

Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year							Major Drivers of Change
	FY10 ⁽²⁾					FY11 ⁽²⁾		
	Q1	Q2	Q3	Q4	FY	Q1	YTD	
Cleaning	6%	9%	3%	-2%	4%	1%	1%	Q1 increase primarily due to increased shipments of Clorox [®] disinfecting products, partially offset by lower shipments of Green Works [®] laundry detergent due to its launch in the year-ago quarter.
Household	-7%	0%	4%	1%	-1%	-9%	-9%	Q1 decrease primarily driven by lower shipments of Glad [®] food storage products and Scoop Away [®] cat litter; and lower shipments of Kingsford [®] charcoal products due to strong retailer merchandising in the prior quarter.
Lifestyle ⁽¹⁾	4%	12%	8%	10%	8%	1%	1%	Q1 increase primarily due to higher shipments of Brita [®] water-filtration products and Burt's Bees [®] natural personal care products, partially offset by lower shipments of Hidden Valley Ranch [®] bottled salad dressing due to strong retailer merchandising in the prior quarter.
International	3%	1%	1%	0%	1%	-2%	-2%	Q1 decrease primarily driven by lower shipments of disinfecting products due to high H1N1-related shipments in the year-ago quarter, lower shipments in Venezuela and lower shipments of Glad products [®] in Australia.
Total Company	1%	5%	3%	1%	3%	-2%	-2%	

⁽¹⁾ Lifestyle includes results of the worldwide Burt's Bees business.

⁽²⁾ Fiscal 2011 and fiscal 2010 volume and sales percentage changes for the Cleaning and International reportable segments and Total Company reflect the reclassification of the Auto Care businesses to discontinued operations in Q1 fiscal 2011.

Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year							Major Drivers of Change
	FY10 ⁽²⁾					FY11		
	Q1	Q2	Q3	Q4	FY	Q1	YTD	
Cleaning	5%	2%	-2%	-4%	0%	-1%	-1%	Q1 variance between changes in volume and sales was primarily driven by higher trade-promotion spending and unfavorable product mix.
Household	-11%	-6%	0%	0%	-4%	-7%	-7%	Q1 variance between changes in volume and sales was primarily driven by favorable product mix.
Lifestyle ⁽¹⁾	3%	10%	5%	7%	6%	1%	1%	Q1 increase in sales is consistent with the increase in volume.
International	5%	23%	8%	2%	9%	-2%	-2%	The decline in sales includes the negative impact of the Venezuela currency devaluation, partially offset by the benefit of price increases and favorable foreign exchange rates in other countries.
Total Company	0%	5%	2%	0%	2%	-3%	-3%	