The Clorox Company

Condensed Consolidated Statements of Earnings (Unaudited)

Dollars in millions, except per share amounts

	Three Months Ended		Twelve Months Ended	
	6/30/2011	6/30/2010	6/30/2011	6/30/2010
Net sales	$ 1,482	$ 1,429	$ 5,231	$ 5,234
Cost of products sold	837	796	2,958	2,915
Gross profit	645	633	2,273	2,319
Selling and administrative expenses	192	199	735	734
Advertising costs	142	127	502	494
Research and development costs	29	33	115	118
Restructuring and asset impairment costs	-	-	4	4
Goodwill impairment	-	-	258	-
Interest expense	29	32	123	139
Other (income) expense, net	(1)	-	(27)	25
Earnings from continuing operations before income taxes	254	242	563	805
Income taxes on continuing operations	85	92	276	279
Earnings from continuing operations	169	150	287	526
Discontinued operations:				
Earnings from Auto businesses, net of tax	-	21	23	77
Gain on sale of Auto businesses, net of tax	-	-	247	-
Earnings from discontinued operations	-	21	270	77
Net earnings	$ 169	$ 171	$ 557	$ 603
Earnings per share				
Basic				
Continuing operations	$ 1.27	$ 1.06	$ 2.09	$ 3.73
Discontinued operations	-	0.15	1.97	0.55
Basic net earnings per share	$ 1.27	$ 1.21	$ 4.06	$ 4.28
Diluted				
Continuing operations	$ 1.26	$ 1.05	$ 2.07	$ 3.69
Discontinued operations	-	0.15	1.95	0.55
Diluted net earnings per share	$ 1.26	$ 1.20	$ 4.02	$ 4.24
Weighted average shares outstanding (in thousands)				
Basic	132,279	140,280	136,699	140,272
Diluted	133,667	141,651	138,101	141,534

The Clorox Company

THE CLOROX COMPANY

Reportable Segment Information
(Unaudited)
Dollars in millions

Fourth Quarter	Net Sales			Earnings/(Losses) from Continuing Operations Before Income Taxes		
	Three Months Ended			Three Months Ended		
	6/30/11	6/30/10 [2]	% Change [1]	6/30/11	6/30/10 [2]	% Change [1]
Cleaning Segment	$ 409	$ 395	4%	$ 82	$ 85	-4%
Household Segment	543	540	1%	127	136	-7%
Lifestyle Segment	237	226	5%	65	77	-16%
International Segment	293	268	9%	27	31	-13%
Corporate [4]	-	-	0%	(47)	(87)	-46%
Total Company	$ 1,482	$ 1,429	4%	$ 254	$ 242	5%

Year-to-Date	Net Sales			Earnings/(Losses) from Continuing Operations Before Income Taxes		
	Twelve Months Ended			Twelve Months Ended		
	6/30/11	6/30/10 [2]	% Change [1]	6/30/11	6/30/10 [2]	% Change [1]
Cleaning Segment	$ 1,619	$ 1,624	0%	$ 356	$ 368	-3%
Household Segment	1,611	1,663	-3%	278	290	-4%
Lifestyle Segment [3]	883	864	2%	(1)	303	-100%
International Segment	1,118	1,083	3%	147	144	2%
Corporate [5]	-	-	0%	(217)	(300)	-28%
Total Company	$ 5,231	$ 5,234	0%	$ 563	$ 805	-30%

[1] Percentages based on rounded numbers.

[2] As a result of the Auto Businesses' results being included in discontinued operations in the three months ended June 30, 2011 and fiscal year ended June 30, 2011, the prior comparative period(s) have been reclassified to conform with the current period presentation.

[3] The earnings/(losses) from continuing operations before income taxes for the fiscal year ended June 30, 2011 for the Lifestyle segment includes a $258 noncash goodwill impairment charge recognized in the fiscal 2011 second quarter for the Burt's Bees business.

[4] The decrease in corporate losses for the three months ended June 30, 2011, as compared to the three months ended June 30, 2010, is primarily due to lower benefit and employee compensation costs, lower insurance expense, lower interest expense, primarily due to a decline in average debt balances, and income from transition services related to the sale of the global auto care businesses.

[5] The decrease in corporate losses for the fiscal year ended June 30, 2011, as compared to the fiscal year ended June 30, 2010, is primarily due to lower benefit and employee compensation costs, lower interest expense, primarily due to a decline in average debt balances, gains on asset sales, income from transition services related to the sale of the global auto care businesses and lower insurance expense.

The Clorox Company

Condensed Consolidated Balance Sheets (Unaudited)

Dollars in millions

	6/30/2011	6/30/2010
ASSETS		
Current assets		
Cash and cash equivalents	$ 259	$ 87
Receivables, net	525	540
Inventories, net	382	332
Assets held for sale, net	-	405
Other current assets	113	125
Total current assets	1,279	1,489
Property, plant and equipment, net	1,039	966
Goodwill	1,070	1,303
Trademarks, net	550	550
Other intangible assets, net	83	96
Other assets	142	144
Total assets	$ 4,163	$ 4,548
LIABILITIES AND STOCKHOLDERS' (DEFICIT) EQUITY		
Current liabilities		
Notes and loans payable	$ 459	$ 371
Current maturities of long-term debt	-	300
Accounts payable	423	409
Accrued liabilities	442	491
Income taxes payable	41	74
Total current liabilities	1,365	1,645
Long-term debt	2,125	2,124
Other liabilities	619	677
Deferred income taxes	140	19
Total liabilities	4,249	4,465
Comiitments and contingencies		
Stockholders' (deficit) equity		
Common stock	159	159
Additional paid-in capital	632	617
Retained earnings	1,143	920
Treasury shares	(1,770)	(1,242)
Accumulated other comprehensive net losses	(250)	(371)
Stockholders' (deficit) equity	(86)	83
Total liabilities and stockholders' (deficit) equity	$ 4,163	$ 4,548

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.

Fourth-Quarter Sales Growth Reconciliation

Note: Q4 FY10 sales growth has been adjusted to reflect the reporting of the Auto Care businesses in discontinued operations beginning in Q1 FY11.

	Fiscal 2011	Fiscal 2010
Base sales growth	**3.2%**	**1.5%**
Foreign exchange – Venezuela	0.3	-2.3
Foreign exchange – All other	1.0	1.2
Incremental customer pick-up allowances	-0.8	--
Total sales growth	**3.7%**	**0.4%**

Fourth-Quarter Gross Margin Reconciliation

Note: Q4 FY10 gross margin drivers have not been adjusted to reflect the reporting of the Auto Care businesses in discontinued operations beginning in Q1 FY11.

Q4 fiscal 2010 gross margin (adjusted for discontinued operations)	**44.3%**	**Q4 fiscal 2009 gross margin (as previously reported)**	**45.8%**
Commodities	-1.7	Commodities	-2.6
Cost savings	1.1	Cost savings	2.2
Pricing	0.7	Pricing	0.6
Logistics and manufacturing	-0.8	Logistics and manufacturing	-0.3
Incremental customer pick-up allowances	0.4	Incremental customer pick-up allowances	--
Other *	-0.4	Other *	-1.1
Q4 fiscal 2011 adjusted gross margin before impact of charges	**43.6**	**Q4 fiscal 2010 adjusted gross margin before impact of charges**	**44.6**
Restructuring-related charges	-0.1	Restructuring-related charges	0.2
Impact of Auto Care businesses divestiture	--	Impact of Auto Care businesses divestiture	-0.5
Q4 fiscal 2011 adjusted gross margin	**43.5%**	**Q4 fiscal 2010 adjusted gross margin**	**44.3%**

* "Other" includes all other drivers of gross margin change, such as trade-promotion spending, product mix, and foreign currency translation and transaction impacts.

Fourth-Quarter Diluted EPS Reconciliation

Note: The following table reflects the reclassification of the Auto Care businesses to discontinued operations beginning in Q1 FY11.

	Q4 Fiscal 2011	Q4 Fiscal 2010	
		As previously reported	Adjusted for discontinued operations
Diluted EPS – non-GAAP	**$1.29**	**$1.27**	**$1.12**
Foreign exchange impact – Venezuela	0.01	-0.05	-0.05
Restructuring and restructuring-related charges *	-0.04	-0.02	-0.02
Diluted EPS – continuing operations (excl. impairment)	**1.26**	**1.20**	**1.05**
Impact of goodwill impairment	--	--	--
Diluted EPS – continuing operations	**1.26**	**1.20**	**1.05**
Earnings from Auto Care businesses, net of tax	--	--	0.15
Diluted EPS – GAAP	**$1.26**	**$1.20**	**$1.20**

* Restructuring and restructuring-related charges were $9 million and $3 million in fiscal years 2011 and 2010, respectively. In fiscal 2011, nearly all of the charges were evenly split between cost of products sold and selling and administrative expenses. In fiscal 2010, nearly all of the charges were reflected in cost of products sold.

Fiscal Year Sales Growth Reconciliation

Note: FY10 sales growth has been adjusted to reflect the reporting of the Auto Care businesses in discontinued operations beginning in Q1 FY11.

	Fiscal 2011	Fiscal 2010
Base sales growth	**0.8%**	**2.0%**
Foreign exchange – Venezuela	-1.1	-1.2
Foreign exchange – All other	0.8	0.8
Incremental customer pick-up allowances	-0.6	--
Exit from private label business	--	-0.1
Total sales growth	**-0.1%**	**1.5%**

Fiscal Year Gross Margin Reconciliation

Note: FY10 gross margin drivers have not been adjusted to reflect the reporting of the Auto Care businesses in discontinued operations beginning in Q1 FY11.

Fiscal 2010 gross margin (adjusted for discontinued operations)	**44.3%**	**Fiscal 2009 gross margin (adjusted for discontinued operations)**	**43.0%**
Commodities	-1.6	Commodities	0.3
Cost savings	1.7	Cost savings	1.8
Pricing	0.8	Pricing	0.9
Logistics and manufacturing	-0.6	Logistics and manufacturing	-0.3
Incremental customer pick-up allowances	0.3	Incremental customer pick-up allowances	--
Other *	-1.4	Other *	-1.0
Fiscal 2011 adjusted gross margin before impact of charges	**43.5**	**Fiscal 2010 adjusted gross margin before impact of charges**	**44.7**
Restructuring-related charges	--	Restructuring-related charges	0.1
Impact of Auto Care businesses divestiture	--	Impact of Auto Care businesses divestiture	-0.5
Fiscal 2011 adjusted gross margin	**43.5%**	**Fiscal 2010 adjusted gross margin**	**44.3%**

* “Other” includes all other drivers of gross margin change, such as trade-promotion spending, product mix, and foreign currency translation and transaction impacts.

Fiscal Year Diluted EPS Reconciliation

Note: The following table reflects the reclassification of the Auto Care businesses to discontinued operations beginning in Q1 FY11.

	Fiscal 2011	Fiscal 2010	
		As previously reported	Adjusted for discontinued operations
Diluted EPS – non-GAAP	**$4.16**	**$4.57**	**$4.02**
Foreign exchange impact – Venezuela *	-0.11	-0.24	-0.24
Foreign exchange impact – Other	--	-0.01	-0.01
Restructuring and restructuring-related charges **	-0.12	-0.08	-0.08
Diluted EPS – continuing operations, excl. impairment (non-GAAP) * **	**3.93**	**4.24**	**3.69**
Impact of goodwill impairment	-1.86	--	--
Diluted EPS – continuing operations	**2.07**	**4.24**	**3.69**
Earnings from Auto Care businesses, net of tax	0.16	--	0.55
Gain on sale of Auto Care businesses, net of tax	1.79	--	--
Diluted EPS – GAAP	**$4.02**	**$4.24**	**$4.24**

* FY10 includes the impact of remeasuring certain assets and liabilities in Venezuela using the Venezuelan Bolivar parallel market exchange rate (-$0.04); the transaction costs of exchanging Bolivars to U.S. dollars to pay for U.S.-denominated inventory purchases (-$0.12); and losses from translating the income statement from Bolivars to U.S. dollars (-$0.08).

** Restructuring and restructuring-related charges were $24 million and $17 million in fiscal years 2011 and 2010, respectively. In fiscal 2011, nearly all of the charges were evenly split between cost of products sold and selling and administrative expenses. In fiscal 2010, about two-thirds of the charges were reflected in cost of products sold.

*** Earnings from continuing operations before income taxes were $563 million for fiscal year 2011. Excluding the second-quarter noncash goodwill impairment charge, earnings from continuing operations before income taxes for the fiscal year was $821 million. The diluted impact of the goodwill impairment charge was $1.86 diluted EPS from continuing operations. Excluding the goodwill impairment charge, diluted EPS from continuing operations for the fiscal year was $3.93.

The Clorox Company

Supplemental Information – Volume Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY10 (2)					FY11 (2)					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning	6%	9%	3%	-2%	4%	1%	-6%	4%	4%	1%	Q4 increase primarily due to increased shipments of Clorox® disinfecting products to retail and institutional customers.
Household	-7%	0%	4%	1%	-1%	-9%	-1%	-3%	2%	-2%	Q4 increase mainly due to increased shipments of Cat Litter, offset by lower shipments of Kingsford® charcoal due to high merchandising in the year-ago quarter.
Lifestyle (1)	4%	12%	8%	10%	8%	1%	3%	3%	3%	3%	Q4 increase primarily due to new flavor launches in Dressings & Sauces, higher shipments of the new Brita® on-the-go bottle, and increased shipments of Burt's Bees® natural personal care products.
International (1)	3%	1%	1%	0%	1%	-2%	3%	0%	0%	0%	No significant changes versus the year-ago quarter.
Total Company	**1%**	**5%**	**3%**	**1%**	**3%**	**-2%**	**-2%**	**1%**	**2%**	**0%**	

Supplemental Information – Sales Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY10 (2)					FY11 (2)					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning	5%	3%	-2%	-4%	0%	-1%	-6%	3%	4%	0%	Q4 sales growth is consistent with increase in volume.
Household	-11%	-6%	0%	0%	-4%	-7%	-4%	-3%	1%	-3%	Q4 variance between changes in volume and sales was primarily driven by unfavorable product mix and higher customer pickup allowances, offset by the benefit of price increases.
Lifestyle (1)	3%	10%	5%	7%	6%	1%	3%	0%	5%	2%	Q4 variance between changes in volume and sales was due to lower trade-promotion spending.
International (1)	4%	22%	7%	2%	9%	-2%	-1%	8%	9%	3%	Q4 variance between changes in volume and sales was due to the impact of favorable foreign currency exchange rates and the benefit of price increases, partially offset by unfavorable product mix and higher trade-promotion spending.
Total Company	**-1%**	**5%**	**1%**	**0%**	**1%**	**-3%**	**-3%**	**1%**	**4%**	**0%**	

(1) Lifestyle includes results of the worldwide Burt's Bees business. International includes Canadian results.

(2) Volume growth and sale growth percentage changes for the Cleaning and International reportable segments and Total Company reflect the reclassification of the Auto Care businesses to discontinued operations in Q1 fiscal 2011 for sales through November 4th of fiscal year 2011.

Supplemental Information – Gross Margin Drivers

The table below provides details on the drivers of gross margin change versus the prior year.

Driver	Gross Margin Change vs. Prior Year (basis points)									
	FY10					FY11				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Cost Savings	+170	+160	+170	+220	+180	+200	+180	+180	+110	+170
Price Changes	+170	+80	+60	+60	+90	+80	+100	+60	+70	+80
Market Movement (commodities)	+240	+300	-120	-260	+30	-180	-150	-150	-170	-160
Manufacturing & Logistics (1)	-40	-80	0	-30	-30	0	- 80	-100	-80	-60
Customer pick-up allowance	0	0	0	0	0	+20	+20	+30	+40	+30
All other (2)	-90	-70	-120	-90	-90	-160	-250	-70	-50	-140
Impact of Auto Businesses sale adjustment (3)	-40	-40	-60	-50	-50	--	--	--	--	--
Change vs prior year	**+410**	**+350**	**-70**	**-150**	**+130**	**-40**	**-180**	**-50**	**-80**	**-80**
Gross Margin (%)	*44.7%*	*43.5%*	*44.6%*	*44.3%*	*44.3%*	*44.3%*	*41.7%*	*44.1%*	*43.5%*	*43.5%*

(1) "Manufacturing & logistics" includes the change in the cost of diesel fuel.

(2) "All other" includes all other drivers of gross margin change. Examples of drivers included: volume change, product mix, trade and consumer spending, restructuring and acquisition-related costs, foreign currency, etc. If a driver included in all other is deemed to be material in a given period, it will be disclosed as part of the company's earnings release.

(3) Fiscal 2010 gross margin changes reflect the reclassification of the Auto Businesses to discontinued operations in Q1 Fiscal 2011. Fiscal 2009 gross margins have not been adjusted for the sale of the Auto Businesses. Fiscal 2010 gross margin drivers have not changed and any differences to gross margin based on this reclassification are reflected here.

Supplemental Information – Balance Sheet

(Unaudited)

As of June 30, 2011

Working Capital Update

Note: As a result of the Auto Businesses' related assets (primarily inventory) being classified to assets held for sale in Q1 FY11, fiscal 2010 assets have been reclassified to assets held for sale.

	Q4					
	FY 2011 ($ millions)	***FY 2010 ($ millions)***	***Change ($ millions)***	***Days [5] FY 2011***	***Days [5] FY 2010***	***Change***
Receivables, net	$525	$540	-$15	31	34	-3 days
Inventories, net	$382	$332	+$50	44	41	+3 days
Accounts payable [1]	$423	$409	+$14	45	46	-1 day
Accrued liabilities	$442	$491	-$49			
Total WC [2]	$114	$23	+$91			
Total WC % net sales [3]	1.9%	0.4%				
Average WC [2]	$138	$99	+$39			
Average WC % net sales [4]	2.3%	1.7%				

- Receivables decreased primarily due to the sale of the Auto Businesses in Q2 FY11.
- Inventories increased primarily due to inventory builds for new product launches and the impact of increases in certain commodity costs, primarily resin.
- Accrued liabilities decreased mainly due to lower incentive compensation and trade promotion spending accruals.

Supplemental Information – Cash Flow

(Unaudited)

For the quarter and fiscal year ended June 30, 2011

Capital expenditures for the fourth quarter were $69 million versus $92 million in the year-ago quarter (full year = $228). The decrease was primarily due to higher capital investment in the year-ago quarter to support new product launches.

Depreciation and amortization for the fourth quarter was $43 million versus $45 million in the year-ago quarter (full year = $173)

Cash provided by continuing operations

Cash provided by continuing operations was $303 million, or 20 percent of sales.

(1) Days of accounts payable is calculated as follows: average accounts payable / [(cost of products sold + change in inventory) / 90].

(2) Working capital (WC) is defined in this context as current assets minus current liabilities excluding cash, assets held for sale, and short-term debt, based on end of period balances. Average working capital represents a two-point average of working capital.

(3) Represents working capital at the end of the period divided by annualized net sales *(current quarter net sales x 4)*.

(4) Represents a two-point average of working capital divided by annualized net sales *(current quarter net sales x 4)*.

(5) Days calculations based on a two-point average.

The Clorox Company

Earnings (Losses) From Continuing Operations Before Interest and Taxes (EBIT), Earnings (Losses) From Continuing Operations Before Interest, Taxes, Depreciation and Amortization (EBITDA) [(1)]

Reconciliation of earnings (losses) from continuing operations before income taxes to EBIT and EBITDA

Dollars in millions and percentages based on rounded numbers

	FY 2010					FY 2011				
	Q1 9/30/09	Q2 12/31/09	Q3 3/31/10	Q4 6/30/10	FY 6/30/10	Q1 9/30/10	Q2 12/31/10	Q3 3/31/2011	Q4 6/30/11	FY 6/30/11
Earnings (losses) from continuing operations before income taxes	$ 217	$ 137	$ 209	$ 242	$ 805	$ 202	$ (112)	$ 219	$ 254	$ 563
Goodwill impairment [(2)]	-	-	-	-	-	-	258	-	-	258
Interest income	(1)	(1)	-	(1)	(3)	(1)	(1)	-	(1)	(3)
Interest expense	36	37	34	32	139	32	33	29	29	123
EBIT [(3)]	**252**	**173**	**243**	**273**	**941**	**233**	**178**	**248**	**282**	**941**
EBIT margin [(3)]	*19.3%*	*14.2%*	*18.9%*	*19.1%*	*18.0%*	*18.4%*	*15.1%*	*19.0%*	*19.0%*	*18.0%*
Depreciation and amortization	48	46	44	45	183	45	43	42	43	173
EBITDA [(4)]	**$ 300**	**$ 219**	**$ 287**	**$ 318**	**$ 1,124**	**$ 278**	**$ 221**	**$ 290**	**$ 325**	**$ 1,114**
EBITDA margin [(4)]	*23.0%*	*18.0%*	*22.3%*	*22.3%*	*21.5%*	*22.0%*	*18.7%*	*22.2%*	*21.9%*	*21.3%*
Net sales	$ 1,303	$ 1,215	$ 1,287	$ 1,429	$ 5,234	$ 1,266	$ 1,179	$ 1,304	$ 1,482	$ 5,231
Debt to EBITDA [(5)]					**2.5**					**2.3**
Total debt [(6)]					$2,795					$2,584

(1) In accordance with SEC's Regulation G, this schedule provides the definition of certain non-GAAP measures and the reconciliation to the most closely related GAAP measure. Management believes the presentation of EBIT, EBIT margin, EBITDA and EBITDA margin provides additional useful information to investors about current trends in the business.

Note: The Company calculates EBITDA for compliance with its debt covenants using net earnings.

(2) The goodwill impairment represents a $258 million noncash charge recognized in Q2 fiscal 2011 to adjust the carrying value of the goodwill related to the acquisition of Burt's Bees to estimated fair value.

(3) EBIT (a non-GAAP measure) represents earnings before income taxes (a GAAP measure), excluding interest income and interest expense, as reported above. EBIT margin is a measure of EBIT as a percentage of net sales.

(4) EBITDA (a non-GAAP measure) represents earnings before income taxes (a GAAP measure), excluding interest income, interest expense, depreciation and amortization, as reported above. EBITDA margin is a measure of EBITDA as a percentage of net sales.

(5) Debt to EBITDA (a non-GAAP measure) represents total debt divided by EBITDA.

(6) Total debt represents the sum of notes and loans payable, current maturities of long-term debt, and long-term debt.

The Clorox Company

Economic Profit (Unaudited) (1)

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

Dollars in millions and all calculations on a rounded basis	*Adjusted for discontinued operations*		*Includes the results of the Auto businesses*	*As previously reported*		
	FY11	**FY10**	**FY11 (2)**	**FY10**	**FY09**	**FY08**
Earnings from continuing operations before income taxes	**$ 563**	**$ 805**	**$ 677**	**$ 925**	**$ 811**	**$ 693**
Noncash restructuring-related and asset impairment costs (3)	264	4	264	4	10	48
Interest expense (4)	123	139	123	139	161	168
Earnings from continuing operations before income taxes, noncash restructuring-related and asset impairment costs, and interest expense	$ 950	$ 948	$ 1,064	$ 1,068	$ 982	$ 909
Adjusted after tax profit (5)	**$ 629**	**$ 619**	**$ 704**	**$ 697**	**$ 650**	**$ 604**
Average capital employed (6)	$ 2,618	$ 2,525	$ 3,037	$ 2,928	$ 3,045	$ 2,680
Capital charge (7)	**236**	**227**	**273**	**264**	**274**	**241**
Economic profit (8) (Adjusted after tax profit less capital charge)	**$ 393**	**$ 392**	**$ 431**	**$ 433**	**$ 376**	**$ 363**
% change over prior year	+0.3%	+12.6%	-0.5%	+15.2%	+3.6%	-4.2%

(1) 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 2011. EP represents profit generated over and above the cost of paying for assets used by the business to generate that profit.

(2) Economic profit to calculate fiscal year 2011 short-term incentive compensation includes the results of the Auto businesses (but excludes the net gain on sale), which were reclassified to discontinued operations in Q1 fiscal year 2011. The earnings from continuing operations before income taxes and total capital employed are adjusted accordingly.

(3) Noncash restructuring-related and asset impairment costs, which includes the noncash goodwill impairment charge of $258 million recognized in Q2 fiscal 2011 to adjust the carrying value of the goodwill related to the acquisition of Burt's Bees to estimated fair value, 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.

(4) Interest expense is added back to earnings because it is included as a component of the capital charge.

(5) 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 33.8%, 34.7% (34.8% as previously reported), 33.8%, and 33.6% in fiscal years 2011, 2010, 2009, and 2008, respectively.

(6) Total capital employed represents total assets less assets held for sale and non-interest bearing liabilities. Adjusted capital employed represents total capital employed adjusted to add back current year noncash restructuring-related and asset impairment. 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:

	Adjusted for discontinued operations		*Includes the results of the Auto businesses*	*As previously reported*		
	FY11	**FY10**	**FY11 (2)**	**FY10**	**FY09**	**FY08**
Total assets	$ 4,163	$ 4,548	$ 4,163	$ 4,555	$ 4,576	$ 4,712
Adjustments related to Auto businesses	-	(405)	434	-	-	-
Total assets adjusted for Auto businesses	4,163	4,143	4,597	4,555	4,576	4,712
Less:						
Accounts payable	423	409	423	410	381	418
Accrued liabilities	442	491	442	492	472	440
Income taxes payable	41	74	41	74	86	52
Other liabilities	619	677	619	677	640	632
Deferred income taxes	140	19	140	24	23	65
Non-interest bearing liabilities	1,665	1,670	1,665	1,677	1,602	1,607
Total capital employed	**2,498**	**2,473**	**2,932**	**2,878**	**2,974**	**3,105**
Non-cash restructuring-related and asset impairment costs	264	4	264	4	10	48
Adjusted capital employed	**$ 2,762**	**$ 2,477**	**$ 3,196**	**$ 2,882**	**$ 2,984**	**$ 3,153**
Average capital employed	**$ 2,618**	**$ 2,525**	**$ 3,037**	**$ 2,928**	**$ 3,045**	**$ 2,680**

(7) 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.

(8) EP represents earnings from continuing operations before income taxes, noncash restructuring-related and asset impairment costs, and interest expense, after tax, less a capital charge (as defined above).

The Clorox Company

Return on Invested Capital (Unaudited) [(1)]

Reconciliation of earnings from continuing operations before income taxes to return on invested capital (ROIC)

Dollars in millions and all calculations on a rounded basis

	FY11 [(2)]	FY10 [(2)]	*Including discontinued operations* FY10 [(3)]	FY09 [(2)(3)]
Earnings from continuing operations before income taxes	**$ 563**	**$ 805**	**$ 805**	**$ 709**
Earnings from discontinued operations before income taxes	-	-	120	102
Earnings before income taxes	**563**	**805**	**925**	**811**
Restructuring and asset impairment costs [(4)]	4	4	4	19
Non-cash goodwill impairment [(4)]	258	-	-	-
Interest expense [(5)]	123	139	139	161
Earnings from continuing operations before income taxes, restructuring and asset impairment costs, non-cash goodwill impairment, and interest expense	$ 948	$ 948	$ 1,068	$ 991
Adjusted after tax profit [(6)]	**$ 628**	**$ 619**	**$ 696**	**$ 656**
Adjusted average invested capital [(7)]	$2,684	$2,645	$ 3,049	$ 3,019
Return on invested capital [(8)]	**23.4%**	**23.4%**	**22.8%**	**21.7%**

(1) 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 return on invested capital (ROIC) provides additional information to investors about current trends in the business. ROIC is a measure of how effectively the company allocates capital. Beginning with fiscal year 2008, the company adopted a simplified ROIC calculation (see definition below).

(2) As disclosed in the fiscal 2011 Annual Report.

(3) Management believes ROIC calculated on earnings before income taxes for fiscal years 2010 and 2009, including discontinued operations, provides investors with historical information that helps quantify the impact of excluding discontinued operations from ROIC on a continuing operations basis.

(4) Noncash restructuring and asset impairment costs and the non-cash goodwill impairment charge of $258 for the Burt’s Bees business are added back to earnings and average invested capital to more closely reflect operating results.

(5) Interest expense is added back to earnings because it is factored in debt, a component of average invested capital (as defined below).

(6) Adjusted after tax profit represents earnings from continuing operations before income taxes, restructuring and asset impairment costs, the non-cash goodwill impairment charge and interest expense; after tax. The tax rate applied is the effective tax rate on continuing operations before the non-cash goodwill impairment charge, which was 33.8%, 34.7% and 33.5% in fiscal years 2011, 2010, and 2009, respectively. The difference between the fiscal year 2011 effective tax rate on continuing operations before the non-cash goodwill impairment charge and the effective tax rate on continuing operations of 49.0% is (16.0)% related to the non-deductible non-cash goodwill impairment charge and 0.8% for other tax effects related to excluding this charge.

(7) Average invested capital represents a five quarter average of total assets less non-interest bearing liabilities and assets held for sale. Adjusted average invested capital represents average invested capital adjusted to add back a five quarter average of cumulative, current-year after-tax restructuring and asset impairment costs. See below for details of the adjusted average invested capital calculation:

(amounts shown below are five quarter averages)	FY11 (2)	FY10 (2)	*Including discontinued operations* FY10 (3)	FY09 (2)(3)
Total Assets	$ 4,343	$ 4,585	$ 4,592	$ 4,548
Less: non-interest bearing liabilities	(1,638)	(1,538)	(1,545)	(1,534)
Less: assets held for sale	(175)	(404)	-	-
Average invested capital	**2,530**	**2,643**	**3,047**	**3,014**
Cumulative after-tax restructuring and asset impairment costs	154	2	2	5
Adjusted average invested capital	**$ 2,684**	**$ 2,645**	**$ 3,049**	**$ 3,019**

(8) ROIC is calculated as earnings from continuing operations before income taxes, excluding restructuring and asset impairment costs, non-cash goodwill impairment and interest expense, computed on an after-tax basis as a percentage of adjusted average invested capital (as defined above).

The Clorox Company
Updated: 8-3-11

U.S. Pricing Actions from CY2008 - CY2011

Brand / Product	Average Price Change	Effective Date
Home Care		
Pine-Sol® cleaners	+13%	May 2008
Clorox Clean-Up® cleaners	+8%	August 2008
Formula 409®, Tilex®, and Clorox® Disinfecting Bathroom cleaners	+12%	August 2008
Liquid-Plumr® products	+9%	August 2008
Clorox® Toilet Bowl Cleaner and Clorox® ToiletWand™ products	+8 to +13%	August 2008
Green Works® cleaners	-7 to -21%	May 2010
Formula 409®	+6%	August 2011
Clorox Clean-Up® cleaners	+8%	August 2011
Clorox® Toilet Bowl Cleaner	+5%	August 2011
Laundry		
Clorox® liquid bleach	+10%	August 2008
Green Works® liquid detergent	approx. -30%	May 2010
Clorox® liquid bleach	+12%	August 2011
Clorox 2® stain fighter and color booster	+5%	August 2011
Glad		
Glad® trash bags	+7%	February 2008
GladWare® disposable containers	+7%	February 2008
Glad® trash bags	+10%	October 2008
Glad® trash bags	-10%	December 2008
GladWare® disposable containers	-7%	April 2009
Glad® trash bags	-7%	May 2009
Glad® trash bags	+5%	August 2010
Glad® trash bags	+10%	May 2011
Glad® wraps	+7%	August 2011
Litter		
Cat litter	+7 to +8%	August 2008
Cat litter	-8 to -9%	March 2010
Food		
Hidden Valley Ranch® salad dressing	+7%	August 2008
Hidden Valley Ranch® salad dressing	+7%	August 2011
Charcoal		
Charcoal	+6%	January 2008
Charcoal and lighter fluid	+7 to +16%	January 2009

Notes:
- Individual SKUs vary within the range.
- This communication reflects pricing actions on primary items.