

Table 6

## Colgate-Palmolive Company

## Geographic Sales Analysis Percentage Changes

For the Three Months Ended December 31, 2020 vs. 2019

(Unaudited)

## COMPONENTS OF SALES CHANGE

<b>Region</b>	<b>Sales Change As Reported</b>	<b>Organic Sales Change</b>	<b>As Reported Volume<sup>(1)</sup></b>	<b>Organic Volume</b>	<b>Pricing Coupons Consumer &amp; Trade Incentives</b>	<b>Foreign Exchange</b>
<b>Total Company<sup>(1)</sup></b>	7.5%	8.5%	6.0%	5.0%	3.5%	(2.0)%
<b>Europe<sup>(1)</sup></b>	14.0%	4.5%	8.5%	5.5%	(1.0)%	6.5%
<b>Latin America</b>	(2.5)%	10.5%	1.0%	1.0%	9.5%	(13.0)%
<b>Asia Pacific</b>	7.0%	5.0%	4.0%	4.0%	1.0%	2.0%
<b>Africa/Eurasia</b>	(1.5)%	8.0%	4.5%	4.5%	3.5%	(9.5)%
<b>Total International</b>	4.5%	7.0%	4.0%	3.0%	4.0%	(3.5)%
<b>North America<sup>(1)</sup></b>	10.0%	8.5%	6.5%	5.0%	3.5%	—%
<b>Total CP Products<sup>(1)</sup></b>	6.0%	7.5%	5.0%	4.0%	3.5%	(2.5)%
<b>Hill's</b>	16.0%	14.5%	11.0%	11.0%	3.5%	1.5%
<b>Emerging Markets<sup>(2)</sup></b>	1.5%	8.5%	2.5%	2.5%	6.0%	(7.0)%
<b>Developed Markets<sup>(2)</sup></b>	13.5%	9.0%	8.5%	7.0%	2.0%	3.0%

## Notes:

(1) The impact of the previously disclosed acquisitions of the Filorga skin health business and the hello oral care business on as reported volume was 1.0% for Total Company and 1.5%, 3.0% and 1.0% for North America, Europe and Total CP Products, respectively.

(2) Emerging Markets include Latin America, Asia (excluding Japan), Africa/Eurasia and Central Europe. The impact of the previously disclosed acquisitions of the Filorga skin health business and the hello oral care business on as reported volume was 1.5% for Developed Markets.