

## Procter & Gamble Fiscal Year 17/18 External Supplier Diversity Letter

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**Dear Valued External Business Partner,**

Stew Atkinson, P&G's Chief Purchases Officer, and I are excited to share a brief recap of our 17/18 Supplier Diversity program and give you a preview of what is to come in 18/19.

As some of you may know, I have transitioned into the Supplier Citizenship Purchases Associate Director role at P&G this summer, succeeding Mr. Andy Butler. The more I learn about the commitment our internal Purchasing organization and our External Business Partners have to Supplier Diversity, the more excited I am to lead this program. Over the last 90 days I have reviewed the great work your companies are doing in this area, and in Citizenship overall. I look forward to learning more and partnering with you in 18/19 to amplify the impact all of us can have to improve the lives of the worlds consumers. - *Nalini Bates*

In collaboration with you, we spent over \$2B with diverse suppliers for the 11<sup>th</sup> year in a row! While P&G was recognized by several organizations last year for leading breakthrough work in this area, we know very well that this is a team effort. Thank you for your support and partnership. To highlight, our Community of Partners event at NMSDC and WBENC were very well received by both minority and majority companies. We leveraged this engagement to facilitate many introductions between our Buyers, Majority suppliers, and new, innovative, diverse-owned companies. P&G will continue to focus on making connections through our Community of Impact events in 2018 and beyond, highlighting success stories and sharing best practices to elevate results. We look forward to partnering with you to grow our collective diverse spending via both 1<sup>st</sup> and 2<sup>nd</sup>-tier programs in the US.

P&G is also extremely proud of the immense progress made on our global program in collaboration with WEConnect International and UN Women. We continue to grow our outreach by leading workshops in Costa Rica, Singapore, the UK and others in 2018-2019. This work complements our US Supplier Diversity program by broadening our goal to empower underrepresented groups through economic development. We are well on our way to reach our goal of spending \$100 million with women-owned business outside the US by 2020, and accelerating our impact will unlock further spending power, with the ultimate intent of growing our respective businesses globally.

In line with P&G's broader Diversity & Inclusion vision, we are also investing in growing spend with companies owned by Veterans, LGBTQ+, and people with disabilities. We encourage all our External Business Partners to apply for certifications if applicable, leveraging the great work of certifying organizations like Disability: IN, NGLCC, and NVBDC. If we can assist you through the certification process, please don't hesitate to reach out to our Supplier Citizenship team or your Supplier Relationship Owner.

Lastly, P&G's 2018 Citizenship report will be published in November 2018 and will share deeper insights into our Supplier Diversity program. ([2017 Citizenship Report](#))

Thank you for all your do to make P&G a Force for Good, and a Force for Growth. We look forward to our continued partnerships and mutual value creation.

Sincerely,

Stew Atkinson, Chief Purchases Officer  
Nalini Bates, Associate Director, Supplier Citizenship