

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended September 30, 2023 vs. 2022

(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<sup>(1)</sup></u>	<u>Organic Volume</u>	<u>Pricing Coupons Consumer &amp; Trade Incentives</u>	<u>Foreign Exchange</u>
Total Company	10.5 %	9.0 %	0.5 %	(0.5)%	9.5 %	0.5 %
North America	3.5 %	3.5 %	(4.0)%	(4.0)%	7.5 %	— %
Latin America	20.0 %	15.0 %	5.5 %	5.5 %	9.5 %	5.0 %
Europe	14.5 %	7.0 %	(4.0)%	(4.0)%	11.0 %	7.5 %
Asia Pacific	(4.0)%	(1.5)%	(7.0)%	(7.0)%	5.5 %	(2.5)%
Africa/Eurasia	(7.5)%	15.5 %	4.0 %	4.0 %	11.5 %	(23.0)%
Total CP Products	7.5 %	7.5 %	(1.0)%	(1.0)%	8.5 %	— %
Hill's	21.5 %	15.0 %	9.0 %	3.0 %	12.0 %	0.5 %
Emerging Markets <sup>(2)</sup>	8.5 %	10.0 %	1.0 %	1.0 %	9.0 %	(1.5)%
Developed Markets	12.0 %	8.0 %	0.5 %	(1.5)%	9.5 %	2.0 %

Notes:

(1) The impact of the previously disclosed acquisitions of pet food businesses on as reported volume was 1.0%, 6.0% and 2.0% for Total Company, Hill's and Developed Markets, respectively.

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