



# EARNINGS HIGHLIGHTS

## Fourth Quarter & Fiscal Year 2022

"Fiscal year 2022 was another strong year. The P&G team's execution of our integrated strategies delivered strong top line growth, earnings growth, and significant cash return to shareowners in the face of severe cost and operational headwinds. As we look forward to fiscal 2023, we expect another year of significant headwinds. We remain committed to our integrated strategies of superiority, productivity, constructive disruption and an agile and accountable organization structure. They remain the right strategies to step forward into the near-term challenges we are facing and continue to deliver balanced growth and value creation."

**JON MOELLER** - P&G CHAIRMAN OF THE BOARD, PRESIDENT & CEO

**These strategies have enabled us to build and sustain strong momentum, and they remain the right strategies to manage through the near-term cost and operational challenges we're facing and to deliver balanced growth and value creation.**



### By the Numbers:

|  | NET SALES:            | ORGANIC SALES: | DILUTED NET EPS:     | CORE EPS:   | OPERATING CASH FLOW: | ADJUSTED FREE CASH FLOW PRODUCTIVITY: |
|--|-----------------------|----------------|----------------------|---|----------------------|---------------------------------------|
| <b>FY'22:</b><br>Execution of our integrated strategies continues to yield strong sales, earnings and cash results in an incredibly difficult operating environment. | ↑5%<br><b>\$80.2B</b> | ↑7%            | ↑6%<br><b>\$5.81</b> | ↑3%<br><b>\$5.81</b><br><small>(Up 5% excluding FX impact)</small>  | <b>\$16.7B</b>       | <b>93%</b>                            |
| <b>Q4'22:</b><br>Strong results grounded in broad-based category and geographic strength.  | ↑3%<br><b>\$19.5B</b> | ↑7%            | ↑7%<br><b>\$1.21</b> | ↑7%<br><b>\$1.21</b><br><small>(Up 12% excluding FX impact)</small> | <b>\$3.7B</b>        | <b>99%</b>                            |

We increased our quarterly dividend by **5%** earlier this year– the **66<sup>th</sup>** consecutive year of increases, returning nearly **\$19B** dollars of value to shareowners in fiscal 2022.

### FY 2022 Organic Sales:

↑ **7%**  
for the fiscal year

- Pricing +4%
- Volume +2%
- Mix +1%

**UNITED STATES**  
Up **8%**

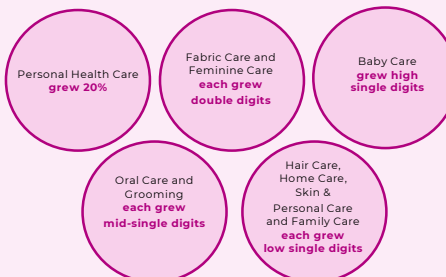
**GREATER CHINA**  
Down **4%**

**FOCUS MARKETS**  
UP **5%**

**ENTERPRISE MARKETS**  
UP **10%**



↑ **All 10 global categories** grew organic sales



**Consumers continue to choose P&G brands for the value they provide**

We invest to deliver truly superior value in the combination of price and product performance, to earn consumer loyalty every day.

**GLOBALLY:**  
Aggregate market share ↑ **50** bps

Broad-based share growth: 9 of our 10 categories grew share globally for the year

**36** Of our top 50 category/country combinations held or grew share for the year

**IN THE U.S.:**  
Strong market growth, and share growth for P&G

All-channel market value in the U.S. categories in which we compete: ↑ **6%**  
P&G value share of these markets: ↑ **90** basis points

Global share through May 2022; US AOS through June 2022

See <https://www.pginvestor.com/event> for P&G's full Q4 and FY 2022 earnings release issued July 29, 2022, 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.