

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.