

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Twelve Months Ended December 31, 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	1.4%	1.4%	(0.4)%	(0.7)%	2.1%	(0.3)%
North America	(1.6)%	(1.6)%	(1.4)%	(1.4)%	(0.2)%	(0.1)%
Latin America	(0.1)%	3.9%	0.9%	0.9%	2.9%	(4.0)%
Europe	6.9%	2.6%	1.1%	1.1%	1.5%	4.4%
Asia Pacific	(1.5)%	(1.0)%	(2.7)%	(2.7)%	1.7%	(0.5)%
Africa/Eurasia	7.0%	6.5%	0.5%	0.5%	6.0%	0.5%
Total CP Products	1.0%	1.5%	(0.3)%	(0.3)%	1.8%	(0.5)%
Hill's Pet Nutrition	2.9%	1.2%	(0.6)%	(1.7)%	3.0%	0.5%
Emerging Markets⁽²⁾	0.6%	2.5%	(0.5)%	(0.5)%	2.9%	(1.9)%
Developed Markets	2.0%	0.6%	(0.4)%	(0.8)%	1.4%	1.0%

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 0.3%, 1.1% and 0.4% 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.