

The Clorox Company

Supplemental Information – Gross Margin Drivers

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

Driver		Gross Margin Change vs. Prior Year (basis points)						
	FY10	FY11					FY12	
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Cost Savings	+180	+200	+180	+180	+110	+170	+160	+180
Price Changes	+90	+80	+100	+60	+70	+80	+170	+240
Market Movement (commodities)	+30	-180	-150	-150	-170	-160	-320	-240
Manufacturing & Logistics ⁽¹⁾	-30	+20	-60	-70	-40	-30	-220	-170
All other ⁽²⁾	-140	-160	-250	-70	-50	-140	-40	-30
Change vs prior year	+130	-40	-180	-50	-80	-80	-250	-20
<i>Gross Margin (%)</i>	<i>44.3%</i>	<i>44.3%</i>	<i>41.7%</i>	<i>44.1%</i>	<i>43.5%</i>	<i>43.5%</i>	<i>41.7%</i>	<i>41.5%</i>

(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.