

The Clorox Company

Supplemental Volume Growth Information

Business Unit	% Change vs. Prior Year							
	FY03					FY04		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	
Laundry Care	3%	-4%	-3%	1%	0%	2%	14%	
Home Care	20%	11%	-3%	-1%	6%	-2%	-1%	
Water Filtration	11%	4%	14%	0%	8%	-13%	-2%	
Bags & Wraps	-1%	6%	5%	11%	5%	11%	9%	
Total Household Products - North America	7%	3%	-2%	2%	2%	1%	5%	
<i>Household, excluding divestitures</i>	9%	5%	0%	2%	4%	1%	5%	
Seasonal Products	0%	-9%	5%	1%	1%	5%	6%	
<i>Seasonal, excluding divestitures</i>	8%	5%	10%	2%	6%	8%	8%	
Cat Litter	-3%	3%	2%	1%	1%	6%	5%	
<i>Cat Litter, excluding divestitures</i>	-2%	7%	13%	10%	7%	17%	13%	
Auto Care	0%	-1%	7%	-3%	1%	-11%	-5%	
Dressings & Sauces	15%	12%	7%	16%	12%	15%	10%	
Total Specialty Products	2%	2%	5%	3%	3%	4%	4%	
<i>Specialty, excluding divestitures</i>	4%	6%	9%	5%	6%	7%	7%	
Total Household Products - Latin America/Other	-7%	-9%	-4%	3%	-4%	4%	5%	
<i>LatAm/Other, excluding divestitures</i>	-6%	-8%	-4%	4%	-3%	5%	5%	
Total Clorox	3%	1%	0%	2%	2%	2%	4%	
<i>Total, excluding divestitures</i>	5%	3%	2%	4%	4%	3%	6%	
<i>Total North America, excl. divestitures</i>	7%	5%	3%	3%	5%	3%	6%	

Major drivers of change - Q2

Clorox Bleach Pen launch and higher merchandising support for *Clorox* liquid bleach.

Competitive activity against *Clorox ReadyMop* and category softness for *Pine-Sol*, offset by new products and strong *Clorox* disinfecting wipes shipments.

Comparison against strong year-ago merchandising activities offset by faucet mount growth and distribution gains.

Glad Press 'n Seal launch and record *Glad* trash bag shipments behind distribution gains and merchandising activities.

Record charcoal shipments behind increased distribution and merchandising support.

Record shipments of *Fresh Step* and *Scoop Away* litter brands driven by distribution gains and merchandising support.

Competitive activity and discontinuation of private label in the performance category, partially offset by increased *Armor All* shipments.

Record shipments of *Hidden Valley* bottled salad dressing and *K C Masterpiece* barbecue sauce behind successful merchandising and advertising support.

More stable political and economic environment in Latin America and distribution gains and market expansion in Asia Pacific.

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Supplemental Balance Sheet and Cash Flow Information – Preliminary* (unaudited)
For the quarter ended December 31, 2003

Working Capital (WC) Update

	Q2 '04 (\$ million)	Q2 '03 (\$ million)	Change (\$ million)	Days '04	Days '03	Change
Receivables, net	345	327	+18	34	34	0 days
Inventories	305	274	+31	49	47	+2 days
Accounts payable	235	260	-25	41	47	-6 days
Accrued liabilities	522	460	+62			
Total WC ⁽¹⁾	-77	-91	+14			
Avg WC% Net sales ⁽²⁾	-1.9%	-2.0%	+0.1 pts			

- Receivables were higher due to increased volume.
- Inventory was higher due to normalization of charcoal inventory levels.
- Accounts payable decreased due to prior year outstanding invoices associated with Delta Phase I implementation costs.
- Accrued liabilities increased as a result of higher tax-related and other accruals.

Depreciation and amortization was \$48 million

Cash provided by operations

- Preliminary net cash provided by operations was \$188 million, 20 percent of net sales and 6 percent below the year-ago quarter.

Capital expenditures were \$44 million

- \$32 million related to infrastructure improvements, cost savings and new products.
- \$12 million for process and systems implementation ("Project Delta").

Share repurchases

- This quarter the company repurchased a total of about 1.6 million shares at a cost of \$73 million.

*Preliminary estimates. Final numbers will be published in our Form 10-Q.

⁽¹⁾Current assets minus current liabilities excluding cash and short term debt.

⁽²⁾Based on a two points average working capital divided by annualized net sales (*current quarter Net sales x 4*).