

Supplemental Information – Volume Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY12					FY13					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning ⁽¹⁾	-1%	0%	7%	5%	2%	4%	13%	1%	-4%	3%	Q4 decrease driven by lower shipments of Clorox [®] disinfecting wipes, and Clorox [®] 2 partially offset by higher shipments in the Professional Products business and of Clorox [®] bleach.
Household	5%	1%	2%	-2%	1%	-7%	1%	-4%	-1%	-3%	Q4 decrease driven by lower shipments in the Charcoal business, partially offset by higher shipments of cat litter products and Glad [®] premium trash bags.
Lifestyle	5%	2%	4%	2%	3%	-1%	7%	1%	0%	2%	Q4 flat volume driven by higher shipments of Hidden Valley [®] products; offset by lower shipments of Brita [®] products.
International	4%	-1%	1%	3%	2%	-2%	-3%	1%	-6%	-2%	Q4 decrease driven by the exit of the non-strategic export business and lower shipments in Canada and Argentina.
Total Company	2%	0%	4%	2%	2%	-1%	5%	0%	-3%	0%	

Supplemental Information – Sales Growth

Reportable Segments	% Change vs. Prior Year										Major Drivers of Change
	FY12					FY13					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Cleaning ⁽¹⁾	-2%	5%	10%	7%	5%	8%	15%	2%	-1%	5%	Q4 variance between volume and sales driven by the benefit of favorable product mix and price increases.
Household	3%	4%	6%	3%	4%	-3%	7%	-1%	2%	1%	Q4 variance between volume and sales driven by the benefit of price increases.
Lifestyle	6%	6%	10%	3%	6%	1%	8%	2%	2%	3%	Q4 sales outpaced volume due to the benefit of price increases.
International	10%	0%	4%	3%	4%	3%	3%	2%	-1%	2%	Q4 variance between volume and sales driven by the benefit of price increases and favorable product mix, partially offset by unfavorable foreign currency exchange rates.
Total Company	3%	4%	7%	4%	5%	3%	9%	1%	0%	3%	

⁽¹⁾ The Cleaning reportable segment includes the December 2011 acquisitions of HealthLink and Aplicare, Inc.