

Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year										Major Drivers of Change
	FY13					FY14					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning <sup>(1)</sup>	4%	13%	1%	-4%	3%	0%	3%	-5%	0%	-1%	Q4 flat volume driven by lower shipments of Clorox <sup>®</sup> disinfecting wipes and Clorox 2 <sup>®</sup> , offset by higher shipments of cleaning products in the Home Care and Professional Products businesses.
Household	-7%	1%	-4%	-1%	-3%	2%	-1%	5%	-2%	1%	Q4 volume decrease driven by lower shipments of Glad <sup>®</sup> trash products, and lower shipments of cat litter products, partially offset by higher shipments of charcoal products.
Lifestyle	-1%	7%	1%	0%	2%	4%	-1%	-1%	2%	1%	Q4 volume increase driven by higher shipments of Burt's Bees <sup>®</sup> products.
International	-2%	-3%	1%	-6%	-2%	0%	2%	1%	1%	1%	Q4 volume increase driven by higher shipments in Europe and Asia, partially offset by lower shipments in Venezuela.
Total Company	-1%	5%	0%	-3%	0%	1%	1%	-1%	0%	0%	

<sup>(1)</sup> The Cleaning reportable segment includes the December 2011 acquisitions of HealthLink and Aplicare, Inc.

Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year										Major Drivers of Change
	FY13					FY14					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning <sup>(1)</sup>	8%	15%	2%	-1%	5%	1%	2%	-4%	-1%	0%	Q4 variance between volume and sales driven by increased trade-promotion spending.
Household	-3%	7%	-1%	2%	1%	5%	-1%	4%	-2%	1%	Q4 variance flat between volume and sales.
Lifestyle	1%	8%	2%	2%	3%	5%	0%	-3%	2%	1%	Q4 variance flat between volume and sales.
International	3%	3%	2%	-1%	2%	-3%	1%	-6%	-8%	-4%	Q4 variance between volume and sales driven by unfavorable foreign currency exchange rates, partially offset by the benefit of price increases.
Total Company	3%	9%	1%	0%	3%	2%	0%	-2%	-2%	-1%	

<sup>(1)</sup> The Cleaning reportable segment includes the December 2011 acquisitions of HealthLink and Aplicare, Inc.