

Colgate-Palmolive Company

Geographic Sales Analysis Percentage Changes

For the Nine Months Ended September 30, 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	—%	1.2%	(0.5)%	(0.7)%	1.9%	(1.4)%
North America	(1.7)%	(1.5)%	(1.1)%	(1.1)%	(0.4)%	(0.2)%
Latin America	(4.0)%	3.0%	0.5%	0.5%	2.6%	(7.1)%
Europe	6.0%	2.8%	1.2%	1.2%	1.6%	3.2%
Asia Pacific	(1.9)%	(1.4)%	(2.9)%	(2.9)%	1.5%	(0.6)%
Africa/Eurasia	4.4%	5.2%	0.3%	0.3%	4.9%	(0.8)%
Total CP Products	(0.7)%	1.2%	(0.4)%	(0.4)%	1.6%	(1.8)%
Hill's Pet Nutrition	2.2%	1.2%	(0.9)%	(1.8)%	3.0%	0.2%
Emerging Markets ⁽²⁾	(2.0)%	1.8%	(0.7)%	(0.7)%	2.5%	(3.8)%
Developed Markets	1.6%	0.6%	(0.4)%	(0.8)%	1.4%	0.6%

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 0.2%, 0.9% 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.