



## Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year									Major Drivers of Change
	FY10 <sup>(2)</sup>					FY11 <sup>(2)</sup>				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD	
Cleaning	6%	9%	3%	-2%	4%	1%	-6%	4%	0%	Q3 increase primarily driven by higher shipments of disinfecting products to institutional customers and higher shipments of several Home Care products.
Household	-7%	0%	4%	1%	-1%	-9%	-1%	-3%	-4%	Q3 decrease primarily driven by lower shipments of Glad <sup>®</sup> trash bags and food-storage products.
Lifestyle <sup>(1)</sup>	4%	12%	8%	10%	8%	1%	3%	3%	2%	Q3 increase primarily due to higher shipments of Burt's Bees <sup>®</sup> natural personal care products and Hidden Valley <sup>®</sup> salad dressings.
International <sup>(1)</sup>	3%	1%	1%	0%	1%	-2%	3%	0%	0%	Q3 volume change includes higher shipments of Clorox <sup>®</sup> disinfecting wipes in Canada, offset by lower shipments in Latin America.
Total Company	1%	5%	3%	1%	3%	-2%	-2%	1%	-1%	

## Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year									Major Drivers of Change
	FY10 <sup>(2)</sup>					FY11 <sup>(2)</sup>				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD	
Cleaning	5%	3%	-2%	-4%	0%	-1%	-6%	3%	-2%	Q3 variance between changes in volume and sales due to incremental customer pickup allowances.
Household	-11%	-6%	0%	0%	-4%	-7%	-4%	-3%	-5%	Q3 change in sales includes unfavorable product mix and incremental customer pickup allowances, offset by lower trade promotion spending and the benefit of price increases.
Lifestyle <sup>(1)</sup>	3%	10%	5%	7%	6%	1%	3%	0%	1%	Q3 variance between changes in volume and sales driven by unfavorable product mix and increased trade promotion spending to support innovation.
International <sup>(1)</sup>	4%	22%	7%	2%	9%	-2%	-1%	8%	1%	Q3 variance between changes in volume and sales was due to the benefit of price increases and favorable foreign currency exchange rates.
Total Company	-1%	5%	1%	0%	1%	-3%	-3%	1%	-1%	

<sup>(1)</sup> Lifestyle includes results of the worldwide Burt's Bees business. International includes Canadian results.

<sup>(2)</sup> Volume growth and sale growth 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 for sales through November 4<sup>th</sup> of fiscal year 2011.