

Supplemental Information – Balance Sheet

(Unaudited)

As of September 30, 2010

**Working Capital Update**

Note: As a result of the Auto Care businesses' related assets (primarily inventory) being classified to assets held for sale in the current fiscal quarter, fiscal 2010 have been reclassified to conform to current quarter presentation. Fiscal 2009 balances, used for average working capital calculations, have not been adjusted.

|                                       | Q1                       |                          | Change<br>(\$ millions) | Days <sup>(5)</sup><br>FY 2011 | Days <sup>(5)</sup><br>FY 2010 | Change    |
|---------------------------------------|--------------------------|--------------------------|-------------------------|--------------------------------|--------------------------------|-----------|
|                                       | FY 2011<br>(\$ millions) | FY 2010<br>(\$ millions) |                         |                                |                                |           |
| Receivables, net                      | \$480                    | \$452                    | +\$28                   | 36                             | 32                             | +4 days   |
| Inventories, net                      | \$370                    | \$356                    | +\$14                   | 45                             | 45                             | no change |
| Accounts payable <sup>(1)</sup>       | \$379                    | \$329                    | +\$50                   | 48                             | 45                             | +3 days   |
| Accrued liabilities                   | \$425                    | \$404                    | +\$21                   |                                |                                |           |
| Total WC <sup>(2)</sup>               | \$72                     | \$89                     | -\$17                   |                                |                                |           |
| Total WC % net sales <sup>(3)</sup>   | 1.4%                     | 1.7%                     |                         |                                |                                |           |
| Average WC <sup>(2)</sup>             | \$48                     | \$62                     | -\$14                   |                                |                                |           |
| Average WC % net sales <sup>(4)</sup> | 0.9%                     | 1.2%                     |                         |                                |                                |           |

- Receivables increased primarily due to the change in auto customer payment terms (note: as part of the agreement to sell the Auto Care businesses, the company retains ownership of most of the accounts receivable on hand at the closing date of the sale).
- Inventories increased primarily due to increases in certain commodity costs, inventory builds for current year products launches and lower year-ago charcoal inventory levels due to the timing of scheduled plant shutdown.
- Account payable and accrued liabilities increased mainly due to the timing of payments for certain expenses, capital expenditures for the quarter and dividend accruals as a result of an increased dividend rate.

Supplemental Information – Cash Flow

(Unaudited)

For the quarter ended September 30, 2010

**Capital expenditures for the first quarter were \$34 million**

**Depreciation and amortization for the first quarter was \$45 million**

**Cash provided by operations**

Net cash provided by operations in the first quarter, including cash provided by discontinued operations, was \$148 million, compared with \$94 million provided by operations in the year-ago quarter. Higher net cash provided by operations in the current quarter was primarily due to changes in working capital and an \$18 million lower pension contribution in the current quarter versus the prior year quarter.

- (1) Days of accounts payable is calculated as follows: average accounts payable / [(cost of products sold + change in inventory) / 90].
- (2) Working capital (WC) is defined in this context as current assets minus current liabilities excluding cash, assets held for sale, and short-term debt, based on end of period balances. Average working capital represents a two-point average of working capital.
- (3) Represents working capital at the end of the period divided by annualized net sales (current quarter net sales x 4).
- (4) Represents a two-point average of working capital divided by annualized net sales (current quarter net sales x 4).
- (5) Days calculations based on a two-point average.