



*The Procter & Gamble Company*  
*Corporate Biographical Information*

Established in 1837, The Procter & Gamble Company (P&G) began as a small, family operated soap and candle company in Cincinnati, Ohio, USA. From that modest beginning, P&G has grown into a world company that today markets more than 300 brands to nearly five billion consumers in over 160 countries with on-the-ground operations in more than 80 countries. In the fiscal year ending June 30, 2004, P&G had worldwide sales of over \$51.4 billion.

The company's strengths lie in its commitment to:

- Providing products of superior quality and value that improve the lives of the world's consumers.
- Being a world leader in relevant scientific research and technology.
- Maintaining economic success based on P&G's experience in managing the business with excellence and training, and developing people to build it.

P&G is a recognized leader in the development, manufacture and marketing of some of the world's most trusted and recognized brands in baby care, feminine care, family care, beauty care, fabric and home care, food and beverage, health care, pharmaceuticals, and pet health and nutrition. Leading brands include Pampers®, Tide®, Ariel®, Always®, Whisper®, Pantene®, Bounty®, Pringles®, Folgers®, Charmin®, Downy®, Lenor®, Iams®, Crest®, Actonel®, Olay® and Clairol Nice 'n Easy®, Head & Shoulders®, and Wella.

Innovative research and development at P&G provides the superior products on which its commercial success is based. This involves creating new products and technologies such as Crest White Strips, Febreze and Swiffer, as well as the continuing improvement of existing products such as Crest toothpaste, Pantene hair care products, and Tide laundry detergent. The company's total expenditures for research and development for fiscal 2003/2004 was over \$1.8 billion. P&G and its subsidiaries now have 21 R&D centers in nine countries, on four continents.

The P&G community consists of almost 110,000 employees. The company's historic policy of promoting employees from within ensures that its managers fully understand P&G principles and have the experience to move the company ahead. This spirit of growth and leadership is recognized throughout the business world. P&G ranked #7 on Fortune's "Global Most Admired Companies" and among the Top Ten of "America's Most Admired" for 2003, and industry peers voted P&G #1 in the Household & Personal Products category for 16 out of 17 years. Business Ethics Magazine's 100 Best Corporate Citizens has ranked P&G #2 for 2004.

Introduced in 1887, P&G's profit sharing program is the longest running in the US. Profit sharing is the percentage of profits awarded to employees as an incentive to improve productivity. Today, P&G's employee benefits and family friendly policies are among the very best offered in American business. For the last 16 years, Working Mother magazine has ranked P&G among Top 100 companies that support working parents, and MONEY magazine ranks P&G in the Top 20 for best US benefits.

The employees at P&G have a tradition of volunteering their time and energies to help make the communities in which they work better places to live. P&G workers are committed to being both good neighbors and strong business partners around the world.

P&G's corporate tradition is rooted in the principles of personal integrity, doing what is right for the long-term, respect for the individual, and being the best at what it does. For more information about P&G, please visit our website at <http://www.pg.com>.