

*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

	<u>Q4 Fiscal 2013</u>	<u>Q4 Fiscal 2012</u>
<b>Base sales growth – non-GAAP</b>	1.3%	3.2%
Foreign exchange	-0.9	-0.8
Acquisitions	<u>--</u>	<u>1.6</u>
<b>Total sales growth – GAAP</b>	<u><u>0.4%</u></u>	<u><u>4.0%</u></u>

#### Fiscal Year Sales Growth Reconciliation

	<u>Fiscal 2013</u>	<u>Fiscal 2012</u>
<b>Base sales growth – non-GAAP</b>	2.7%	3.8%
Foreign exchange	-0.6	-0.2
Acquisitions	<u>0.7</u>	<u>0.9</u>
<b>Total sales growth – GAAP</b>	<u><u>2.8%</u></u>	<u><u>4.5%</u></u>

## Fourth-Quarter EBIT<sup>(1)</sup> Margin Reconciliation

	<b>Q4 Fiscal 2013</b>	<b>Q4 Fiscal 2012</b>
<b>Earnings from continuing operations before income taxes – GAAP</b>	<b>\$269</b>	<b>\$251</b>
Interest Income	-1	-1
Interest Expense	26	33
<b>EBIT<sup>(1)</sup> – non-GAAP</b>	<b>\$294</b>	<b>\$283</b>
EBIT margin <sup>(2)</sup> – non-GAAP	19.0%	18.4%
Net Sales	\$1,547	\$1,541

## Fiscal Year EBIT<sup>(1)</sup> Margin Reconciliation

	<b>Fiscal 2013</b>	<b>Fiscal 2012</b>
<b>Earnings from continuing operations before income taxes – GAAP</b>	<b>\$853</b>	<b>\$791</b>
Interest Income	-3	-3
Interest Expense	122	125
<b>EBIT<sup>(1)</sup> – non-GAAP</b>	<b>\$972</b>	<b>\$913</b>
EBIT margin <sup>(2)</sup> – non-GAAP	17.3%	16.7%
Net Sales	\$5,623	\$5,468
Depreciation and Amortization	\$182	\$178
<b>EBITDA<sup>(3)</sup>- non-GAAP</b>	<b>\$1,154</b>	<b>\$1,091</b>
<b>Debt to EBITDA<sup>(4)</sup></b>	<b>2.1</b>	<b>2.5</b>
Total Debt <sup>(5)</sup>	\$2,372	\$2,721

(1) EBIT represents Earnings from Continuing Operations Before Interest and Taxes

(2) EBIT margin is a measure of EBIT as a percentage of net sales.

(3) EBITDA represents Earnings from Continuing Operations Before Interest, Taxes and Depreciation and Amortization.

(4) Debt to EBITDA represents total debt divided by EBITDA.

Note: The Company calculates EBITDA for compliance with its debt covenants using earnings from continuing operations for the trailing four quarters, as contractually defined.

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

**For Gross Margin Drivers, please refer to the Supplemental Information: Gross Margin Driver page in the Financial Results section of the company's website [TheCloroxCompany.com](http://TheCloroxCompany.com).**