



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.

Third-Quarter Sales Growth Reconciliation

	Fiscal 2010	Fiscal 2009
Base sales growth	1.5%	3.6%
Foreign exchange – Venezuela	-2.3	0.0
Foreign exchange – All other	2.0	-3.1
Exit from private label business	--	-0.7
Total sales growth	1.2%	-0.2%

Third-Quarter Gross Margin Reconciliation

Q3 fiscal 2009 gross margin	45.3%	Q3 fiscal 2008 gross margin	39.8%
Commodities	-1.2	Commodities	0.0
Pricing	0.6	Pricing	3.1
Cost savings	1.7	Cost savings	2.4
Manufacturing & logistics	0.0	Manufacturing & logistics	-0.9
Other	-1.4	Other	-0.7
Q3 fiscal 2010 gross margin before impact of charges	45.0%	Q3 fiscal 2009 gross margin before impact of charges	43.7%
Burt's Bees inventory step-up	--	Burt's Bees inventory step-up	1.1
Restructuring-related charges	0.2	Restructuring-related charges	0.5
Q3 fiscal 2010 gross margin	45.2%	Q3 fiscal 2009 gross margin	45.3%

Third-Quarter Diluted EPS Reconciliation

	Fiscal 2010	Fiscal 2009
Diluted EPS before charges	\$1.23	\$1.17
Foreign exchange impact – Venezuela	-0.07	0.00
Restructuring-related charges	0.00	-0.09
Diluted EPS – GAAP	\$1.16	\$1.08