

Reconciliation of GAAP and Non-GAAP Information

We recognized a tax charge in the third quarter of 2005 related to the Company's intention to repatriate \$7.5 billion of international earnings under the provisions of the American Jobs Creation Act (AJCA). In the fourth quarter of 2005, we expect to record a restructuring charge to reduce costs in some of our operations. In 2005, we have an additional week of results (53rd week) as our fiscal year ends on the last Saturday of each December, resulting in an additional week of results every five or six years. We believe investors should consider our 2005 earnings per share amounts without the impact of the AJCA tax charge, the restructuring charge and the 53rd week as management believes it is more indicative of our ongoing performance.

Management operating cash flow is the primary measure management uses to monitor cash flow performance. It is not a measure defined under GAAP. Since net capital spending is essential to our product innovation initiatives and maintaining our operational capabilities, we believe that it is a recurring and necessary use of cash. As such, we believe investors should also consider net capital spending when evaluating our cash from operating activities. Further, management operating cash flow excluding the impact of the 53rd week in 2005 is not a measure defined by GAAP. We believe investors should consider our management operating cash flow without the impact of the 53rd week in 2005 since management believes it is more indicative of our ongoing performance.

2005 Guidance – Diluted EPS Reconciliation

	Q3 YTD 2005	Estimated Q4 2005	Estimated FY 2005
Reported Diluted EPS	\$1.74	\$0.64-\$0.65	\$2.38-\$2.39
AJCA Tax Charge	0.27	–	0.27
53 rd Week	–	(0.04)	(0.04)
Restructuring Charge	–	0.03	0.03
Diluted EPS Excluding AJCA Tax Charge, 53 rd Week and Restructuring Charge	<u>\$2.01</u>	<u>\$0.63-\$0.64</u>	<u>\$2.64-\$2.65</u>

2005 Guidance – Cash Flow Reconciliation

	Estimated 52 Weeks	Impact of 53 rd Week	Estimated 53 Weeks
Operating Cash Flow	\$5.7B	~\$0.05B	\$5.7B+
Less: Net Capital Spending	1.6B	Minimal	1.6B
Management OCF	<u>\$4.1B</u>	<u>~\$0.05B</u>	<u>\$4.1B+</u>

This material contains certain forward-looking statements based on our current expectations and projections about future events. Our actual results could differ materially from those anticipated in any forward-looking statements, but we undertake no obligation to update any such statements. Please see our filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K, for a discussion of specific risks that may affect our performance.