



The tables below present the unaudited 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 2010	Fiscal 2009
Base sales growth	3.6%	3.2%
Foreign exchange	1.7	-2.8
Exit from private label business	--	-0.8
Sales growth before acquisitions	5.3%	-0.4%
Burt's Bees acquisition	--	2.9
Total sales growth	5.3%	2.5%

The Burt's Bees acquisition closed on Nov. 30, 2007.

Second-Quarter Gross Margin Reconciliation

Q2 fiscal 2009 gross margin	40.0%	Q2 fiscal 2008 gross margin	40.4%
Commodities	3.0	Commodities	-4.5
Pricing	0.8	Pricing	3.5
Cost savings	1.6	Cost savings	2.1
Manufacturing & logistics	-0.8	Manufacturing & logistics	-1.2
Other	-0.6	Other	-0.9
Q2 fiscal 2010 gross margin before impact of charges	44.0%	Q2 fiscal 2009 gross margin before impact of charges	39.4%
Burt's Bees inventory step-up	--	Burt's Bees inventory step-up	0.5
Restructuring-related charges	-0.1	Restructuring-related charges	0.1
Q2 fiscal 2010 gross margin	43.9%	Q2 fiscal 2009 gross margin	40.0%

Second-Quarter Diluted EPS Reconciliation

	Fiscal 2010	Fiscal 2009
Diluted EPS before charges	\$0.89	\$0.60
Foreign exchange translation impact (Venezuela)	-0.06	--
Foreign exchange transaction impact	-0.03	0.01
Restructuring-related charges	-0.03	-0.01
Burt's Bees	--	0.01
Diluted EPS – GAAP	\$0.77	\$0.61