



FY21 Q4 Investor Presentation

SAFE HARBOR

Except for historical information, matters discussed in this presentation, including statements about the Company's future volume, sales, organic sales growth, costs, cost savings, earnings, earnings attributable to the Company, earnings per share, diluted earnings per share, margins, foreign currencies, foreign currency exchange rates, tax rates, cash flows, plans, objectives, expectations, growth or profitability, are forward-looking statements based on management's estimates, beliefs, assumptions and projections. Important factors that could affect performance and cause results to differ materially from management's expectations are described in the Company's most recent Form 10-K filed with the SEC, as updated from time to time in the Company's SEC filings. Those factors include, but are not limited to, risks related to competition in the Company's markets; impact of the changing retail environment, including the growth of alternative retail channels and business models, and changing consumer preferences; the impact of COVID-19 on the availability of, and efficiency of the supply, manufacturing and distribution systems for, the Company's products; volatility and increases in commodity, energy, transportation, labor and other costs; long-term changes in consumer preference for the Company's products as a result of any near-term shortages of any of its products; risks relating to supply chain issues and product shortages as a result of reliance on a limited base of suppliers and the significant increase in demand for disinfecting and other products due to COVID-19; dependence on key customers; information technology security breaches or cyber attacks; risks relating to acquisitions, new ventures and divestitures, and associated costs, including for asset impairment charges, in particular the impairment charges relating to the carrying value of the Company's Vitamins, Minerals and Supplements business; effects of inflationary pressures; government regulations; the Company's business reputation and the reputation of its brands and products; political, legal and tax risks; changes in U.S. tax, immigration or trade policies, including tariffs, and economic and financial market conditions; the Company's ability to drive sales growth and increase market share; international operations and international trade, including price controls, foreign currency fluctuations and devaluations and foreign currency exchange rate controls, labor claims and labor unrest, and the impact of the United Kingdom's exit from the European Union; the facilities of the Company and its suppliers being subject to disruptions; the ability of the Company to innovate, to develop commercially successful products and to implement cost savings; product liability claims, labor claims and other legal proceedings; the success of the Company's business strategies; the venture agreement with P&G related to the Company's Glad® business; the Company's ability to attract and retain key personnel; environmental matters, increased focus on sustainability issues, including those related to climate change; the Company's ability to assert and defend its intellectual property rights; and the impacts of potential stockholder activism.



CONTENTS

Key Sections

Slide

- Who We Are 4
- Financial Performance 15
- IGNITE Strategy 25
- Accelerating Growth 39
- Appendix 45





WHO WE ARE

CHOICEFUL, DISCIPLINED PLAYBOOK

Leading brands
loved by consumers

Purposeful & targeted
in **where we play**

**ECONOMIC
PROFIT**

Deeply rooted
discipline sustains
operational excellence

Purpose-driven growth:
ESG integration as a
competitive advantage



DIVERSE, U.S.-CENTRIC PORTFOLIO

FY21 RESULTS



- 30% CLEANING
- 7% PROFESSIONAL PRODUCTS
- 4% VITAMINS, MINERALS and SUPPLEMENTS



- 11% BAGS AND WRAPS
- 7% CAT LITTER
- 9% GRILLING



- 9% FOOD PRODUCTS
- 3% WATER FILTRATION
- 4% NATURAL PERSONAL CARE



- AFRICA
- ASIA
- AUSTRALIA
- CANADA
- EUROPE
- LATIN AMERICA
- MIDDLE EAST
- NEW ZEALAND

\$7.3B
NET SALES

26+
COUNTRY /
TERRITORY
OPERATIONS

9,000
EMPLOYEES

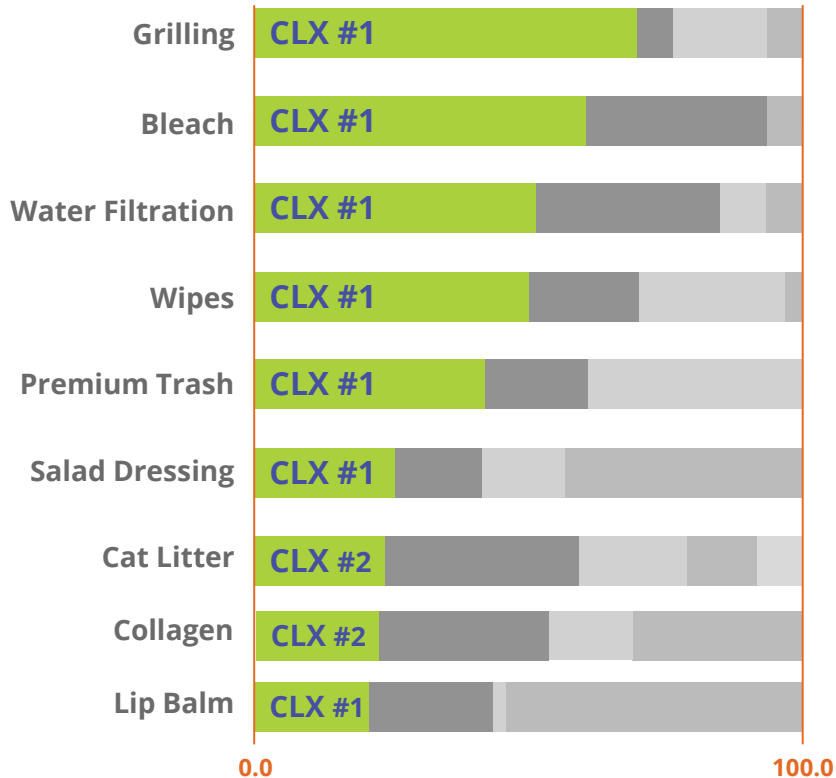
100+
MARKETS

LEADING BRANDS LOVED BY OUR CONSUMERS

- Over **80%** of our global portfolio from #1 and #2 share brands
- **Majority** of our portfolio has superior consumer value
- Accelerating growth with **purpose-driven brands**



BIG-SHARE BRANDS, MID-SIZED CATEGORIES



- Categories that are more **rational** and less crowded with **multinationals**
- Grow categories with deep **consumer insights & world-class capabilities**
- Drive **profitable growth** for Clorox and our customers



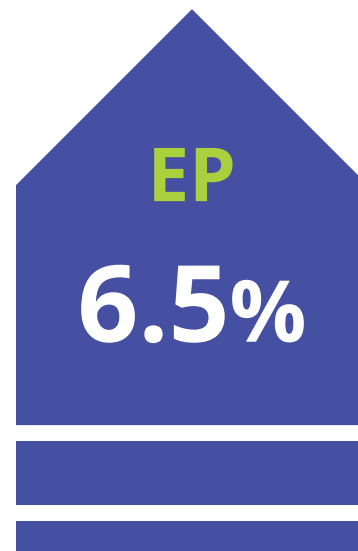
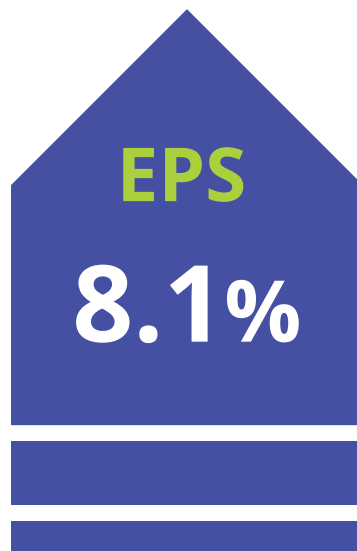
OPERATIONAL EXCELLENCE

Our leading brands, world-class capabilities and deeply rooted discipline drive **operational excellence**



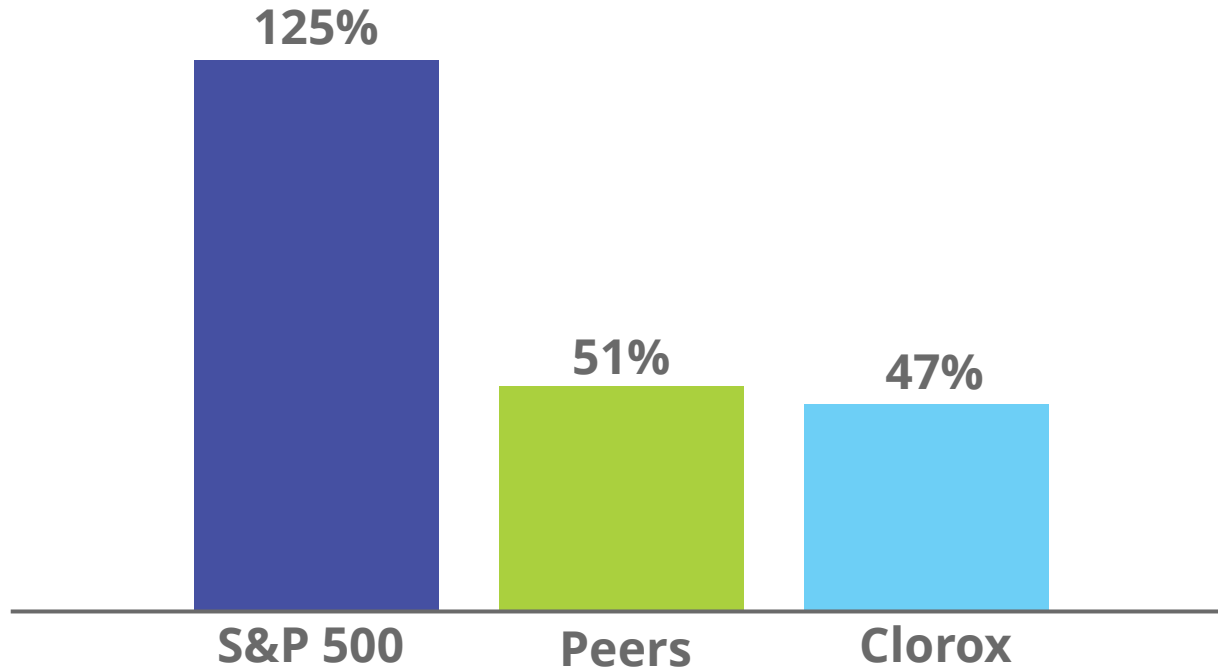
STRONG FINANCIAL RESULTS

FY16 TO FY21 CAGR



TOTAL SHAREHOLDER RETURNS

FY16 TO FY21



STRONG VALUE FOR SOCIETY



PERFORMANCE

+5% Sales
CAGR FY16-21

+8.1% EPS
CAGR FY16-21

+6.5% EP
CAGR FY16-21



PEOPLE

87% Employee
engagement

Top-tier diversity

World-class safety



PRODUCTS

76% to goal of 100%
packaging recyclable,
reusable, compostable
by 2025

56% to goal of zero
waste to landfill for
plants by 2025



PLANET

100% Renewable
energy in US and
Canada achieved Jan
2021

**Science-based
Targets including
Scope 3 emissions**
submitted to SBTi
June 2021



PURPOSE

\$12M in cash
grants and cause
marketing donations

\$8M Product
donations



STRONG RESULTS THE RIGHT WAY

#24
100 Most Sustainable Companies in America 2020
BARRON'S

#33
Wall Street Journal Management Top 250 2020
DRUCKER INSTITUTE



#54
America's Most Just Companies 2020
FORBES



Best Companies for Women to Advance 2020
PARITY.ORG

#2
Most Essential Company in U.S. 2020
THE HARRIS POLL

#1
Axios Harris Poll 100 Reputation Rankings 2020
THE HARRIS POLL

#118
America's Best Employers for Diversity 2020
FORBES

#33
America's Most Responsible Companies 2020
NEWSWEEK



IGNITE STRATEGY

Purpose

We champion **people** to be well & thrive every single day

Vision

Exceptional innovators who earn people's enduring loyalty

Objectives

Maximize economic profit

Purpose-driven growth — profitable, sustainable, and responsible

Strategy

Fuel growth in our brands

Innovate brand and shopping **experiences** of the future

Reimagine how we **work**

Evolve our **portfolio**





Financial Performance



FY21 PERFORMANCE & OUTLOOK

	<u>FY21</u>	<u>FY22 Outlook</u> <u>(As of August 3 Earnings Call)</u>
Sales (vs year ago)	9% (OSG +9%)	-6% to -2% (OSG -6% to -2%)
Adjusted EPS (vs year ago)	\$7.25 (-2%)	\$5.40 to \$5.70 (-26% to -21%)

Organic sales growth (OSG) is defined as GAAP net sales growth excluding the effect of foreign exchange rate changes and any acquisitions and divestitures. See reconciliation on page 51. Management believes that the presentation of organic sales growth/(decrease) outlook is useful to investors because it excludes sales from any acquisitions and divestitures, which results in a comparison of sales only from the businesses that the company was operating and expect to operate throughout the relevant period, and the Company's estimate of the impact of foreign exchange rate changes, which are difficult to predict, and out of the control of the Company and management. However, organic sales growth outlook may not be the same as similar measures provided by other companies due to potential differences in methods of calculation and items being excluded.

Adjusted EPS is defined as diluted earnings per share that excludes or has otherwise been adjusted for significant items that are nonrecurring or unusual. Adjusted EPS is supplemental information that management uses to help evaluate the company's historical and prospective financial performance. Management believes that by adjusting for certain non-recurring or unusual items, such as significant losses/(gains) related to acquisitions and impairment charges, investors and management are able to gain additional insight into the company's underlying operating performance on a consistent basis over time. However, adjusted EPS may not be the same similar measures provided by other companies due to potential differences in methods of calculation or differences in which items are incorporated into these adjustments. See reconciliation on pages 52, 53.



IGNITE STRATEGY FINANCIAL GOALS

Original IGNITE Annual Goals

NEW Annual Goals*

Sales Growth

+2% to 4%

+3% to 5%

EBIT Margin Improvement

+25 to 50 bps

+25 to 50 bps

Free Cash Flow % of Sales

11% to 13%

11% to 13%

***Raised annual sales growth goal in February 2021**

EBIT (a non-GAAP measure) represents before income taxes (a GAAP measure), excluding interest income & interest expense.

EBIT margin is a measure of EBIT as a percentage of sales.

Free Cash Flow (a non-GAAP measure) represents Net Cash less Capital Expenditures.

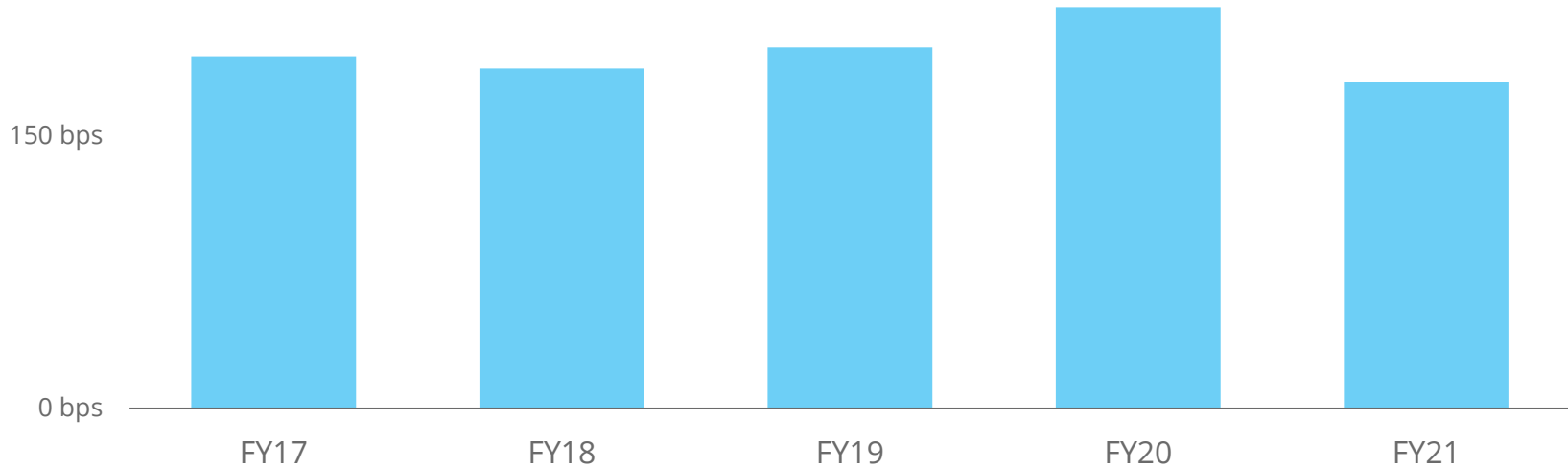
See reconciliation in the supplemental financial schedules located at: <https://investors.thecloroxcompany.com/investors/financial-information/quarterly-results/default.aspx>



STRONG TRACK RECORD OF COST SAVINGS

COST SAVINGS TARGET +175BPS

EBIT Margin Benefit From Cost Savings



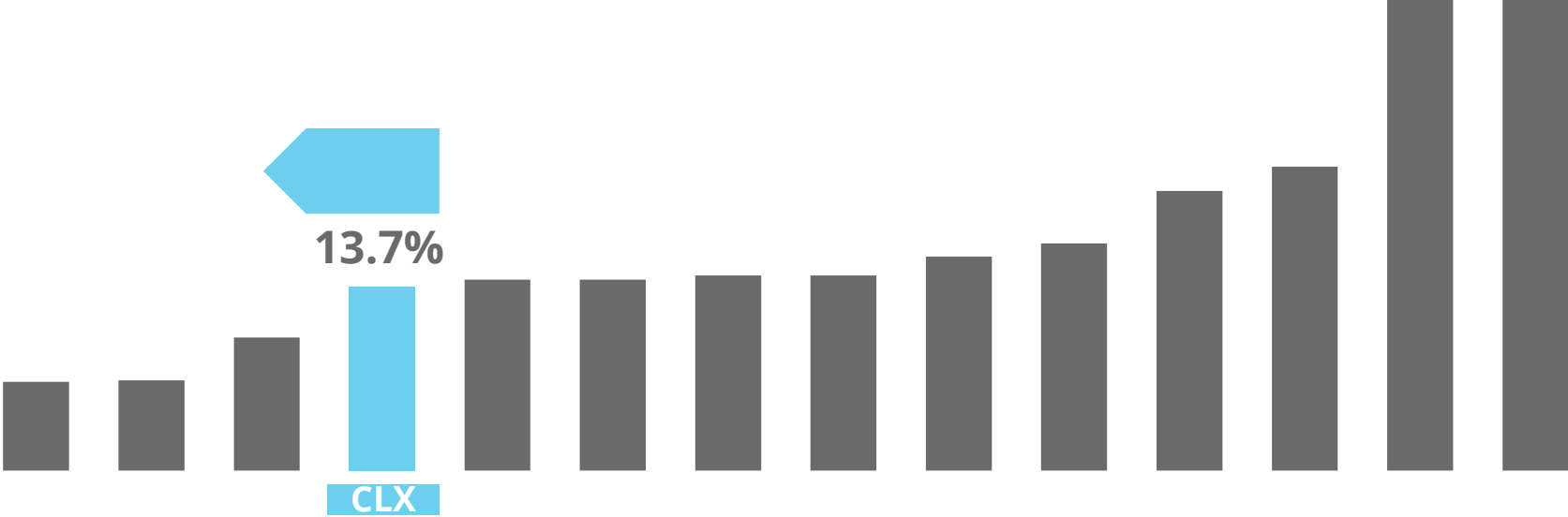
EBIT (a non-GAAP measure) represents earnings before income taxes (a GAAP measure), excluding interest income & interest expense. EBIT margin is a measure of EBIT as a percentage of net sales. See reconciliation in the supplemental financial schedules located at: <https://investors.thecloroxcompany.com/investors/financial-information/quarterly-results/default.aspx>



MORE OPPORTUNITY TO DRIVE S&A PRODUCTIVITY

REIMAGINING HOW WE WORK TO CREATE FUEL FOR GROWTH

S&A % of Sales

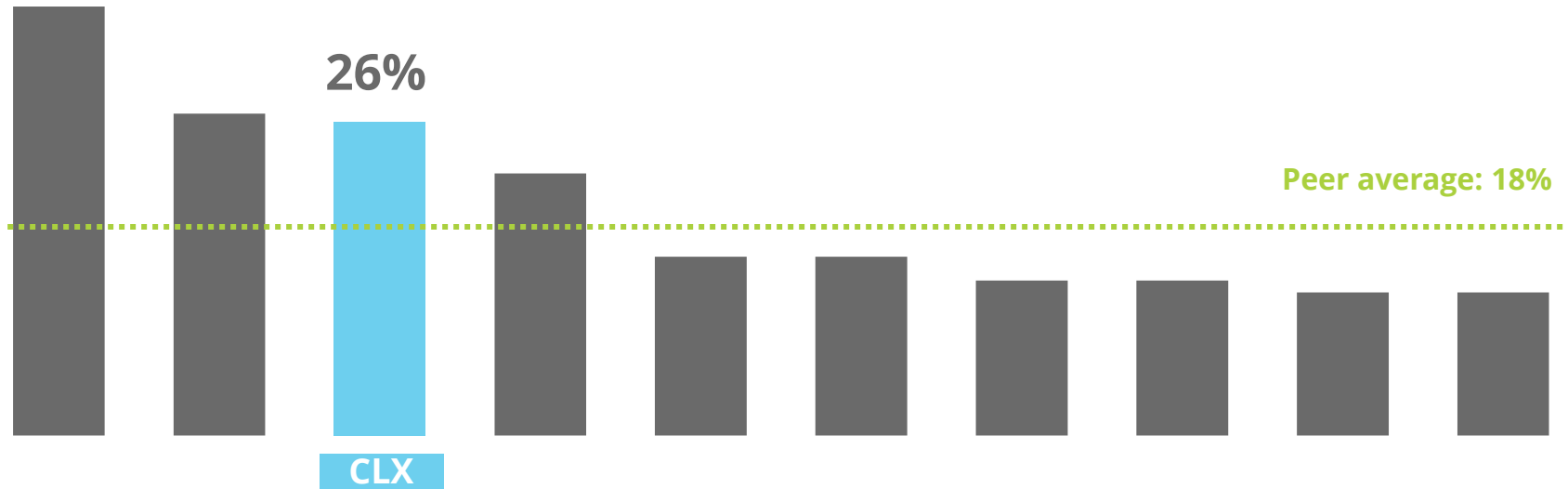


S&A % of Sales as of latest fiscal year end for CLX as of June 30, 2021.
Peers consist of 16 companies: CHD, CL, EL, GIS, HSY, K, KHC, KMB, KO, RB-GB, MDLZ, NESN, PEP, PG, REYN and ULVR. Peer companies with data unavailable to Clorox are excluded.



RELENTLESS FOCUS ON ECONOMIC PROFIT DRIVES TOP-TIER ROIC

Return on Invested Capital (ROIC)

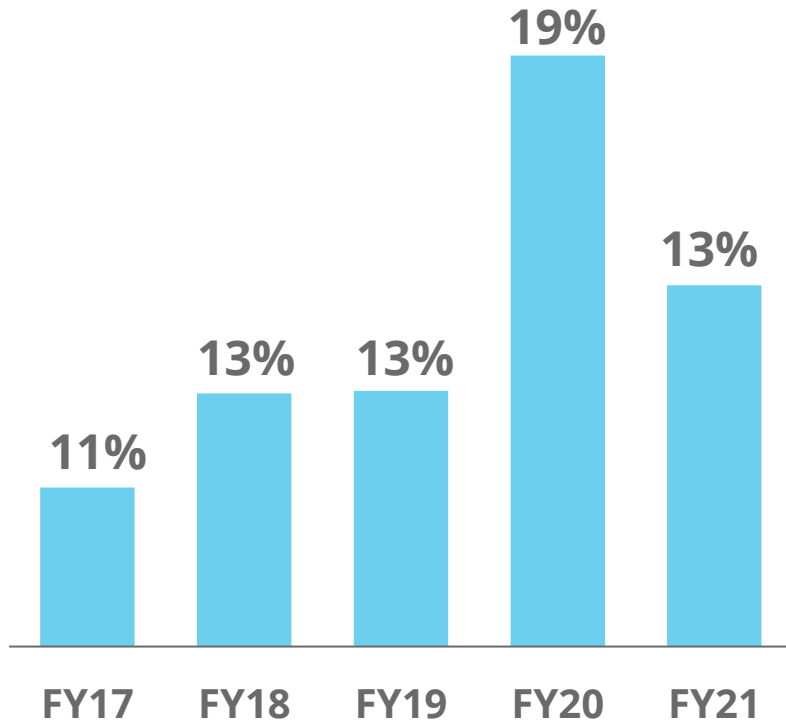


ROIC as of Fiscal Year Ending June 30, 2021

Return on invested capital (ROIC), a non-GAAP measure, is calculated as earnings before income taxes (a GAAP measure) and interest expense, computed on an after-tax basis as a percentage of average invested capital. Average invested capital represents a five-quarter average of total assets less non-interest bearing liabilities. ROIC is a measure of how effectively the company allocates capital. Information on the Peer ROIC is based on latest publicly available fiscal-end data from FactSet. Data as of 6/30/21. See reconciliation on page 54. Peers consists of 16 companies: CHD, CL, EL, GIS, HSY, K, KHC, KMB, KO, MDLZ, NESN-CH, REYN, RKT-GB, PEP, PG and ULVR-GB. Peer companies with data unavailable to us are excluded.



DELIVERED STRONG FREE CASH FLOW

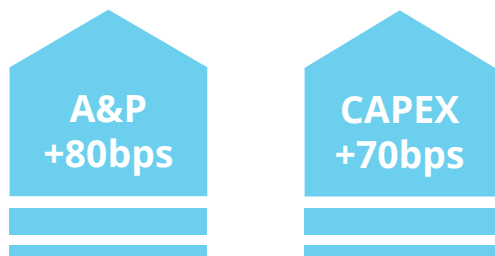


- Company generates **consistent strong free cash flow**
- **+10% CAGR (FY17-FY21)**

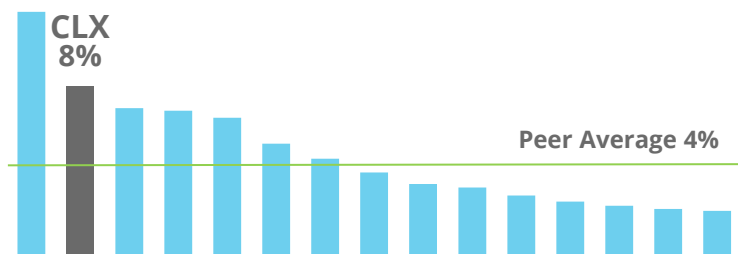


DISCIPLINED USES OF CASH

Business Growth (Strong reinvestments in FY21)

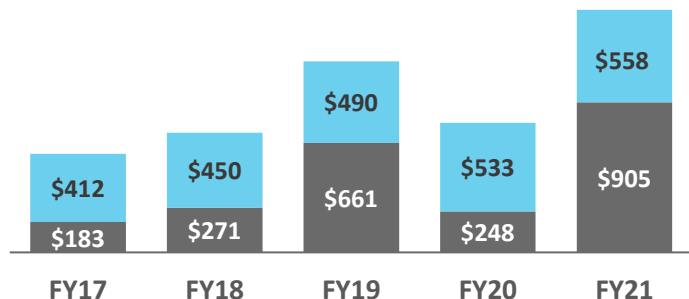


Support Dividend (Average annual dividend increase FY18-FY21)

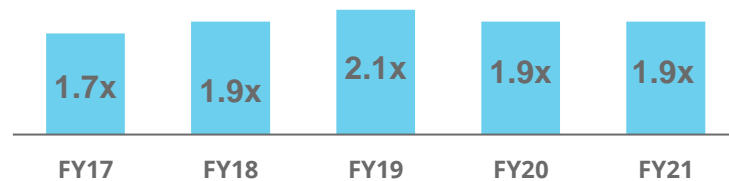


STRONG CASH FLOW

Cash Returned to Shareholders (More than \$4B in last 5 years)



Debt Leverage* (Target: 2.0 – 2.5x)



Dividends: Peers consists of 16 companies: CHD, CL, EL, GIS, HSY, K, KHC, KMB, KO, MDLZ, NESN, PEP, PG, RB-GB, REYN, ULVR. Peer companies with negative growth rates are excluded. Latest 12 months available used for FY21. SOURCE: FactSet

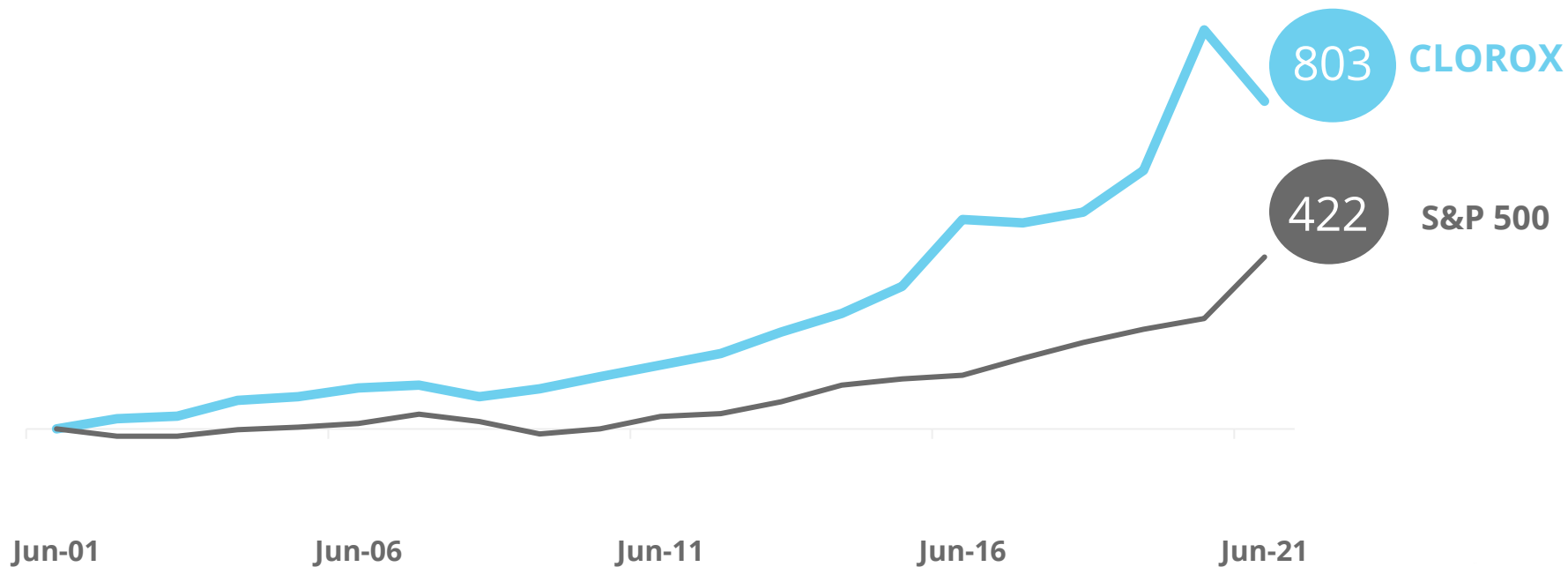
Cash returned to shareholders is defined as cash dividends paid plus treasury stock purchased as outlined in the statements of cash flows.

Debt Leverage (a non-GAAP measure) represents total debt divided by Adjusted EBITDA for the trailing four quarters. See reconciliation on page 47.



LONG TRACK RECORD OF DELIVERING VALUE

TOTAL SHAREHOLDER RETURN 20 YEAR (as of 6/30/2021)



LONG-TERM INVESTMENT CASE REMAINS SOLID

Investing behind leading brands to grow categories and share

- Increasing expected value from innovation
- Healthy category and brand building investments, including digital/E-Commerce

Fueled by cost savings and admin productivity

- Pursuing margin accretive innovation
- Leaning into cost savings through enhanced margin management
- Transforming how we work to drive efficiency

Strong cash flow generation

- Strong financial capacity to invest for the long-term
- Top tier average annual dividend growth rate over last 4 years
- \$2B open market stock purchase program initiated in May 2018





IGNITE Strategy

INNOVATING WHERE WE HAVE ADVANTAGE

Leading brands
loved by
consumers

Purposeful &
targeted in **where**
we play

**ECONOMIC
PROFIT**

Deeply rooted discipline
sustains **operational**
excellence

Purpose-driven growth:
ESG integration as
competitive advantage



IGNITE STRATEGY

Purpose

We champion people to be well & thrive every single day

Vision

Exceptional innovators who earn people's enduring loyalty

Objectives

Maximize economic profit
Purpose-driven growth

Strategy

Fuel growth in our brands
Innovate brand and shopping experiences of the future
Reimagine how we work
Evolve our portfolio



IGNITE STRATEGY CHOICE

**Fuel
Growth**

- Increase cost savings target to +175bps
- Widening the cost savings funnel, leveraging
 - Digital
 - Integrated design
 - Sustainability



SUSTAINABILITY UNLOCKS COST SAVINGS



From: **CARTON**



To: **WRAP**



IGNITE STRATEGY CHOICE

Innovate Experiences

- Purpose-driven, personalized brands
- Frictionless shopping with retailers
- Bigger, stickier innovation platforms



DRIVING BIGGER, STICKIER PLATFORMS

- Bigger ideas
- Wider net
- Longer focus

Innovation



IGNITE STRATEGY CHOICE

**Reimagine
Work**

- Inclusive
- Digital
- Fast



INVESTING IN DIGITAL CAPABILITIES

BRAND BUILDING - DATA, ANALYTICS & HUMAN INSIGHT



- Data science expertise
- Predictive analytics
- Data-savvy marketers



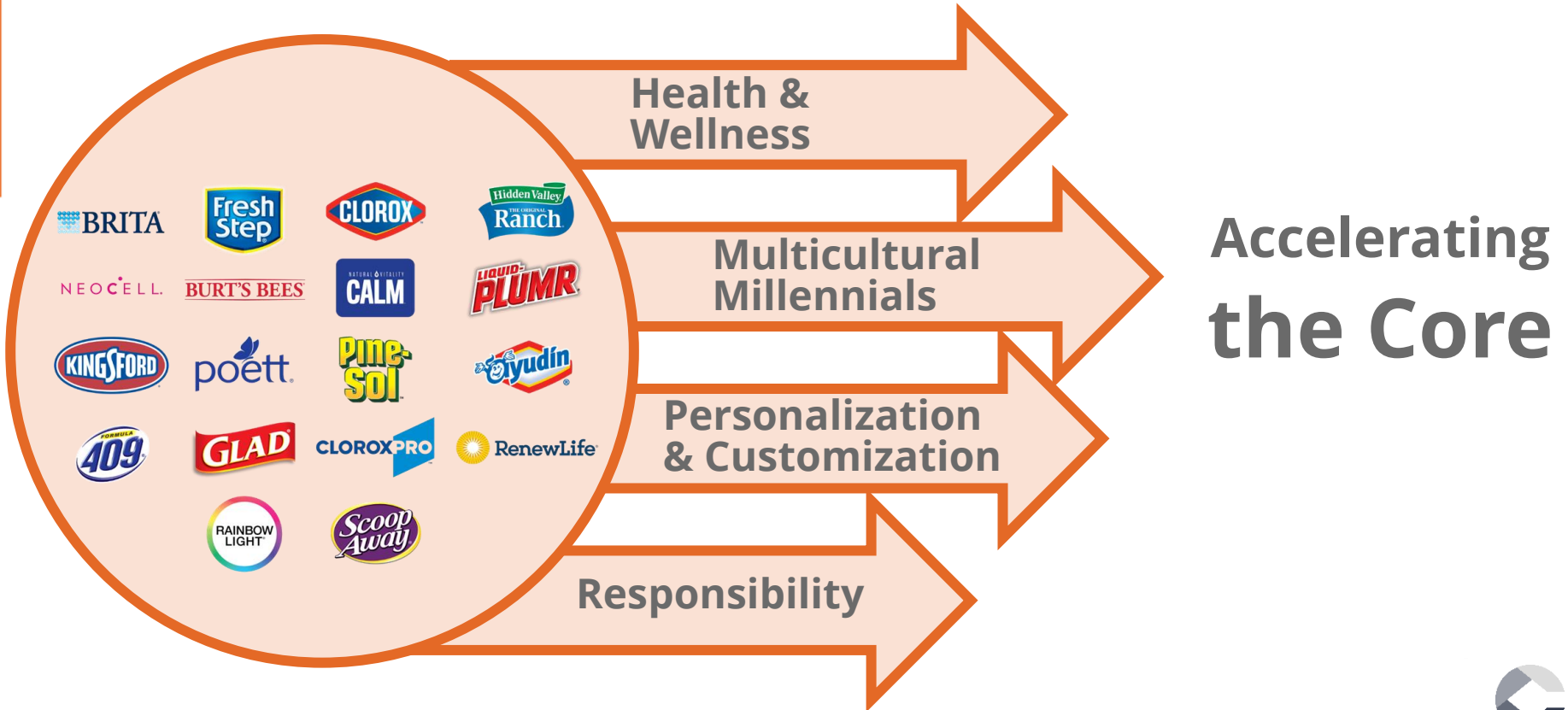
IGNITE STRATEGY CHOICE

Evolve Portfolio

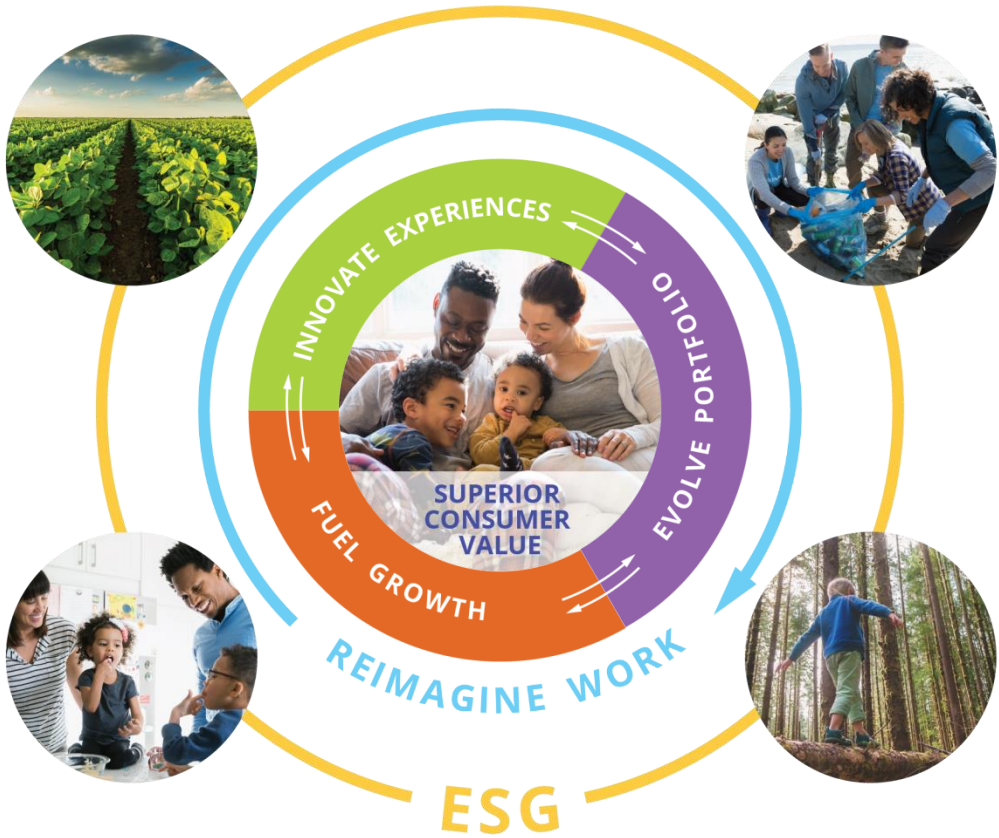
- Grow the core
- Accelerate International profitable growth
- M&A criteria largely unchanged



ACCELERATE CORE WITH MEGATRENDS



IGNITE STRATEGY INTEGRATED CHOICES



IGNITE STRATEGY ESG LEADERSHIP AREAS

PLANET

Plastic and other waste reduction; science-based climate action

PRODUCTS

Responsible product stewardship; enhance industry best practices

PEOPLE

Enhance people's lives through choices that promote well-being

GOVERNANCE

Executive compensation tied to ESG goals



PURSUING BOLD 2030 ENVIRONMENTAL GOALS



50% Reduction
in virgin packaging



Science-based targets
on green gas emission across
our operations & value chain



100% Recyclable, reusable
or compostable packaging
by 2025



100% Renewable electricity
in US & Canada

achieved January 2021

Comprehensive IGNITE ESG Goals can be found at our website:

<https://www.thecloroxcompany.com/who-we-are/ignite-strategy/about-ignite-esg/>





ACCELERATING GROWTH

LASTING SHIFTS IN CONSUMER BEHAVIOR CREATES NEW GROWTH OPPORTUNITIES

#1

Axios Harris Poll
100 Reputation
Rankings

THE HARRIS POLL



#2

Most Essential
Company in
U.S. 2020

THE HARRIS POLL

THE ROLE OF
HOME HAS
CHANGED

HIGHER FOCUS
ON HEALTH &
HYGIENE

GREATER
PREFERENCE
FOR TRUSTED
BRANDS

DOUBLING DOWN ON OUR STRENGTHS

BUILDING A GLOBAL CLEANING & DISINFECTING BRAND



- Leading and trusted **brand**
- Established **capabilities** and **relationships**
- **Scaling up** to meet growing demand across channels and markets
- Building a **strong ecosystem** and more **growth runways** (strategic partnerships, new technologies, new channels and markets)



BUILDING A GLOBAL DISINFECTING & CLEANING BRAND

GROWING CLOROX OUT-OF-HOME BUSINESS



COLLABORATIVE RELATIONSHIPS

GROWING CLOROX OUT-OF-HOME BUSINESS



MGM RESORTS



BUILDING A GLOBAL DISINFECTING & CLEANING BRAND

GROWING CLOROX INTERNATIONAL





Appendix

KEY CREDIT METRICS

	FY17	FY18	FY19	FY20	FY21
S&P Credit Rating	A-	A-	A-	A-	A-
Moody's Credit Rating	Baa1	Baa1	Baa1	Baa1	Baa1
Debt/ Adjusted EBITDA ⁽¹⁾	1.7x	1.9x	2.1x	1.9x	1.9x
Free Cash Flows as % of Sales	10%	11%	13%	19%	13%



Debt to Adjusted EBITDA Reconciliation (Debt Leverage)

	FY 6/30/17	FY 6/30/18	FY 6/30/19	FY 6/30/20	FY 6/30/21
Earnings before income taxes	\$ 1,033	\$ 1,054	\$ 1,024	\$ 1,185	\$ 900
Interest income	-\$4	-\$6	-\$3	-\$2	-\$5
Interest expense	\$88	\$85	\$97	\$99	\$99
EBIT ⁽¹⁾⁽⁵⁾	\$1,117	\$1,133	\$1,118	\$1,282	\$994
<i>EBIT margin</i> ⁽¹⁾⁽⁵⁾	18.7%	18.5%	18.0%	19.1%	13.5%
Saudi JV acquisition gain ⁽⁶⁾	0	0	0	0	-82
VMS impairment ⁽⁷⁾	0	0	0	0	329
Professional Products supplier charge ⁽⁸⁾	0	0	0	0	28
Adjusted EBIT ⁽²⁾⁽⁵⁾	\$1,117	\$1,133	\$1,118	\$1,282	\$1,269
<i>Adjusted EBIT margin</i> ⁽²⁾⁽⁵⁾	18.7%	18.5%	18.0%	19.1%	17.3%
Depreciation and amortization	\$163	\$166	\$180	\$180	\$211
Adjusted EBITDA ⁽⁴⁾⁽⁵⁾	\$1,280	\$1,299	\$1,298	\$1,462	\$1,480
<i>Adjusted EBITDA margin</i> ⁽⁴⁾⁽⁵⁾	21.4%	21.2%	20.9%	21.8%	20.2%
Net sales	\$ 5,973	\$ 6,124	\$ 6,214	\$ 6,721	\$ 7,341
Total debt ⁽⁹⁾	\$2,195	\$2,483	\$2,683	\$2,780	\$2,784
Debt to Adjusted EBITDA ⁽⁵⁾⁽¹⁰⁾	1.7	1.9	2.1	1.9	1.9

(1) EBIT (a non-GAAP measure) represents earnings before income taxes (a GAAP measure), excluding interest income and interest expense, as reported above. EBIT margin is the ratio of EBIT to net sales.

(2) Adjusted EBIT (a non-GAAP measure) represents earnings before income taxes (a GAAP measure), excluding interest income, interest expense and other noncash charges (such as noncash asset impairment charges and other noncash, nonrecurring gains or losses), as reported above. Adjusted EBIT margin is the ratio of adjusted EBIT to net sales.

(3) EBITDA (a non-GAAP measure) represents earnings from before income taxes (a GAAP measure), excluding interest income, interest expense, depreciation and amortization, as reported above. EBITDA margin is the ratio of EBITDA to net sales.

(4) Adjusted EBITDA (a non-GAAP measure) represents earnings from income taxes (a GAAP measure), excluding interest income, interest expense and other noncash charges (such as noncash asset impairment charges and other noncash, nonrecurring gains or losses), depreciation and amortization, as reported above. Adjusted EBITDA margin is the ratio of Adjusted EBITDA to net sales.

(5) In accordance with the SEC's Regulation G, this schedule provides the definition of certain non-GAAP measures and the reconciliation to the most closely related GAAP measure. Management believes the presentation of EBIT, EBIT margin, Adjusted EBIT, Adjusted EBIT Margin, EBITDA, EBITDA margin, Adjusted EBITDA, Adjusted EBITDA Margin and debt to Adjusted EBITDA provides useful additional information to investors about trends in the company's operations and is useful for period-over-period comparisons. These non-GAAP financial measures should not be considered in isolation or as a substitute for the comparable GAAP measures. In addition, these non-GAAP financial measures may not be the same as similar measures provided by other companies due to potential differences in methods of calculation and items being excluded. They should be read in connection with the company's consolidated financial statements presented in accordance with GAAP.

(6) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a noncash nonrecurring net gain was recognized of \$82 (\$76 after tax) in Other (income) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.

(7) During the quarter ended March 31, 2021, noncash impairment charges of goodwill, trademarks and other assets were recorded of \$329 (\$267 after tax).

(8) During the quarter ended June 30, 2021, noncash charges of \$28 (\$21 after tax) were recorded on investments and related arrangements made with a Professional Products SBU supplier.

(9) Total debt represents the sum of notes and loans payable, current maturities of long-term debt and long-term debt. Current maturities of long-term debt and long-term debt are carried at face value net of unamortized discounts, premiums and debt issuance costs.

(10) Debt to Adjusted EBITDA (a non-GAAP measure) represents total debt divided by Adjusted EBITDA for the trailing four quarters



REPORTABLE SEGMENTS (UNAUDITED)

Dollars in Millions

	Net sales			Earnings (losses) before income taxes		
	Three Months Ended			Three Months Ended		
	6/30/2021	6/30/2020	% Change ⁽¹⁾	6/30/2021	6/30/2020	% Change ⁽¹⁾
Health and Wellness ⁽²⁾	\$ 670	\$ 805	-17%	\$ (10)	\$ 252	-104%
Household	560	612	-8%	109	157	-31%
Lifestyle	290	298	-3%	61	78	-22%
International	282	268	5%	17	10	70%
Corporate	-	-	-	(76)	(102)	-25%
Total	\$ 1,802	\$ 1,983	-9%	\$ 101	\$ 395	-74%

	Net sales			Earnings (losses) before income taxes		
	Twelve Months Ended			Twelve Months Ended		
	6/30/2021	6/30/2020	% Change ⁽¹⁾	6/30/2021	6/30/2020	% Change ⁽¹⁾
Health and Wellness ^{(2) (3)}	\$ 2,980	\$ 2,749	8%	\$ 305	\$ 766	-60%
Household	1,981	1,795	10%	375	347	8%
Lifestyle	1,218	1,154	6%	320	320	0%
International ⁽⁴⁾	1,162	1,023	14%	201	116	73%
Corporate	-	-	-	(301)	(364)	-17%
Total	\$ 7,341	\$ 6,721	9%	\$ 900	\$ 1,185	-24%

(1) Percentages based on rounded numbers

(2) During the quarter ended June 30, 2021, noncash charges of \$28 (\$21 after tax) were recorded in connection with investments and related arrangements made with a Professional Products SBU supplier.

(3) The earnings (losses) before income taxes for the Health and Wellness segment includes \$329 noncash impairment charges for the Vitamins, Minerals and Supplements strategic business unit for the twelve months ended June 30, 2021.

(4) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a noncash nonrecurring net gain was recognized of \$82 (\$76 after tax) in Other (income) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.



NET SALES DRIVERS

Twelve Months Ended June 30, 2021							
Percentage change versus the year-ago period							
	Reported (GAAP) Net Sales Growth/ (Decrease)	Reported Volume	Acquisitions & Divestitures	Foreign Exchange Impact	Price Mix and Other ⁽¹⁾	Organic Net Sales Growth/ (Decrease) (Non-GAAP) ⁽²⁾	Organic Volume ⁽³⁾
Health and Wellness	8%	7%	—%	—%	1%	8%	7%
Household	10	9	—	—	1	10	9
Lifestyle	6	6	—	—	—	6	6
International	14	9	8	(3)	7	9	2
Total	9%	7%	1%	(1)%	3%	9%	6%

(1) This represents the net impact on net sales growth/ (decrease) from pricing action, mix and other factors.

(2) Organic sales growth/ (decrease) is defined as net sales growth/ (decrease) excluding the effect of any acquisitions and divestitures and foreign exchange rate changes. See "Non-GAAP Financial Information" below for reconciliation of organic sales growth to net sales growth/ (decrease), the most directly comparable GAAP financial information.

(3) Organic volume represents volume excluding the effect of any acquisitions and divestitures. In the twelve months ended June 30, 2021, the volume impact of acquisitions was 7% and 1% for International and Total Company, respectively.



ORGANIC SALES RECONCILIATION

Reconciliation of organic sales growth/(decrease) (non-GAAP) to net sales growth/(decrease) (GAAP), the most comparable GAAP measure:

Twelve Months Ended June 30, 2021
Percentage change versus the year-ago period

	Health and Wellness	Household	Lifestyle	International	Total
Net sales growth / (decrease) (GAAP)	8%	10%	6%	14%	9%
Add: Foreign Exchange	—	—	—	3	1
Add/(Subtract): Divestitures/Acquisitions	—	—	—	(8)	(1)
Organic sales growth / (decrease) (non-GAAP)	8%	10%	6%	9%	9%

Non-GAAP Financial Information

Management believes that the presentation of organic sales growth / (decrease) is useful to investors because it excludes sales from any acquisitions and divestitures, which results in a comparison of sales only from the businesses that the company was operating throughout the relevant periods, and the impact of foreign exchange rate changes, which are difficult to predict and out of the control of the company and management.



Adjusted Earnings Per Share

Dollars in millions except per share data; shares in thousands

	Diluted Earnings Per Share		
	Twelve Months Ended June 30		
	2021	2020	% Change
As reported (GAAP)	\$ 5.58	\$ 7.36	(24%)
Professional Products supplier charge ^(a)	0.17	-	
VMS impairment ^(b)	2.10	-	
Saudi JV acquisition gain ^(c)	(0.60)	-	
As adjusted (Non-GAAP)	\$ 7.25	\$ 7.36	(2%)

(a) During the quarter ended June 30, 2021, noncash charges of \$28 (\$21 after tax) were recorded on investments and related arrangements made with a Professional Products SBU supplier.

(b) During the year ended June 30, 2021, noncash impairment charges of goodwill, trademarks and other assets were recorded of \$329 (\$267 after tax) related to the VMS SBU.

(c) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a noncash non-recurring net gain was recognized of \$82 (\$76 after tax) in Other (income) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.



Adjusted Earnings Per Share Outlook

Dollars in millions except per share data; shares in thousands

	Full Year 2022 Outlook (Estimated Range)	
	Diluted Earnings Per Share	
	Low	High
As estimated (GAAP)	\$ 5.05	\$ 5.35
Digital and other capabilities investments ^(d)	0.35	0.35
As adjusted (Non-GAAP)	\$ 5.40	\$ 5.70

(d) In FY22, the company expects to incur approximately \$55 (\$42 after tax) of operating expenses related to its digital capabilities and productivity enhancements investment.



RETURN ON INVESTED CAPITAL RECONCILIATION

Dollars in Millions

	FY21
Earnings before income taxes (GAAP measure)	\$ 900
Add back:	
Noncash U.S. GAAP charges ⁽²⁾⁽³⁾	\$ 357
Interest expense	\$ 99
Less:	
Saudi JV acquisition gain ⁽⁴⁾	(82)
Earnings before income taxes and interest expense	\$ 1,274
Income taxes before income taxes and interest expense adjusted for other nonrecurring or unusual items ⁽⁵⁾	\$ (264)
Adjusted after-tax profit	\$ 1,010
Less: after tax profit attributable to noncontrolling interests	\$ 9
Adjusted after-tax profit attributable to Clorox	\$ 1,001
Adjusted Average invested capital⁽⁶⁾	\$ 3,858
Return on invested capital⁽¹⁾	26%

(Amounts shown below are five quarter averages)

	FY21
Total assets	\$ 6,524
Less: non-interest bearing liabilities	(2,716)
Average invested capital	\$ 3,808
After tax non-recurring or unusual items ⁽²⁾⁽³⁾⁽⁴⁾	50
Adjusted average invested capital⁽⁶⁾	\$ 3,858

(1) 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. Return on invested capital (ROIC), a non-GAAP measure is calculated as earnings before income taxes and interest expense, adjusted for other nonrecurring or unusual items, computed on an after-tax basis as a percentage of average invested capital. Management believes ROIC provides additional information to investors about current trends in the business. ROIC is a measure of how effectively the company allocates capital. ROIC should not be considered in isolation or as a substitute for the comparable GAAP measures and should be read in connection with the company's consolidated financial statements presented in accordance with GAAP.

(2) Includes non-cash charges of \$28 (\$21 after tax) on investments related to the exit of a PPD SBU supplier relationship recorded during fiscal year 2021.

(3) Includes impairment charges of \$329 (after tax \$267) recorded during the fiscal year 2021, of which \$228, \$86, and \$15 related to the goodwill of the VMS reporting unit, certain indefinite-lived trademarks and other assets, respectively.

(4) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a non-cash nonrecurring net gain was recognized of \$82 (\$76 after tax) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.

(5) The adjusted tax rate applied was 20.7%. Fiscal year 2021 effective tax rate on earnings is 20.1%. The difference between the fiscal 2021 effective tax rate on the non-cash PPD investment impairment, non-cash VMS goodwill impairment charge and non-cash Saudi gain and the effective tax rate on earnings of 20.7% is 0.1% related to the PPD investment impairment, (0.4%) related to the non-deductible non-cash goodwill impairment charge and 0.9% related to the non-cash Saudi JV acquisition gain.

(6) Adjusted average invested capital represents a five quarter average of total assets less non-interest bearing liabilities adjusted for other nonrecurring or unusual items.



CASH RETURNED TO STOCKHOLDERS RECONCILIATION⁽¹⁾

Dollars in Millions

	<u>FY2021</u>	<u>FY2020</u>	<u>FY2019</u>	<u>FY2018</u>	<u>FY2017</u>
Treasury Stock purchased ⁽²⁾	\$ 905	\$ 248	\$ 661	\$ 271	\$ 182
Cash dividends paid ⁽²⁾	\$ 558	\$ 533	\$ 490	\$ 450	\$ 412
Cash Returned to Stockholders ⁽¹⁾	\$ 1,463	\$ 781	\$ 1,151	\$ 721	\$ 595

(1) Cash returned to stockholders is defined as cash dividends paid to Clorox stockholders plus treasury stock purchased as outlined in the statement of cash flows

(2) As shown on Statements of Cash Flows



ECONOMIC PROFIT RECONCILIATION

Dollars in Millions

	FY21	FY20	FY19	FY18	FY17 ⁽²⁾	FY16 ⁽²⁾
Earnings before income taxes	\$ 900	\$ 1,185	\$ 1,024	\$ 1,054	\$ 1,033	\$ 983
Add back:						
Noncash U.S. GAAP charges ⁽³⁾⁽⁴⁾	357	2	2	2	4	9
Interest expense	99	99	97	85	88	88
Less:						
Saudi JV acquisition gain ⁽⁵⁾	(82)	-	-	-	-	-
Earnings before income taxes, non-cash U.S. GAAP items and interest expense	\$ 1,274	\$ 1,286	\$ 1,123	\$ 1,141	\$ 1,125	\$ 1,080
Less:						
Income taxes on earnings before income taxes, noncash U.S. GAAP items and interest expense ⁽⁶⁾	264	267	222	249	359	368
Adjusted after tax profit	\$ 1,010	\$ 1,019	\$ 901	\$ 892	\$ 766	\$ 712
Less: After tax profit attributable to noncontrolling interests	9	-	-	-	-	-
Adjusted after tax profit attributable to Clorox	\$ 1,001	\$ 1,019	\$ 901	\$ 892	\$ 766	\$ 712
Average capital employed ⁽⁷⁾	3,655	3,478	3,231	2,977	2,680	2,463
Less: Capital charge ⁽⁹⁾	329	313	291	268	241	222
Economic profit⁽¹⁾ (Adjusted after tax profit attributable to Clorox less capital charge)	\$ 672	\$ 706	\$ 610	\$ 624	\$ 525	\$ 490

(1) Economic profit (EP) is defined by the Company as earnings before income taxes, excluding noncash U.S. GAAP restructuring and intangible asset impairment charges, and interest expense; less income taxes (calculated utilizing the Company's effective tax rate), and less a capital charge (calculated as average capital employed multiplied by a cost of capital rate). EP is a key financial metric that the Company's management uses to evaluate business performance and allocate resources and is a component in determining employee incentive compensation. The Company's management believes EP provides additional perspective to investors about financial returns generated by the business and represents profit generated over and above the cost of capital used by the business to generate that profit.

(2) For the fiscal years FY17 and FY16 earnings before income tax reflect earnings from continuing operations before income taxes.

(3) Includes non-cash charges of \$28 (\$21 after tax) on investments related to the exit of a PPD SBU supplier relationship recorded during fiscal year 2021.

(4) Includes impairment charges of \$329 (after tax \$267) recorded during the fiscal year 2021, of which \$228, \$86, and \$15 related to the goodwill of the VMS reporting unit, certain indefinite-lived trademarks and other assets, respectively.

(5) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a non-cash nonrecurring net gain was recognized of \$82 (\$76 after tax) in Other (income) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.

(6) The tax rate applied is the effective tax rate before the non-cash goodwill impairment charge and non-cash Saudi JV acquisition gain for fiscal year 2021, which was 20.1%, 20.8% and 19.8% in fiscal years 2021, 2020 and 2019, respectively. The difference between the fiscal year 2021 effective tax rate on earnings before the non-cash PPD investment impairment, non-cash VMS goodwill impairment charge and non-cash Saudi JV acquisition net gain and the effective tax rate on earnings of 20.7% is 0.1% related to the PPD investment impairment, (0.4)% related to the non-deductible non-cash goodwill impairment charge and 0.9% related to the non-cash Saudi JV acquisition gain.

(7) Total capital employed represents total assets less non-interest bearing liabilities. Adjusted capital employed represents total capital employed adjusted to add back current year after tax non-cash U.S. GAAP charges and deduct the current year after tax non-cash, non-recurring gain. Average capital employed is the average of adjusted capital employed for the current year and total capital employed for the prior year, based on year-end balances. See below for details of the average capital employed calculation.

(9) Capital charge represents average capital employed multiplied by a cost of capital, which was 9% for all fiscal years presented. The calculation of capital charge includes the impact of rounding numbers.

ECONOMIC PROFIT RECONCILIATION: AVERAGE CAPITAL DEPLOYED

Dollars in Millions

	FY21	FY20	FY19	FY18	FY17 ⁽²⁾	FY16 ⁽²⁾
Total assets ⁽⁸⁾	\$ 6,334	\$ 6,213	\$ 5,116	\$ 5,060	\$ 4,573	\$ 4,510
Less:						
Accounts payable and accrued liabilities ⁽¹⁰⁾	1,670	1,327	1,033	1,000	1,002	1,032
Current operating lease liabilities	81	64	-	-		
Income taxes payable	-	25	9	-	-	-
Long-term operating lease liabilities	301	278	-	-		
Other liabilities ⁽¹⁰⁾	819	755	774	778	770	784
Deferred income taxes	67	62	50	72	61	82
Non-interest bearing liabilities	2,938	2,511	1,866	1,850	1,833	1,898
Total capital employed	3,396	3,702	3,250	3,210	2,740	2,612
After tax non-cash U.S. GAAP items ⁽³⁾⁽⁴⁾⁽⁵⁾	212	2	1	1	2	6
Adjusted capital employed	\$ 3,608	\$ 3,704	\$ 3,251	\$ 3,211	\$ 2,742	\$ 2,618
Average capital employed	\$ 3,655	\$ 3,478	\$ 3,231	\$ 2,977	\$ 2,680	\$ 2,463

(2) For the fiscal years FY17 and FY16 earnings before income tax reflect earnings from continuing operations before income taxes.

(3) Includes non-cash charges of \$28 (\$21 after tax) on investments related to the exit of a PPD SBU supplier relationship recorded during fiscal year 2021.

(4) Includes impairment charges of \$329 (after tax \$267) recorded during the fiscal year 2021, of which \$228, \$86, and \$15 related to the goodwill of the VMS reporting unit, certain indefinite-lived trademarks and other assets, respectively.

(5) On July 9, 2020, the company increased its investment in each of the two entities comprising its joint venture in the Kingdom of Saudi Arabia (Saudi joint venture). As a result of this transaction, a non-cash nonrecurring net gain was recognized of \$82 (\$76 after tax) in Other (income) expense, net in the quarter ended September 30, 2020, primarily due to the remeasurement of the carrying value of the company's previously held equity investment to fair value.

(8) Amounts for fiscal years 2016 and 2015 have been retrospectively adjusted to conform to the current year presentation of debt issuance costs required by Accounting Standards Update No. 2015-03, "Simplifying the Presentation of Debt Issuance Costs."

(10) Accounts payable and accrued liabilities and Other liabilities are adjusted to exclude interest-bearing liabilities.

