



Supplemental Information – Volume Growth

Business Segment	% Change vs. Prior Year										Major Drivers of Change
	FY07					FY08					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD		
North America ⁽¹⁾	-1%	-3%	8%	0%	1%	5%	6%	4%	5%	Q3 increase primarily driven by acquisition of Burt's Bees; new products, including Green Works; strong results in Brita; and continued growth in cat litter. These were partially offset by weather-related declines in the company's seasonal businesses; and lower shipments of Glad products due to increased pricing and exiting the private-label food bags business.	
International	1%	10%	13%	12%	9%	11%	6%	4%	7%	Q3 increase primarily driven by solid results in Latin America due to the bleach business acquisition and category growth.	
Total Company	-1%	-1%	8%	2%	2%	6%	6%	4%	5%		

Supplemental Information – Sales Growth

Business Segment	% Change vs. Prior Year										Major Drivers of Change
	FY07					FY08					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD		
North America ⁽¹⁾	5%	3%	6%	-1%	3%	5%	6%	8%	6%	Q3 growth primarily driven by increased shipments, the benefit of price increases, favorable Canadian currency, and improved mix.	
International	4%	9%	16%	21%	12%	18%	17%	14%	16%	Q3 growth primarily driven by increased shipments, favorable currency, the benefit of price increases, and improved mix.	
Total Company	5%	3%	7%	2%	4%	7%	8%	9%	8%		

⁽¹⁾ North America includes U.S. and Canadian results and the worldwide Burt's Bees business.