



The tables below present the reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures and other supplemental information. See “Non-GAAP Financial Information” above for further information regarding the company’s use of non-GAAP financial measures.

Second-Quarter Sales Growth Reconciliation

	Fiscal 2009	Fiscal 2008
Base sales growth	3.2%	3.5%
Foreign exchange	-2.8	1.4
Exit from private label business	-0.8	--
Sales growth before acquisitions	-0.4%	4.9%
Burt's Bees acquisition	2.9	1.3
Bleach business acquisition	--	1.5
Total sales growth	2.5%	7.7%

*The Canada portion of the bleach business acquisition closed on Dec. 29, 2006;
the Latin America portion closed on Feb. 28, 2007.
The Burt's Bees acquisition closed on Nov. 30, 2007.*

Second-Quarter Gross Margin Reconciliation

Q2 fiscal 2008 gross margin	40.4%	Q2 fiscal 2007 gross margin	42.0%
Pricing	3.5	Pricing	0.4
Cost savings	2.1	Cost savings	1.7
Commodities	-4.5	Commodities	-1.7
Logistics & manufacturing	-1.2	Logistics & manufacturing	-0.7
Other	-0.9	Other	-0.5
Q2 fiscal 2009 gross margin before impact of charges	39.4%	Q2 fiscal 2008 gross margin before impact of charges	41.2%
Burt's Bees inventory step-up	0.5	Burt's Bees inventory step-up	-0.5
Restructuring-related charges	0.1	Restructuring-related charges	-0.3
Q2 fiscal 2009 gross margin	40.0%	Q2 fiscal 2008 gross margin	40.4%

Second-Quarter Diluted EPS Reconciliation

	Fiscal 2009	Fiscal 2008
Diluted EPS before charges	\$0.62	\$0.69
Restructuring-related charges	-0.01	-0.02
Burt's Bees	0.01	-0.02
Diluted EPS – GAAP	\$0.62	\$0.65