and Developed Markets, respectively.

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