

Adoption of FASB-ASU 2017-07 (Pension Accounting)

Recast of Core Income Items – FY '18 (**adjusted items*)

\$ Million	Q1 FY'18	Q2 FY'18	Q3 FY'18	Q4 FY'18	FY'18
Net Sales (GAAP = Core)	16,653	17,395	16,281	16,503	66,832
*Core Cost of Products Sold	8,169	8,624	8,273	8,641	33,707
*Core SG&A Expense	4,743	4,785	4,664	4,845	19,037
Core Operating Income	3,741	3,986	3,344	3,017	14,088
Interest Expense (GAAP = Core)	115	122	133	136	506
Interest Income (GAAP = Core)	49	66	69	63	247
*Core Other Non-Op. Income/(Expense)	171	175	111	124	581
Core Earnings from Cont. Ops Before Income Taxes	3,846	4,105	3,391	3,068	14,410



See related informational 8-K filing at www.pginvestor.com/Cache/395306920.pdf