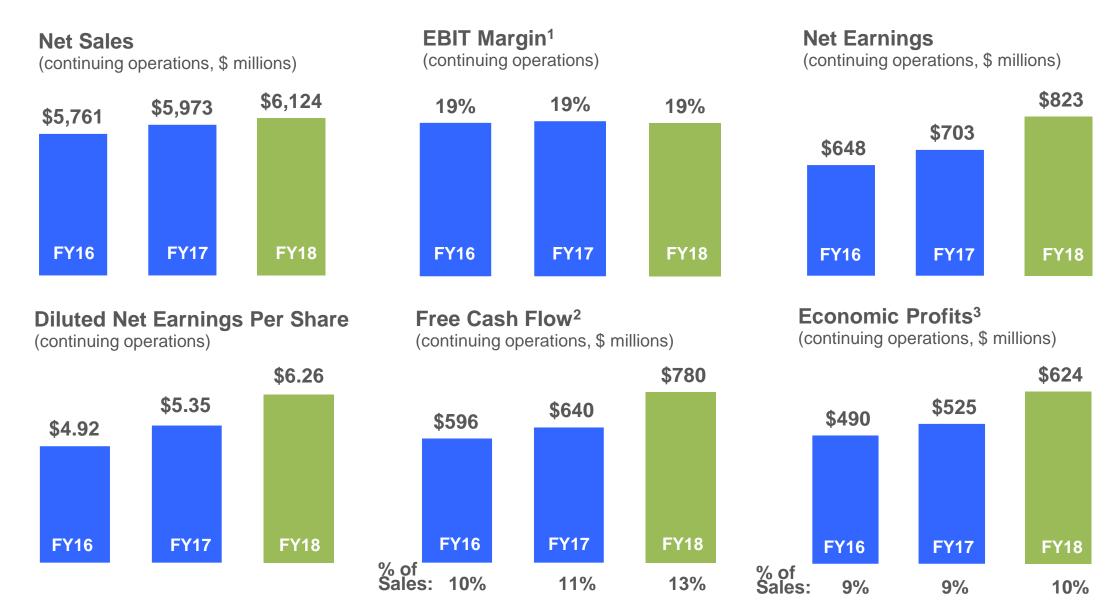


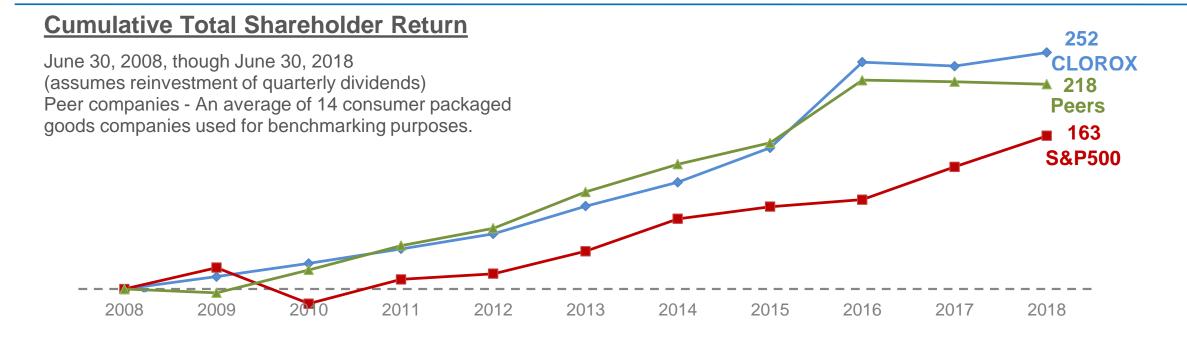
The Clorox Company is a leading multinational manufacturer and marketer of consumer and professional products with fiscal year 2018 net sales of \$6.1 billion and approximately 8,700 employees worldwide as of June 30, 2018. More than 80% of the Company's sales are generated from brands that hold the No.1 or No.2 market share positions in their categories. The Company was founded in Oakland, California in 1913 and is incorporated in Delaware.

## **FINANCIAL TRENDS 2016 - 2018**



<sup>1.</sup> Earnings from continuing operations before interest and taxes (EBIT), a non-GAAP measure, represents earnings from continuing operations before income taxes, interest income and interest expense. EBIT margin is the ratio of EBIT to net sales. See reconciliation of EBIT and the calculation of EBIT margin under quarterly results in the financial information section of the company's website (www.thecloroxcompany.com) for the fiscal years ended June 30, 2018 and 2017.

<sup>3.</sup> Economic profit (EP), a non-GAAP measure, is defined by the company as earnings from continuing operations before income taxes, excluding non-cash U.S. GAAP restructuring and intangible asset impairment charges, and interest expense; less income taxes (calculated utilizing the Company's effective tax rate), and less a capital charge (calculated as average capital employed multiplied by a cost of capital percentage rate). See reconciliation of EP under SEC filings in the financial information section of the company's website (www.thecloroxcompany.com) for the fiscal years ended June 30, 2018, 2017, and 2016.



# **STRATEGIES & GOALS**

#### **STRATEGIES**

- Engage our people as business owners
- Drive superior consumer value behind strong brand investment, innovation and technology transformation
- Accelerate portfolio momentum in and around the core
- Fund growth by reducing waste in the work, products and supply chain

#### LONG-TERM ANNUAL FINANCIAL GOALS

- Sales growth: 3% to 5%
- EBIT margin improvement: +25 bps to +50 bps
- Free Cash Flow: 11% to 13% of net sales

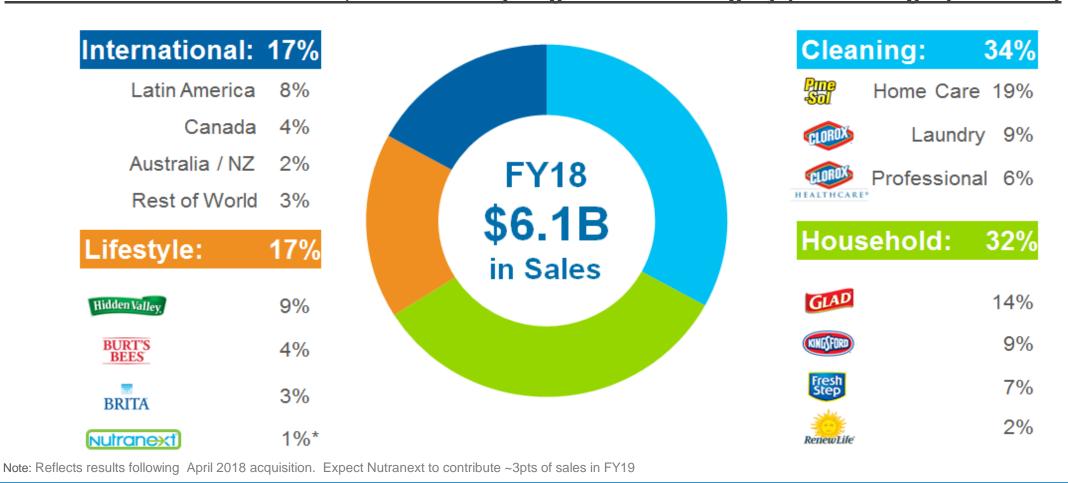


<sup>2.</sup> Free cash flow, a non-GAAP measure, is defined by the company as net cash provided by continuing operations less capital expenditures related to continuing operations. See reconciliation of free cash flow under quarterly results in the financial information section of the company's website (www.thecloroxcompany.com) for the fiscal years ended June 30, 2018 and 2017.



## THE CLOROX PORTFOLIO

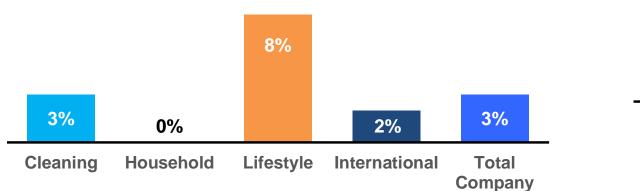
## Fiscal Year 2018 Net Sales of \$6.1 billion - by Segment and Category (Continuing Operations)



### Fiscal Year 2018 Key Results by Segment (Continuing Operations)

**Net Sales (Growth)** 

### **Earnings Before Income Taxes (Growth)**



Note: All comparisons are with fiscal year 2017. Corporate segment is not shown.

# 10% O% 4% Cleaning Household Lifestyle International Company -12%

#### **Share Leadership**

| Leadership Brands – Home Care       |    |     |
|-------------------------------------|----|-----|
| <b>Clorox Disinfecting Wipes</b>    | #1 | 53% |
| <b>Clorox Toilet Bowl Cleaners</b>  | #1 | 42% |
| Pine-Sol                            | #1 | 28% |
| Clorox Clean-Up Spray               | #1 | 24% |
| Liquid-Plumr                        | #2 | 25% |
| Tilex / Clorox (Specialized sprays) | #2 | 25% |

Source: IRI US Multi-Outlet Dollar Share; 52 weeks ended 06/17/2018

| Other Leadership Brands          |    |     |
|----------------------------------|----|-----|
| Kingsford / Matchlight           | #1 | 73% |
| Brita                            | #1 | 52% |
| Clorox Bleach                    | #1 | 60% |
| Hidden Valley Salad Dressings    | #1 | 23% |
| Clorox 2 for Colors              | #2 | 23% |
| Fresh Step /Scoop Away           | #2 | 24% |
| Glad Trash Disposal/Food Storage | #2 | 17% |

## **CONTACT INFORMATION**

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