

The tables below present the reconciliation of non-GAAP financial measures to the most directly comparable financial measures calculated in accordance with GAAP and other supplemental information. See “Non-GAAP Financial Information” above for further information regarding the company’s use of non-GAAP financial measures.

Second-Quarter and Fiscal Year-to-Date Sales Growth Reconciliation

	Q2 Fiscal 2014	Q2 Fiscal 2013	Q2 YTD Fiscal 2014	Q2 YTD Fiscal 2013
Non-GAAP Sales Growth	2.3%	7.1%	3.0%	4.3%
Foreign exchange	-1.9	-0.1	-1.8	-0.4
Acquisitions	--	1.5	--	1.5
Total sales growth – GAAP	0.4%	8.5%	1.2%	5.4%

Fiscal Year 2013 EBIT⁽¹⁾ Margin Reconciliation

	FY Fiscal 2013
Earnings from continuing operations before income taxes – GAAP	\$853
Interest Income	-3
Interest Expense	122
EBIT⁽¹⁾ – non-GAAP	\$972
EBIT margin ⁽²⁾ – non-GAAP	17.3%
Net Sales	\$5,623

(1) EBIT represents earnings from continuing operations before interest and taxes.

(2) EBIT margin is the ratio of EBIT to net sales.

Fiscal Year 2013 Free Cash Flow Reconciliation

	FY Fiscal 2013
Net cash provided by continuing operations – GAAP	\$777
Less: Capital expenditures	<u>194</u>
Free cash flow – non-GAAP	<u>\$583</u>
<i>Free cash flow as a percent of sales – non-GAAP</i>	<i>10.4%</i>
Net sales	\$5,623

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.