



# EARNINGS HIGHLIGHTS

Second Quarter of  
Fiscal Year 2022

“We delivered very strong top-line growth and made sequential progress on earnings in the face of significant cost headwinds. These results keep us on track to deliver our earnings outlook and to raise estimates for sales growth, cash productivity and cash return to shareowners.”

**JON MOELLER** - P&G PRESIDENT & CEO

We remain focused on these priorities that have been guiding our near-term actions and choices.



### 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

**These strategies have enabled us to build and sustain strong momentum, and they remain the right strategies to deliver balanced growth and value creation.**

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

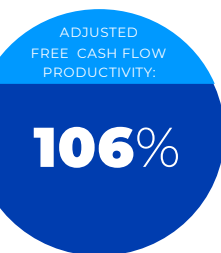
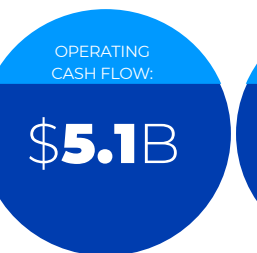
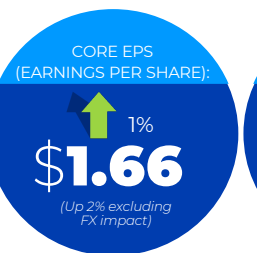
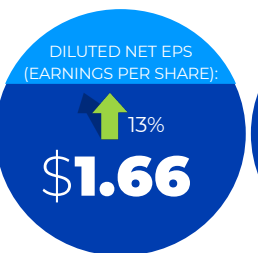
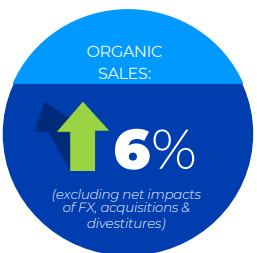
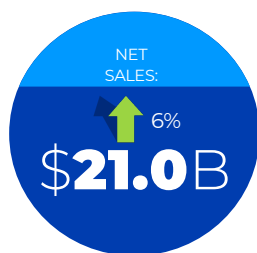


We're leading **CONSTRUCTIVE DISRUPTION** across the value chain in our industry in order to meet challenges



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

## Q2 FY 2022 by the Numbers:



## Q2 FY 2022 Organic Sales:

### Broad-based growth of 6%

Driven by volume +3%, pricing +3%



Focus Markets: up 6%

Enterprise Markets: up 7%

### All 10 global categories grew or held organic sales

Personal Health Care grew 20%



Fabric Care and Feminine Care grew double digits



Baby Care grew high single digits



Grooming grew mid-single digits



Home Care, Oral Care, Hair Care and Skin & Personal Care grew low single digits



Family Care was in-line with prior year



Consumers continue to choose P&G brands

Global aggregate market share

↑ 160 bps

In Q2, U.S. all-outlet value share continued to grow to

34%

Broad-based growth: 9 of 10 product categories grew U.S. share over the past 3, 6 & 12 months

38 of our top 50

category/country combinations held or grew share in Q2

Global share and US AOS P3M through Nov 2021

See <https://www.pginvestor.com/event> for P&G's full Q2 2022 earnings release issued January 19, 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.

\*On a stacked basis, which shows the sales growth of Q2 FY'22 and Q2 FY'21 added together

**\$PG #Earnings**