

Company	
Country	United States
Number of Employees	98'000
Web	www.pg.com

Share	
Market cap (mil)	140'123
Currency	USD
High 52 week	56.3
Low 52 week	43.3
Last Price	54.5

Key Data	2003	2004E
Sales (mil)	43'377	54'715
EPS	2.46	2.59
P/E Ratio	23.45	21.05

Source: Bloomberg / August 13, 2004

Sales in	
Alcohol	No
Armaments	No
Firearms	No
Tobacco	No
Gambling	No

Source: IRRC, SAM Research

### Company Description

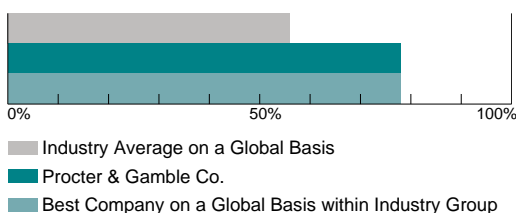
Procter & Gamble Company (P&G) is the largest US manufacturer of household products focusing on five main categories: Laundry and cleaning (detergents, bleaches), paper goods (toilet paper, feminine products), beauty care (cosmetics, shampoos), food and beverages (coffee, snacks), and health care (toothpaste, medicine). P&G owns more than 250 brands such as Pampers, Lenor and Vicks.

### Sustainability Performance

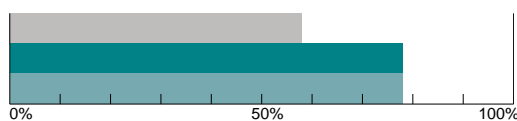
Procter & Gamble (P&G) integrates sustainability as a promising business concept and ranks as the sustainability leader in its industry. The company recognizes opportunities in two business areas, Water and Health & Hygiene, where it considers having the biggest potential to make a positive difference by offering innovative products and services. The company continuously shifts its consumer focus to developing countries with new products such as the provision of safe drinking water or improved nutrition for children. Moreover, P&G is committed to continually improve the environmental quality of its products. The corporate Environmental Science Department focuses on the evaluation of the environmental safety of consumer products, taking into account their entire life cycle. To complement this commitment, consumers and other relevant stakeholders are provided with relevant information about the environmental quality of the company's products. This is part of P&G's stakeholder management process aiming at ensuring effective customer focus and reducing the exposure of its brands to public scrutiny. In the social dimension, the company also takes a clear lead in human capital development and labor practice indicators. Its leadership in the economic dimension is underpinned by setting best-practice in codes of conduct as well as scorecards and measurement systems.

### Sustainability Scores

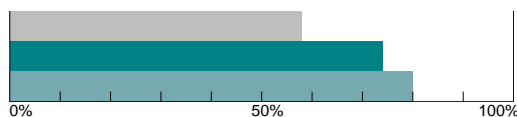
#### Total Score



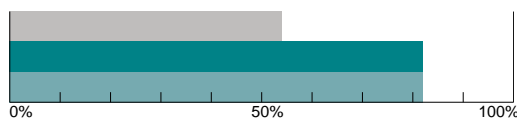
#### Economic Dimension



#### Environmental Dimension



#### Social Dimension





"Corporate Sustainability is a business approach to create long term shareholder value by embracing opportunities and managing risks deriving from economic, environmental and social developments."

**Industry Driving Forces**

Strong brands and innovative research are key success factors in the household products industry. Therefore, companies have to address important issues such as product components, health aspects of the products, animal testing and appropriate use and disposal of products. Consumers also expect companies to improve their communication of product characteristics through transparent labeling. Moreover, legislation increasingly requires companies to use environmentally friendly, where appropriate renewable and biodegradable, substances and materials and reduce product packaging. Production based on genetic engineering methods is likely to be subject to consumer scrutiny.

**Industry Group Overview: Household Products**

The relative positioning of companies within the DJSI industry group Household Products on a global basis is illustrated based on cluster scores around the economic, environmental and social dimensions.

Legend: p=poor compared to industry peers a=industry average b=best of industry

Industry group: Household Products		Economic			Environmental			Social		
		p	a	b	p	a	b	p	a	b
DJSI World	Procter & Gamble Co.									
	Henkel KGaA									
	Reckitt Benckiser									

Companies with identical cluster scores are grouped and listed alphabetically, these groups are separated by lines. The sector leader is listed first.

Next company in line for selection should a company be deleted from the DJSI World:

Kimberly-Clark Corp.										
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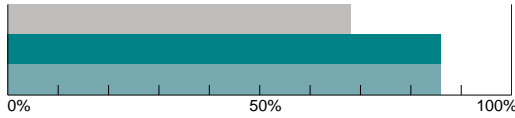


**Company Performance vs. Industry Average for Specific Criteria**

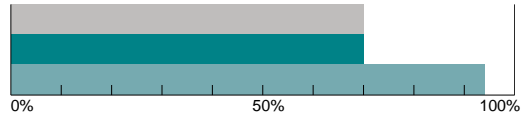
The following bar charts highlight the performance of Procter & Gamble Co. compared to its industry average and best performing company for selected criteria. The criteria selected cover each of the corporate sustainability dimensions: economic, environmental and social.

**Economic**

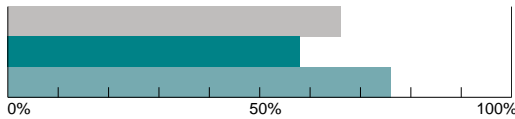
**Codes of Conduct/Compliance/Corruption & Bribery**



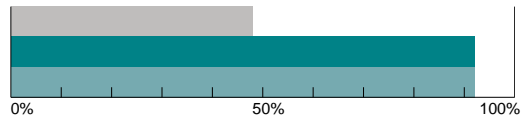
**Risk & Crisis Management**



**Corporate Governance**

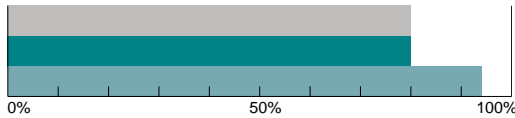


**Scorecards and Measurement Systems**

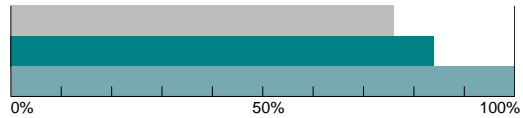


**Environmental**

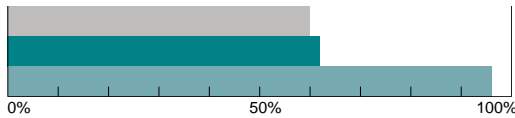
**Environmental Policy/Management**



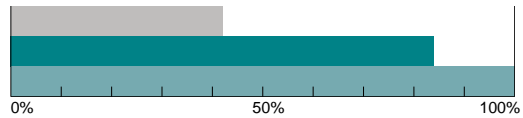
**Environmental Reporting**



**Environmental Performance (Eco-Efficiency)**

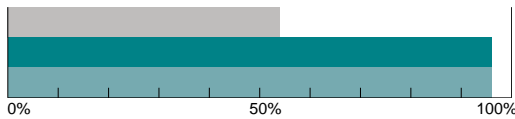


**Use of Renewable Resources**

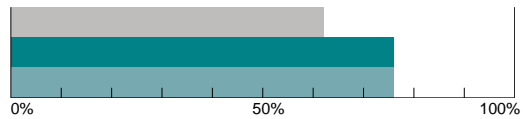


**Social**

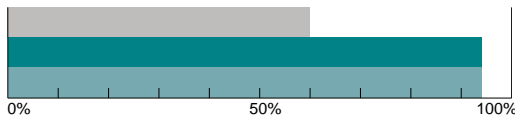
**Human Capital Development**



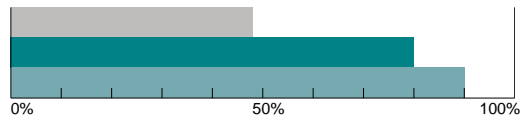
**Labor Practice Indicators**



**Stakeholder Engagement**



**Knowledge Management & Organizational Learning**



■ Industry Average on a Global Basis  
■ Procter & Gamble Co.  
■ Best Company on a Global Basis within Industry Group



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