

Supplemental Information – Balance Sheet
(Unaudited)
As of March 31, 2014

Working Capital Update

	Q3		Change (\$ millions)	Days ⁽⁵⁾ FY 2014	Days ⁽⁵⁾ FY 2013	Change
	FY 2014 (\$ millions)	FY 2013 (\$ millions)				
Receivables, net	\$551	\$562	-\$11	34	34	--
Inventories, net	\$447	\$454	-\$7	51	49	+2
Accounts payable ⁽¹⁾	\$388	\$390	-\$2	43	41	+2
Accrued liabilities	\$481	\$503	-\$22			
Total WC ⁽²⁾	\$287	\$249	+\$38			
Total WC % net sales ⁽³⁾	5.2%	4.4%				
Average WC ⁽²⁾	\$304	\$244	+\$60			
Average WC % net sales ⁽⁴⁾	5.5%	4.3%				

Receivables: Receivables lower primarily due to declining foreign currencies.

Accrued Liabilities: Accrued Liabilities lower primarily due to lower current year employee incentive compensation accruals.

- (1) Days of accounts payable is calculated as follows: average accounts payable / [(cost of products sold + change in inventory) / 90].
- (2) Working capital (WC) is defined in this context as current assets minus current liabilities excluding cash, assets held for sale, and short-term debt, based on end of period balances. Average working capital represents a two-point average of working capital.
- (3) Represents working capital at the end of the period divided by annualized net sales (*current quarter net sales x 4*).
- (4) Represents a two-point average of working capital divided by annualized net sales (*current quarter net sales x 4*).
- (5) Days calculations based on a two-point average.

Supplemental Information – Cash Flow
(Unaudited)
For the quarter ended March 31, 2014

Capital expenditures for the third quarter were \$25 million versus \$32 million in the year-ago quarter.

Depreciation and amortization for the third quarter was \$44 million versus \$46 million in the year-ago quarter.

Net cash provided by continuing operations in the third quarter was \$222 million, or 16 percent of sales.

Supplemental Information – Fiscal Year to Date Free Cash Flow Reconciliation

	Q3 Fiscal YTD 2014	Q3 Fiscal YTD 2013
Net cash provided by continuing operations – GAAP	\$434	\$486
Less: Capital expenditures	88	134
Free cash flow – non-GAAP ⁽¹⁾	\$346	\$352
<i>Free cash flow as a percent of sales – non-GAAP ⁽¹⁾</i>	8.5%	8.6%
Net sales	\$4,080	\$4,076

- (1) In accordance with the SEC's Regulation G, this schedule provides the definition of certain non-GAAP measures and the reconciliation to the most closely related GAAP measure. Management uses free cash flow and free cash flow as a percent of sales to help assess the cash generation ability of the business and funds available for investing activities, such as acquisitions, investing in the business to drive growth, and financing activities, including debt payments, dividend payments and share repurchases. Free cash flow does not represent cash available only for discretionary expenditures, since the Company has mandatory debt service requirements and other contractual and non-discretionary expenditures. In addition, free cash flow may not be the same as similar measures provided by other companies due to potential differences in methods of calculation and items being excluded.