



The Clorox Company

Adjusted Operating Profit

Reconciliation schedule of adjusted operating profit to earnings from continuing operations before income taxes

In millions

	<u>Three months ended</u>		<u>Nine months ended</u>	
	<u>3/31/06</u>	<u>3/31/05</u>	<u>3/31/06</u>	<u>3/31/05</u>
Net sales	\$1,157	\$1,086	\$3,325	\$3,134
Gross profit	\$ 480	\$ 454	\$1,382	\$1,342
Gross margin (1)	41.5 %	41.8%	41.6%	42.8 %
Adjusted operating expenses (2)	\$ 277	\$ 267	\$ 842	\$ 770
Adjusted operating profit (3)	\$ 203	\$ 187	\$ 540	\$ 572
Adjusted operating profit margin (1)	17.5 %	17.2 %	16.2 %	18.3 %
Restructuring and asset impairment costs	\$ -	\$ 5	\$ 1	\$ 37
Interest expense	\$ 33	\$ 27	\$ 95	\$ 52
Other expense (income), net	\$ 2	\$ 18	\$ 2	(\$ 15)
Earnings from continuing operations before income taxes	\$ 168	\$ 137	\$ 442	\$ 498

(1) Percentages based on rounded numbers

(2) Adjusted operating expenses = selling and administrative expenses, advertising costs and research and development costs

In accordance with SEC's Regulation G, this schedule provides the definition of a non-GAAP measure and the reconciliation to the most closely related GAAP measure.

(3) Adjusted operating profit (a non-GAAP measure) represents earnings from continuing operations before income taxes (a GAAP measure), excluding restructuring and asset impairment costs, interest expense and other expense (income), net, as reported in the Condensed Consolidated Statements of Earnings (Unaudited). Adjusted operating profit margin is a measure of adjusted operating profit as a percentage of net sales.

Management believes the presentation of adjusted operating profit and margin provides additional useful information to investors about current trends in the business. Adjusted operating profit is a component for the calculation of management incentive compensation and employee profit sharing plans.