


Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year									Major Drivers of Change
	FY11 ⁽¹⁾					FY12 ⁽¹⁾				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD	
Cleaning ⁽²⁾	1%	-6%	4%	4%	1%	-1%	0%	7%	2%	Q3 increase primarily driven by higher shipments in the Away From Home business due to the recent acquisitions of HealthLink and Aplicare, Inc.; as well as higher shipments of Clorox® Disinfecting Wipes.
Household	-9%	-1%	-3%	2%	-2%	5%	1%	2%	2%	Q3 increase primarily driven by higher shipments due to merchandising for Glad® OdorShield® trash bags and food storage products.
Lifestyle ⁽³⁾	1%	3%	3%	3%	3%	6%	2%	4%	4%	Q3 increase primarily driven by growth behind the new Brita Bottle® and higher shipments of Burt's Bees® natural personal care products behind the new gūD® product line.
International	-2%	3%	0%	0%	0%	3%	-1%	1%	1%	Q3 increase primarily driven by higher shipments in Argentina, Mexico and Peru.
Total Company	-2%	-2%	1%	2%	0%	2%	0%	4%	2%	

Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year									Major Drivers of Change
	FY11 ⁽¹⁾					FY12 ⁽¹⁾				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD	
Cleaning ⁽²⁾	-1%	-6%	3%	4%	0%	-2%	5%	10%	4%	Q3 variance between changes in volume and sales was primarily driven by the benefit of price increases. Q3 variance between changes in volume and sales was primarily driven by the benefit of price increases on Glad® products, partially offset by trade promotion spending and product mix. Q3 variance between changes in volume and sales was primarily driven by the benefit of price increases on Hidden Valley® salad dressing as well as favorable trade promotion spending. Q3 variance between changes in volume and sales was primarily driven by the benefit of price increases, offset by trade promotion spending and unfavorable foreign currency exchange rates.
Household	-7%	-4%	-3%	1%	-3%	3%	4%	6%	5%	
Lifestyle ⁽³⁾	1%	3%	0%	5%	2%	6%	6%	10%	7%	
International	-2%	-1%	8%	9%	3%	9%	0%	4%	4%	
Total Company	-3%	-3%	1%	4%	0%	3%	4%	7%	5%	

⁽¹⁾ Volume and sales 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 all periods presented.

⁽²⁾ The Cleaning reportable segment includes the recent acquisitions of HealthLink and Apicare, Inc.

⁽³⁾ Lifestyle includes results of the worldwide Burt's Bees business.