

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Three Months Ended March 31, 2026 vs. 2025

(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	8.4%	2.9%	1.1%	0.6%	2.2%	5.1%
North America⁽²⁾	(1.8)%	(2.2)%	(3.2)%	(3.2)%	1.0%	0.4%
Latin America	14.8%	5.4%	2.0%	2.0%	3.4%	9.5%
Europe, Middle East & Africa⁽²⁾	11.9%	3.5%	2.2%	2.2%	1.2%	8.5%
Asia Pacific⁽²⁾	8.9%	5.6%	4.6%	4.6%	1.0%	3.3%
Total CP Products	8.9%	3.1%	1.3%	1.3%	1.8%	5.9%
Hill's Pet Nutrition	6.7%	2.1%	0.2%	(1.7)%	3.8%	2.7%
Emerging Markets⁽³⁾	12.9%	6.2%	3.5%	3.5%	2.7%	6.7%
Developed Markets	4.9%	0.2%	(0.9)%	(1.7)%	1.9%	3.9%

Table may not sum due to rounding.

Notes:

(1) The impact of the acquisition of the Prime100 pet food business on as reported volume was 0.4%, 1.9% and 0.8% for Total Company, Hill's Pet Nutrition and Developed Markets, respectively.

(2) The Company has recast its historical geographic segment information to conform to the reporting structure effective for the quarter ended March 31, 2026.

(3) Emerging Markets include Latin America, Asia (excluding Japan), Africa, the Middle East and Eastern and Central Europe.