

# P&G EARNINGS HIGHLIGHTS

First Quarter of  
Fiscal Year 2021

"We delivered another strong quarter of organic sales growth, core EPS and cash returned to shareowners, enabling us to increase our outlook for fiscal year results. Our near-term priorities continue to be employee health and safety, maximizing availability of P&G products for consumers around the world, and helping society meet the challenges of the COVID crisis. We remain firmly focused on executing our strategies of superiority, productivity, constructive disruption and improving P&G's organization and culture to deliver balanced top-line and bottom-line growth along with strong cash generation."

-DAVID TAYLOR - P&G CHAIRMAN OF THE BOARD, PRESIDENT & CEO

As the world addresses COVID-19 together, P&G is committed to:



## Protecting P&G People

Ensuring the health, safety and well-being of P&G people around the world



## Serving Consumers

Maximizing availability of products that help people & their families with health, hygiene and cleaning needs



## Supporting Communities

Providing cash, product and support to help society overcome the unprecedented challenges of this period

Our strategic choices are the foundation for balanced top- and bottom-line growth. We believe they position P&G well to serve consumers' heightened needs and changing behaviors.

Focused  
**PORTFOLIO**  
in 10 categories – daily use products where performance drives brand choice



Extending our margin of competitive  
**SUPERIORITY**  
in product, package, brand communication, retail execution, and value



We're driving  
**PRODUCTIVITY**  
improvements in cost and cash to fund these investments and improve profitability

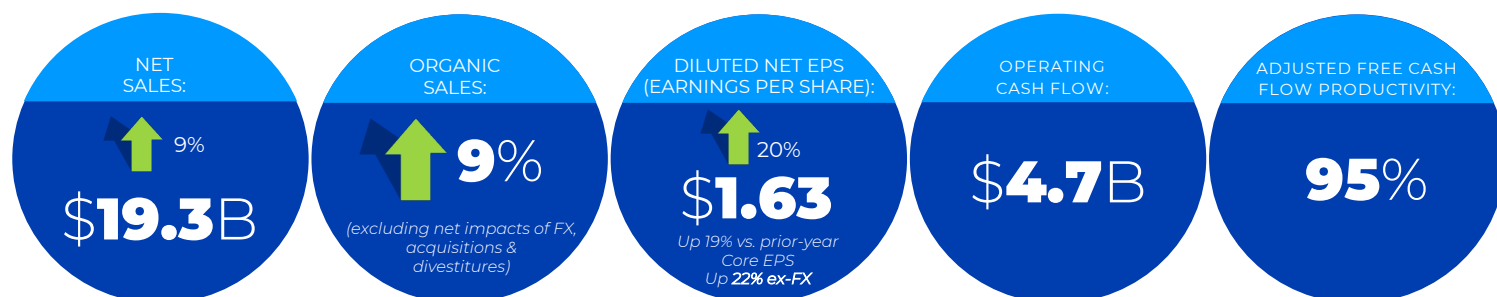


We're leading  
**CONSTRUCTIVE DISRUPTION**  
across the value chain in our industry in order to meet challenges



More focused, agile, accountable  
**ORGANIZATION**  
operating at the speed of the market

## Q1 FY 2021 by the Numbers:



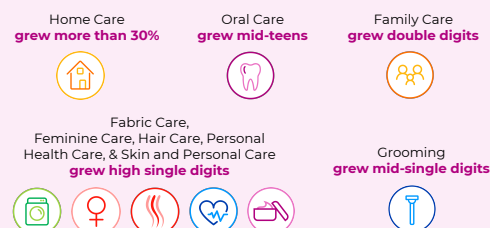
## Q1'21 Organic Sales:

9%  
 Driven primarily by 7% increase in organic shipment volume

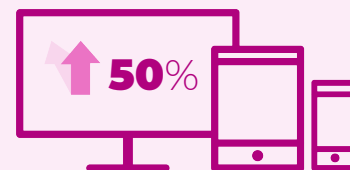
### Growth in our two largest markets:



### Growth in 9 of 10 global categories



### E-Commerce



**Strong momentum indicates the underlying strength of our brands and the appropriateness of the strategy driving our business**

See <https://www.pginvestor.com/presentations-events/> for P&G's full Q1 2021 earnings release issued October 20, 2020, the associated webcast presentation, definitions of non-GAAP measures and reconciliation to the most closely related GAAP measure, as well as cautionary information on forward-looking statements, which are based on current assumptions and subject to risks and uncertainties that may cause actual results to differ materially.

**\$PG #Earnings**