Fiscal Year 2017 Highlights

"We **met or exceeded each of our going-in objectives for Fiscal Year 2017** in a challenging macro and competitive environment. We made significant progress on our key priorities ... now is the time to accelerate our efforts to execute and deliver on the plans we've put into action."

DAVID TAYLOR, P&G CHAIRMAN, PRESIDENT & CHIEF EXECUTIVE OFFICER

Fiscal Year 2017 by the Numbers:

NET SALES:	ORGANIC SALES:	DILUTED NET EPS:*	CORE EPS:	CURRENCY-NEUTRAL CORE EPS:	OPERATING CASH FLOW:
$65.1B	↑ 2%	$5.59 ↑ 51%	$3.92 ↑ 7%	$4.07 ↑ 11%	$12.8B

Fiscal 2017 was a year of significant value returned to P&G shareowners.

Nearly **$22B** Returned to Shareholders

$7.2B In dividends + $5.2B In share repurchase + $9.4B In share exchanges in the beauty transaction

A New Standard of Excellence

We are raising the bar to a higher standard of performance for all our brands, with greater superiority in all elements of our consumer proposition. Success on all five of these elements represents a significant opportunity to accelerate top-line growth.

SUPERIOR PRODUCTS



After using Tide PODS for four weeks, consumers lowered their assessment of their previous detergent by more than 10 points.

SUPERIOR PACKAGING



P&G has an approx. 80% scent bead share in the markets where we compete, supporting overall category growth of nearly 20% in fiscal year 2017.

SUPERIOR BRAND COMMUNICATIONS



The Always #LikeAGirl campaign has started a movement to help girls feel more confident—and has helped Always gain more than two points of U.S. market share.

EXCELLENT IN-STORE AND ONLINE EXECUTION



Pantene's new, simpler in-store shelf design has helped generate record market share for Pantene in Brazil in fiscal year 2017.

WINNING CONSUMER & RETAIL CUSTOMER VALUE EQUATIONS



Our super-premium SK-II skin care brand is delighting consumers, and has delivered consistent double-digit growth in fiscal year 2017.

**Includes gain of $1.95 from the beauty transaction with Coty that closed in October 2016.*

See **www.pginvestor.com/event** for P&G's full Q4 & Fiscal Year 2017 earnings release issued July 27, 2017, the associated webcast presentation, definitions of non-GAAP measures and reconciliations to the most closely related GAAP measure.

$PG #Earnings