

Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year								Major Drivers of Change
	FY12					FY13			
	Q1	Q2	Q3	Q4	FY	Q1	Q2	YTD	
Cleaning ⁽¹⁾	-1%	0%	7%	5%	2%	4%	13%	8%	Q2 increase primarily driven by higher shipments in the Professional Products business due to prior year acquisitions and base business growth, higher shipments of Clorox [®] Disinfecting Wipes, and the continued roll out of new concentrated Clorox [®] liquid bleach.
Household	5%	1%	2%	-2%	1%	-7%	1%	-3%	Q2 increase primarily driven by higher shipments of Kingsford [®] and Match Light [®] charcoal products, partially offset by lower shipments of Glad [®] food storage products.
Lifestyle	5%	2%	4%	2%	3%	-1%	7%	3%	Q2 increase primarily driven by higher shipments of Burt's Bees [®] and Hidden Valley [®] products, partially offset by lower shipments of Brita [®] pour-through water filtration products.
International	4%	-1%	1%	3%	2%	-2%	-3%	-2%	Q2 decrease primarily driven by lower shipments in Latin America and Canada.
Total Company	2%	0%	4%	2%	2%	-1%	5%	2%	

Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year								Major Drivers of Change
	FY12					FY13			
	Q1	Q2	Q3	Q4	FY	Q1	Q2	YTD	
Cleaning ⁽¹⁾	-2%	5%	10%	7%	5%	8%	15%	11%	Q2 sales outpaced volume due to the benefit of price increases.
Household	3%	4%	6%	3%	4%	-3%	7%	2%	Q2 sales outpaced volume due to the benefit of price increases and favorable product mix.
Lifestyle	6%	6%	10%	3%	6%	1%	8%	5%	Q2 sales were driven by shipment gains.
International	10%	0%	4%	3%	4%	3%	3%	3%	Q2 sales outpaced volume due to the benefit of price increases.
Total Company	3%	4%	7%	4%	5%	3%	9%	5%	

⁽¹⁾ The Cleaning reportable segment includes the December 2011 acquisitions of HealthLink and Apicare, Inc.