

Supplemental Information – Volume Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY11 <sup>(1)</sup>					FY12 <sup>(1)</sup>					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning <sup>(2)</sup>	1%	-6%	4%	4%	1%	-1%	0%	7%	5%	2%	Q4 increase primarily driven by higher shipments in the Professional Products division business unit due to the recent acquisitions of HealthLink and Apicare, Inc.; as well as higher shipments of Clorox <sup>®</sup> branded cleaners.
Household	-9%	-1%	-3%	2%	-2%	5%	1%	2%	-2%	1%	Q4 decrease primarily due to lower shipments of Glad <sup>®</sup> food storage products and Cat Litter.
Lifestyle <sup>(3)</sup>	0%	2%	3%	3%	2%	5%	2%	4%	2%	3%	Q4 increase primarily due to higher shipments of the U.S. Natural Personal Care Products including the launch of gud <sup>™</sup> , and increased shipments of the new Brita Bottle <sup>®</sup> .
International <sup>(3)</sup>	-2%	4%	0%	0%	1%	4%	-1%	1%	3%	2%	Q4 increase driven by higher shipments in Latin America.
Total Company	-2%	-2%	1%	2%	0%	2%	0%	4%	2%	2%	

Supplemental Information – Sales Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY11 <sup>(1)</sup>					FY12 <sup>(1)</sup>					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning <sup>(2)</sup>	-1%	-6%	3%	4%	0%	-2%	5%	10%	7%	5%	Q4 variance between changes in volume and sales was driven by the benefit of price increases, partially offset by unfavorable product mix.  Q4 variance between changes in volume and sales was driven by the benefit of the price increases.  Q4 variance between changes in volume and sales was driven by the benefit of price increases.  Q4 sales growth is due to higher volume and price increases, offsetting unfavorable foreign currency exchange rates.
Household	-7%	-4%	-3%	1%	-3%	3%	4%	6%	3%	4%	
Lifestyle <sup>(3)</sup>	1%	1%	0%	5%	2%	6%	6%	10%	3%	6%	
International <sup>(3)</sup>	-2%	0%	8%	9%	4%	10%	0%	4%	3%	4%	
Total Company	-3%	-3%	1%	4%	0%	3%	4%	7%	4%	5%	

<sup>(1)</sup> Volume and sales growth percentage changes for the Cleaning and International reportable segments and for Total Company reflect the reclassification of the Auto Businesses to discontinued operations in Q1 fiscal year 2011 for all periods presented.

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

<sup>(3)</sup> Beginning in Q4 fiscal year 2012, Natural Personal Care results outside of the U.S. are being reported in the International reportable segment rather than the Lifestyle reportable segment. Historical segment financial information presented has been recast to reflect this change.