

Gross Profit Margin Roll Forward

(% to sales)

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|--|-------|
| 2015 Q4 Gross Profit Margin** | 59.0% |
| Pricing | 1.1% |
| Restructuring and Funding the Growth Savings | 2.3% |
| Material Prices | -1.4% |
| All Other | -0.2% |
| 2016 Q4 Gross Profit Margin** | 60.8% |

**Ex-items.