

Supplemental Information – Balance Sheet

(Unaudited)

As of December 31, 2012

Working Capital Update

	Q2		Change (\$ millions)	Days ⁽⁵⁾ FY 2013	Days ⁽⁵⁾ FY 2012	Change
	FY 2013 (\$ millions)	FY 2012 (\$ millions)				
Receivables, net	\$511	\$489	\$22	34	34	--
Inventories, net	\$444	\$451	-\$7	51	54	-3 days
Accounts payable ⁽¹⁾	\$365	\$345	\$20	43	42	+1 days
Accrued liabilities	\$493	\$438	\$55			
Total WC ⁽²⁾	\$239	\$240	-\$1			
Total WC % net sales ⁽³⁾	4.5%	4.9%				
Average WC ⁽²⁾	\$222	\$190	\$32			
Average WC % net sales ⁽⁴⁾	4.2%	3.9%				

- Receivables increased primarily due to higher sales.
- Accounts Payable increased primarily due to timing of payments and spending; as well as higher capital spending for infrastructure investments.
- Accrued liabilities increased primarily due to higher trade-promotion spending accruals and increase in incentive compensation accruals.

- (1) Days of accounts payable is calculated as follows: average accounts payable / [(cost of products sold + change in inventory) / 90].
- (2) Working capital (WC) is defined in this context as current assets minus current liabilities excluding cash, assets held for sale, and short-term debt, based on end of period balances. Average working capital represents a two-point average of working capital.
- (3) Represents working capital at the end of the period divided by annualized net sales (*current quarter net sales x 4*).
- (4) Represents a two-point average of working capital divided by annualized net sales (*current quarter net sales x 4*).
- (5) Days calculations based on a two-point average.

Supplemental Information – Cash Flow

(Unaudited)

For the quarter ended December 31, 2012

Capital expenditures for the second quarter were \$48 million versus \$45 million in the year-ago quarter.

Depreciation and amortization for the second quarter was \$46 million versus \$43 million in the year-ago quarter.

Net cash provided by operations in the second quarter was \$117 million, or 9 percent of sales.

Supplemental Information – Fiscal Year to Date Free Cash Flow Reconciliation

	Fiscal 2013	Fiscal 2012
Net cash provided by operations – GAAP	\$325	\$168
Less: Capital expenditures	102	82
Free cash flow – non-GAAP ⁽¹⁾	\$223	\$86
<i>Free cash flow as a percent of sales – non-GAAP ⁽¹⁾</i>	8.4%	3.4%
Net sales	\$2,663	\$2,526

- (1) In accordance with the SEC's Regulation G, this schedule provides the definition of certain non-GAAP measures and the reconciliation to the most closely related GAAP measure. Management uses free cash flow and free cash flow as a percent of sales to help assess the cash generation ability of the business and funds available for investing activities, such as acquisitions, investing in the business to drive growth, and financing activities, including debt payments, dividend payments and share repurchases. Free cash flow does not represent cash available only for discretionary expenditures, since the Company has mandatory debt service requirements and other contractual and non-discretionary expenditures.