



Economic Profit (Unaudited) ⁽¹⁾

Reconciliation schedule of earnings from continuing operations before income taxes to economic profit (EP)

Dollars in millions and all calculations on a rounded basis

	FY10	FY09	FY08	FY07
Earnings from continuing operations before income taxes	\$ 925	\$ 811	\$ 693	\$ 743
Non-cash restructuring-related and asset impairment costs ⁽²⁾	4	10	48	4
Interest expense ⁽³⁾	139	161	168	113
Earnings from continuing operations before income taxes, non-cash restructuring-related and asset impairment costs, and interest expense	<u>\$ 1,068</u>	<u>\$ 982</u>	<u>\$ 909</u>	<u>\$ 860</u>
Adjusted after tax profit ⁽⁴⁾	\$ 697	\$ 650	\$ 604	\$ 574
Average capital employed ⁽⁵⁾	<u>\$ 2,928</u>	<u>\$ 3,045</u>	<u>\$ 2,680</u>	<u>\$ 2,165</u>
Capital charge ⁽⁶⁾	264	274	241	195
Economic profit ⁽⁷⁾ (Adjusted after tax profit less capital charge)	\$ 433	\$ 376	\$ 363	\$ 379
% change over prior year	+15.2%	+3.6%	-4.2%	

- In accordance with SEC's Regulation G, this schedule provides the definition of a non-GAAP measure and the reconciliation to the most closely related GAAP measure. Management believes the presentation of economic profit (EP) provides additional information to investors about current trends in the business. EP is used by management to evaluate business performance and was taken into account in determining management's incentive compensation and the Company's contribution to employee profit sharing plans in fiscal year 2010. EP represents profit generated over and above the cost of paying for assets used by the business to generate that profit.
- Non-cash restructuring-related and asset impairment costs are added back to earnings and adjusted capital employed to more closely reflect cash earnings and the total capital investment used to generate those earnings.
- Interest expense is added back to earnings because it is included as a component of the capital charge.
- Adjusted after tax profit represents earnings from continuing operations before income taxes, non-cash restructuring-related and asset impairment costs, and interest expense, after tax. The tax rate applied is the effective tax rate on continuing operations which was 34.8%, 33.8%, 33.6%, and 33.2% in fiscal years 2010, 2009, 2008, and 2007, respectively.
- Total capital employed represents total assets less non-interest bearing liabilities. Adjusted capital employed represents total capital employed adjusted to add back current year non-cash restructuring-related and asset impairment costs. Average capital employed represents a two-point average of adjusted capital employed for the current year and total capital employed for the prior year, based on year-end balances. See below for details of the average capital employed calculation:

	FY10	FY09	FY08	FY07	FY06
Total assets	<u>\$ 4,555</u>	<u>\$ 4,576</u>	<u>\$ 4,712</u>	<u>\$ 3,581</u>	<u>\$ 3,521</u>
Less:					
Accounts payable	410	381	418	329	329
Accrued liabilities	492	472	440	507	474
Income taxes payable	74	86	52	17	19
Other liabilities	677	640	632	516	547
Deferred income taxes	24	23	65	5	34
Non-interest bearing liabilities	<u>1,677</u>	<u>1,602</u>	<u>1,607</u>	<u>1,374</u>	<u>1,403</u>
Total capital employed	2,878	2,974	3,105	2,207	\$ 2,118
Non-cash restructuring-related and asset impairment costs	4	10	48	4	
Adjusted capital employed	\$ 2,882	\$ 2,984	\$ 3,153	\$ 2,211	
Average capital employed	\$ 2,928	\$ 3,045	\$ 2,680	\$ 2,165	

- Capital charge represents average capital employed multiplied by the weighted-average cost of capital. The weighted-average cost of capital used to calculate capital charge was 9% for all fiscal years presented.
- EP represents earnings from continuing operations before income taxes, non-cash restructuring-related and asset impairment costs, and interest expense, after tax, less a capital charge (as defined above).