

*The tables below present the reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures and other supplemental information. See “Non-GAAP Financial Information” above for further information regarding the company’s use of non-GAAP financial measures.*

### First-Quarter Sales Growth Reconciliation

	Fiscal 2012	Fiscal 2011
Base sales growth	2.4%	-1.5%
Foreign exchange	0.7	-1.4
<b>Total sales growth</b>	<b>3.1%</b>	<b>-2.9%</b>

### First-Quarter Gross Margin Reconciliation

<b>Q1 fiscal 2011 gross margin</b>	<b>44.3%</b>	<b>Q1 fiscal 2010 gross margin</b>	<b>44.7%</b>
Commodities	-3.2	Commodities	-1.8
Cost savings	1.6	Cost savings	2.0
Pricing	1.7	Pricing	0.8
Logistics and manufacturing	-2.2	Logistics and manufacturing	0.2
Other *	-0.2	Other *	-1.7
<b>Q1 fiscal 2012 gross margin before impact of charges</b>	<b>42.0</b>	<b>Q1 fiscal 2011 gross margin before impact of charges</b>	<b>44.2</b>
Restructuring-related charges	-0.2	Restructuring-related charges	0.1
<b>Q1 fiscal 2012 gross margin</b>	<b>41.8%</b>	<b>Q1 fiscal 2011 gross margin</b>	<b>44.3%</b>

\* “Other” includes all other drivers of gross margin change, such as trade-promotion spending, product mix, and foreign currency translation and transaction impacts.

## First-Quarter Diluted EPS Reconciliation

	Q1 Fiscal 2012	Q1 Fiscal 2011
<b>Diluted EPS – non-GAAP</b>	<b>\$1.01</b>	<b>\$1.08</b>
Foreign exchange impact – Venezuela	0.01	-0.08
Restructuring and restructuring-related charges *	-0.04	-0.02
<b>Diluted EPS – continuing operations</b>	<b>0.98</b>	<b>0.98</b>
Earnings from Auto Care businesses, net of tax	--	0.11
Deferred tax benefit on businesses to be sold	--	0.43
<b>Diluted EPS – GAAP</b>	<b>\$0.98</b>	<b>\$1.52</b>

\* Restructuring and restructuring-related charges were \$8 million and \$3 million in the first quarter of fiscal years 2012 and 2011, respectively. In the first quarter of fiscal 2012, most of the charges were reflected in cost of products sold and selling and administrative expenses. In the first quarter of fiscal 2011, the charges were primarily in cost of products sold.