

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Nine Months Ended September 30, 2021 and 2020

(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	7.0 %	5.0 %	1.5 %	1.5 %	3.5 %	2.0 %
North America	(1.5)%	(2.0)%	(5.0)%	(5.0)%	3.0 %	0.5 %
Latin America	8.5 %	8.5 %	2.0 %	2.0 %	6.5 %	— %
Europe	7.0 %	0.5 %	0.5 %	0.5 %	— %	6.5 %
Asia Pacific	8.0 %	3.5 %	4.0 %	4.0 %	(0.5)%	4.5 %
Africa/Eurasia	8.0 %	8.0 %	3.0 %	3.0 %	5.0 %	— %
Total CP Products	5.5 %	3.0 %	— %	— %	3.0 %	2.5 %
Hill's	16.0 %	13.5 %	8.0 %	8.0 %	5.5 %	2.5 %
Emerging Markets ⁽¹⁾	9.0 %	7.5 %	3.5 %	3.5 %	4.0 %	1.5 %
Developed Markets	6.0 %	3.0 %	0.5 %	0.5 %	2.5 %	3.0 %

Note:

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