

Supplemental Information – Gross Margin Drivers

The table below provides details on the drivers of gross margin change versus the prior year.

Driver	Gross Margin Change vs. Prior Year (basis points)							
	FY11	FY12					FY13	
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Cost Savings	+170	+160	+180	+160	+150	+160	+170	+190
Price Changes	+80	+170	+240	+250	+230	+220	+160	+120
Market Movement (commodities) <sup>(1)</sup>	-160	-320	-240	-200	-110	-220	-10	-10
Manufacturing & Logistics <sup>(1)</sup>	-30	-220	-170	-200	-140	-180	-70	-200
All other	-140	-40	-30	-190	-210	-120	-140	-
<b>Change vs prior year</b>	<b>-80</b>	<b>-250</b>	<b>-20</b>	<b>-180</b>	<b>-80</b>	<b>-140</b>	<b>+110</b>	<b>+100</b>

<i>Gross Margin (%)</i>	43.5%	41.8%	41.5%	42.3%	42.7%	42.1%	42.9%	42.5%
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(1) Market Movement (commodities) beginning in Q1 FY13 includes the change in the cost of diesel fuel. In FY11 and FY12, the change in the cost of diesel fuel is included in Manufacturing & Logistics.