

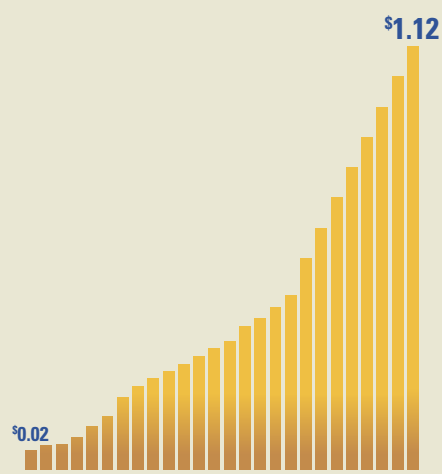
## Financial Highlights

For the year ended November 30 (millions except per share data)	2011	2010	% Change
Net sales	\$3,697.6	\$3,336.8	10.8%
Gross profit	1,522.5	1,417.7	7.4%
Gross profit margin	41.2%	42.5%	
Operating income	540.3	509.8	6.0%
Operating income margin	14.6%	15.3%	
Net income	374.2	370.2	1.0%
Earnings per share—diluted	2.79	2.75	1.5%
Dividends paid	148.5	138.2	7.5%
Dividends paid per share	1.12	1.04	7.7%

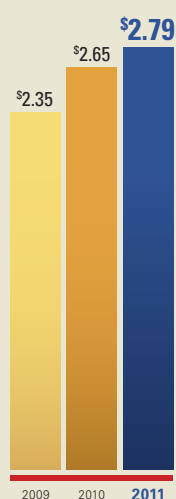
We are providing below certain non-GAAP financial results for 2010 excluding items affecting comparability. The details of these adjustments are provided in the Non-GAAP Financial Measures of the Management Discussion & Analysis on page 34.

	2011	2010	% Change
Adjusted net income	\$ 374.2	\$ 356.3	5.0%
Adjusted earnings per share—diluted	2.79	2.65	5.3%

Dividends Paid Per Share  
1986–2011



Adjusted Earnings  
Per Share—Diluted



2011 Net Sales by  
Segment and Region

