

Supplemental Information – Volume Growth

Reportable Segment	% Change vs. Prior Year										Major Drivers of Change
	FY13					FY14					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD		
Cleaning ⁽¹⁾	4%	13%	1%	-4%	3%	0%	3%	-5%	-1%		Q3 volume decrease driven by lower shipments of Clorox [®] disinfecting wipes, partially offset by higher shipments in the Professional Products business.
Household	-7%	1%	-4%	-1%	-3%	2%	-1%	5%	2%		Q3 volume increase driven by higher shipments of Glad [®] trash products, and higher shipments of Kingsford [®] charcoal products.
Lifestyle	-1%	7%	1%	0%	2%	4%	-1%	-1%	1%		Q3 volume decrease driven by lower shipments of Brita [®] products, partially offset by higher shipments of Hidden Valley [®] products.
International	-2%	-3%	1%	-6%	-2%	0%	2%	1%	1%		Q3 volume increase driven by higher shipments in certain countries in Latin America and Southeast Asia, partially offset by lower shipments in Australia and Venezuela.
Total Company	-1%	5%	0%	-3%	0%	1%	1%	-1%	1%		

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

Supplemental Information – Sales Growth

Reportable Segment	% Change vs. Prior Year										Major Drivers of Change
	FY13					FY14					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD		
Cleaning ⁽¹⁾	8%	15%	2%	-1%	5%	1%	2%	-4%	0%		Q3 variance between volume and sales driven by favorable mix.
Household	-3%	7%	-1%	2%	1%	5%	-1%	4%	2%		Q3 variance between volume and sales driven by unfavorable mix and higher trade-promotion spending.
Lifestyle	1%	8%	2%	2%	3%	5%	0%	-3%	0%		Q3 variance between volume and sales driven by higher trade-promotion spending.
International	3%	3%	2%	-1%	2%	-3%	1%	-6%	-2%		Q3 variance between volume and sales driven by unfavorable foreign currency exchange rates, partially offset by the benefit of price increases and favorable mix.
Total Company	3%	9%	1%	0%	3%	2%	0%	-2%	0%		

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