



# P&G Recognizes Top Performing Global Partners

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## *Tells Top Strategic Business Partners that Winning is Top Priority*

CINCINNATI--(BUSINESS WIRE)--The Procter & Gamble Company (NYSE:PG) recognized its top performing external business partners during an awards ceremony last night at its annual External Business Partner Summit. The summit brings together leaders from P&G and about 400 of P&G's most strategic external business partners for two days of planning and recognition. This year's theme was Partnering to Win, and multiple P&G business leaders shared insights about P&G's renewed focus on delivering the business to win in market.

"This summit came at the perfect time for us to clearly communicate our external business partners our growth strategy of "40-20-10" and the priorities we're focusing on to fully bring it to life," said Dimitri Panayotopoulos, P&G's Vice Chairman, Global Business Units, referencing the Company's emphasis on its top forty country/category business combinations, top twenty innovations and top ten most important emerging markets. "P&G has a renewed energy and it's these business relationships that will help propel us to winning where it matters most."

Among P&G's more than 75,000 suppliers and agencies, eight received the highest honor of being named "Business Partner of the Year" including:

- Albany International Corp.\*
- Éltex Kft.\*
- KDC  
Knowlton Development Corporation
- Novozymes\*
- Pacer International, Inc.
- SUPERPAC, INC.
- TANA-X, Inc.
- ZAHORANSKY GROUP\*

\* These four companies were named Business Partner of the Year in 2011 as well

"I congratulate all of our award winners, especially those who were recognized as 'Business Partner of the Year,'" said Rick Hughes, Chief Purchasing Officer. "The entire P&G organization is focused on our top business priorities, and that includes our external business partners who help us innovate, operate more efficiently and win in market."

In addition to the select few "Business Partner of the Year" awards, all companies performing consistently at high levels within P&G's internal performance management system earned Excellence Awards. The 73 external business partners receiving this distinction, awarded to only about 0.1% of P&G's global suppliers, were:

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- |   |                                  |
|---|----------------------------------|
| - 3D CHEMOPRAG a.s.                     | - NIPPON SHOKUBAI CO.,LTD.       |
| - Accenture                             | - NORDENIA INTERNATIONAL AG      |
| - Albany International Corp.            | - Novozymes                      |
| - ALPLA Werke Alwin Lehner GmbH & Co KG | - Nypro Packaging / Nypro Kánaak |
| - AMPACET CORPORATION                   | - Pacer International, Inc.      |
| - ARKAY PACKAGING                       | - PaperWorks Industries, Inc.    |
| - BASF SE                               | - PEGAS NONWOVENS                |
| - Breakthrough® Fuel                    | - Pep                            |
| - Carat - NA Planning                   | - Plastipak Packaging, Inc.      |

- Citi
- Citizen Relations
- D.CLOOSTERMANS-HUWAERT
- Daizo Pax One Asia Network
- Diamond Packaging
- Éltex Kft.
- Encapsys®
- Ernst & Young
- Evonik Industries AG
- FDK Corporation
- FIBERTEX PERSONAL CARE
- FIRMENICH
- FUJIMORI KOGYO CO.,LTD
- groningen GmbH & Co. KG
- Harris and Ford, LLC
- Havpak, Inc.
- HAYCO LTD.
- Hitachi Metals, Ltd.
- HOPI
- HP
- Infosys Limited
- International Flavors & Fragrances Inc.
- Jacob Stern and Sons, Inc.
- KDC  
Knowlton Development Corporation
- Marina Maher Communications
- Momentive Performance Materials
- MonoSol, LLC
- NiCE Ltd
- Publicis Worldwide
- Quigley-Simpson
- Renessenz LLC
- Rialto Enterprises, Chennai - India
- RKW SE
- Ronchi Mario S.p.A.
- RTC
- Ryder Supply Chain Solutions
- S & R Smith & Son
- Saatchi & Saatchi
- Sandler AG  
Schwarzenbach/Germany
- SANKYU INC.
- Sasol Olefins & Surfactants
- Shandong Tianli Pharmaceutical Co.,Ltd.
- Starcom MediaVest GROUP - UK & Ireland Planning and Buying
- SUPERPAC, INC.
- TANA-X, Inc.
- TECHNIMARK LLC
- THE STRIVE GROUP  
A MENASHA PACKAGING COMPANY
- Triple Crown Services Company
- Tufco Technologies, Inc
- Wieden+Kennedy
- World Pac Paper, LLC
- Yamada Electric
- ZAHORANSKY GROUP
- Zhejiang Jiabao Chemical Co., LTD.
- ZRP Printing Group Ltd.

Forty-four of this year's Excellence Award winners were also winners in 2011. P&G works with all business partners to reach excellence levels, and therefore there is no limit on the number of excellence awards that can be achieved. "I'm always pleased to see repeat Excellence Award winners," said Hughes. "That demonstrates that P&G and our top strategic business partners are collaborating and aligned on what's most important for the business. That's especially critical for the journey ahead."

Over 400 companies from thirty-six different countries attended the event.

#### **About Procter & Gamble**

P&G serves approximately 4.6 billion people around the world with its brands. The Company has one of the strongest portfolios of trusted, quality, leadership brands, including Pampers®, Tide®, Ariel®, Always®, Whisper®, Pantene®, Mach3®, Bounty®, Dawn®, Fairy®, Gain®, Charmin®, Downy®, Lenor®, Iams®, Crest®, Oral-B®, Duracell®, Olay®, Head & Shoulders®, Wella®, Gillette®, Braun®, Fusion®, Ace®, Febreze®, Ambi Pur®, SK-II®, and Vicks®. The P&G community includes operations in approximately 75 countries worldwide. Please visit <http://www.pg.com> for the latest news and in-depth information about P&G and its brands.

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