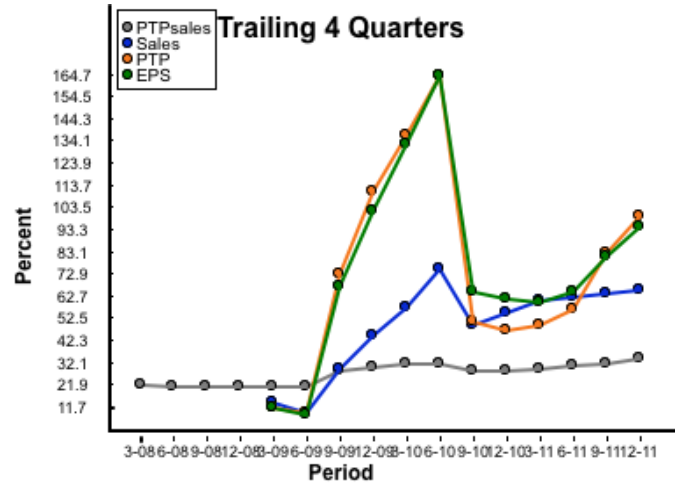


Quarterly Performance



Trailing Twelve Months

### Quarterly Performance

| Period | SALES   |        | PRETAX PROFIT |         |         | EARNINGS |        |
|--------|---------|--------|---------------|---------|---------|----------|--------|
|        | \$ mil  | % Chg  | \$ mil        | % Sales | % Chg   | \$       | % Chg  |
| 12-11  | 46333.0 | 73.3%  | 17477.0       | 37.7%   | 119.5%  | 13.87    | 115.7% |
| 9-11   | 28270.0 | 39.0%  | 8791.0        | 31.1%   | 61.0%   | 7.05     | 51.9%  |
| 6-11   | 28571.0 | 82.0%  | 9551.0        | 33.4%   | 122.5%  | 7.79     | 121.9% |
| 3-11   | 24667.0 | 82.7%  | 7900.0        | 32.0%   | 96.1%   | 6.40     | 92.2%  |
| 12-10  | 26741.0 | 70.5%  | 7963.0        | 29.8%   | 67.4%   | 6.43     | 75.2%  |
| 9-10   | 20343.0 | 25.3%  | 5461.0        | 26.8%   | -13.6%  | 4.64     | 0.7%   |
| 6-10   | 15700.0 | 88.3%  | 4292.0        | 27.3%   | 147.8%  | 3.51     | 160.0% |
| 3-10   | 13499.0 | 65.4%  | 4029.0        | 29.8%   | 132.9%  | 3.33     | 150.4% |
| 12-09  | 15683.0 | 54.3%  | 4758.0        | 30.3%   | 108.3%  | 3.67     | 106.2% |
| 9-09   | 16238.0 | 105.7% | 6320.0        | 38.9%   | 299.5%  | 4.61     | 265.9% |
| 6-09   | 8337.0  | 11.7%  | 1732.0        | 20.8%   | 14.7%   | 1.35     | 13.4%  |
| 3-09   | 8163.0  | 8.7%   | 1730.0        | 21.2%   | 17.1%   | 1.33     | 14.7%  |
| 12-08  | 10167.0 | 5.8%   | 2284.0        | 22.5%   | -1.8%   | 1.78     | 1.1%   |
| 9-08   | 7895.0  | 27.0%  | 1582.0        | 20.0%   | 28.6%   | 1.26     | 24.8%  |
| 6-08   | 7464.0  | 38.0%  | 1510.0        | 20.2%   | 26.3%   | 1.19     | 29.3%  |
| 3-08   | 7512.0  | 42.7%  | 1477.0        | 19.7%   | 1002.2% | 1.16     | 33.3%  |

### Trailing Twelve Months

| Period | SALES    | PRETAX PROFIT |         | EPS   | PERCENT CHANGE |        |        |
|--------|----------|---------------|---------|-------|----------------|--------|--------|
|        | \$ mil   | \$ mil        | % Sales | \$    | Sales          | PTP    | EPS    |
| 12-11  | 127841.0 | 43719.0       | 34.2%   | 35.11 | 67.6%          | 101.1% | 96.0%  |
| 9-11   | 108249.0 | 34205.0       | 31.6%   | 27.67 | 66.0%          | 84.5%  | 82.6%  |
| 6-11   | 100322.0 | 30875.0       | 30.8%   | 25.26 | 64.1%          | 59.2%  | 67.1%  |
| 3-11   | 87451.0  | 25616.0       | 29.3%   | 20.98 | 62.7%          | 52.1%  | 61.9%  |
| 12-10  | 76283.0  | 21745.0       | 28.5%   | 17.91 | 57.5%          | 49.6%  | 63.4%  |
| 9-10   | 65225.0  | 18540.0       | 28.4%   | 15.15 | 52.0%          | 53.7%  | 67.0%  |
| 6-10   | 61120.0  | 19399.0       | 31.7%   | 15.12 | 76.8%          | 164.7% | 164.3% |
| 3-10   | 53757.0  | 16839.0       | 31.3%   | 12.96 | 59.6%          | 137.0% | 133.1% |
| 12-09  | 48421.0  | 14540.0       | 30.0%   | 10.96 | 46.6%          | 112.2% | 103.3% |
| 9-09   | 42905.0  | 12066.0       | 28.1%   | 9.07  | 32.1%          | 75.0%  | 68.9%  |
| 6-09   | 34562.0  | 7328.0        | 21.2%   | 5.72  | 12.2%          | 12.0%  | 11.7%  |
| 3-09   | 33689.0  | 7106.0        | 21.1%   | 5.56  | 17.2%          | 14.1%  | 14.6%  |
| 12-08  | 33038.0  | 6853.0        | 20.7%   | 5.39  |                |        |        |
| 9-08   | 32479.0  | 6895.0        | 21.2%   | 5.37  |                |        |        |
| 6-08   | 30801.0  | 6543.0        | 21.2%   | 5.12  |                |        |        |
| 3-08   | 28747.0  | 6229.0        | 21.7%   | 4.85  |                |        |        |