

## **Presentation to**

# 11<sup>th</sup> Annual CJS Securities "New Ideas for the New Year" Conference

New York City - January 12, 2011

Anthony L. Genito
Executive Vice President and Chief Financial Officer

David A. Prichard Vice President, Investor Relations

## Forward-Looking Statements



Certain matters discussed in this presentation, with the exception of historical matters, may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, regarding our business strategy, future operations, financial condition, estimated revenues, projected costs, projected synergies, prospects, plans and objectives of management, as well as information concerning expected actions of third parties, are forward-looking statements. These statements are subject to a number of risks and uncertainties that could cause results to differ materially from those anticipated as of the date of this presentation. Important factors that could cause our actual results to differ materially from those expressed or implied herein include, without limitation: our ability to manage and otherwise comply with our covenants with respect to our significant outstanding indebtedness or maintain our credit ratings; changes and developments in external competitive market factors, such as introduction of new product features or technological developments; development of new competitors or competitive brands or competitive promotional activity or spending or industry consolidation; the cost and effect of unanticipated legal, tax or regulatory proceedings or new accounting policies, laws or regulations (including environmental, public health and consumer protection regulations); seasonality of our products and changes in consumer demand for the various types of products we offer resulting in the loss of, or a significant reduction in, sales to significant retail customers; our ability to develop and successfully introduce new products, protect our intellectual property and avoid infringing the intellectual property of third parties; public perception regarding the safety of our products, including the potential for environmental liabilities, product liability claims, litigation and other claims; unfavorable developments in the global credit markets; the impact of overall economic conditions, terrorist attacks, acts of war or other unrest in international markets on consumer spending; fluctuations in commodities prices, supply shortages, the costs or availability of raw materials or terms and conditions available from suppliers; changes in the general economic conditions in countries and regions where we do business, such as stock market prices, interest rates, currency exchange rates, inflation and consumer spending; our ability to successfully implement manufacturing, distribution and other cost efficiencies and to continue to benefit from our cost-cutting initiatives; the impact of expenses resulting from the implementation of new business strategies, divestitures or restructuring activities; our ability to integrate, and to realize synergies from, the combined businesses of Spectrum Brands, Inc. and Russell Hobbs, Inc.; our ability to identify, develop and retain key employees; unfavorable weather conditions or climate change and various other risks and uncertainties, including those discussed herein and those set forth in our filings with the Securities and Exchange Commission ("SEC").

We also caution the reader that undue reliance should not be placed on any forward-looking statements, which speak only as of the date of this presentation. We undertake no duty or responsibility to update any of these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect actual outcomes. Additional factors that may affect future results and conditions are described in our filings with the SEC, which are available at the SEC's web site at <a href="https://www.sec.gov">www.sec.gov</a> or at Spectrum Brands' website at <a href="https://www.spectrumbrands.com">www.sec.gov</a> or at Spectrum Brands' website at <a href="https://www.spectrumbrands.com">www.spectrumbrands.com</a>. The information contained in this presentation is summary information that is intended to be considered in the context of our SEC filings, and other public announcements that we may make, by press release or otherwise, from time to time. In addition, information related to past performance, while helpful as an evaluative tool, is not necessarily indicative of future results, the achievement of which cannot be assured. You should not view our past performance, or information about the market, as indicative of our future results. Further, performance information respecting investment returns on portfolio transactions is not directly equivalent to returns on an investment in our common stock.

# Reconciliation of Non-GAAP Financial Measurements



Management believes that certain non-GAAP financial measures may be useful in certain instances to provide additional meaningful comparisons between current results and results in prior operating periods. Excluding the impact of current exchange rate fluctuations may provide additional meaningful reflection of underlying business trends. In addition, within this presentation, including the tables that follow, reference is made to adjusted earnings before interest, taxes, depreciation and amortization (EBITDA), free cash flow and adjusted gross profit.

Adjusted EBITDA is a metric used by management and frequently used by the financial community which provides insight into an organization's operating trends and facilitates comparisons between peer companies, because interest, taxes, depreciation and amortization can differ greatly between organizations as a result of differing capital structures and tax strategies. Adjusted EBITDA can also be a useful measure of a company's ability to service debt and is one of the measures used for determining the Company's debt covenant compliance. Adjusted EBITDA excludes certain items that are unusual in nature or not comparable from period to period.

In addition, the Spectrum Brands' management uses adjusted gross profit as one means of analyzing the Spectrum Brands' current and future financial performance and identifying trends in its financial condition and results of operations. Management believes that adjusted gross profit is a useful measure for providing further insight into Spectrum Brands' operating performance because it eliminates the effects of certain items that are not comparable from one period to the next.

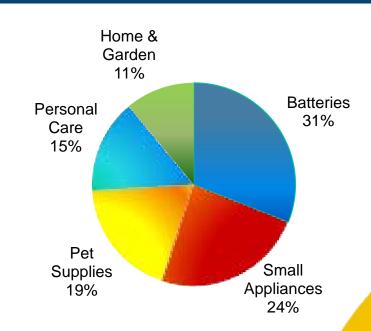
Also, management believes that free cash flow is useful to both management and investors in their analysis of Spectrum Brands' ability to service and repay its debt and meet its working capital requirements. Free cash flow should not be considered in isolation or as a substitute for pretax income (loss), net income (loss), cash provided by (used in) operating activities or other statement of operations or cash flow statement data prepared in accordance with GAAP or as a measure of profitability or liquidity. In addition, the calculation of free cash flow does not reflect cash used to service debt and therefore, does not reflect funds available for investment or discretionary uses.

Spectrum Brands provides this information to investors to assist in comparisons of past, present and future operating results and to assist in highlighting the results of on-going operations. While Spectrum Brands' management believes that non-GAAP measurements are useful supplemental information, such adjusted results are not intended to replace the Spectrum Brands' GAAP financial results and should be read in conjunction with those GAAP results.

# **Spectrum Brands – Providing Quality and Value to Retailers and Consumers Worldwide**

- \$3.1 billion in fiscal 2010 revenues\*
- Record \$432 million in adjusted EBITDA for fiscal 2010\*
- Spectrum value model drives success of strong, well-recognized and extendable brand names
- Top 3 positions in large, growing global categories with few major competitors
- True global footprint with solid presence on 6 continents and greater than 120 countries
- Expansive distribution network and strong relationships with major retailers globally
- Proven management team

Diverse Portfolio Across Attractive Categories \$3.1 Billion – FY 2010 Revenues



Spectrum Value Model Drives Success



## Attractive Segment Profile and Brands

Global Batteries & Personal Care

Global Pet Supplies Home & Garden

Small Appliances



































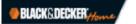




FARBERWARE<sup>®</sup>



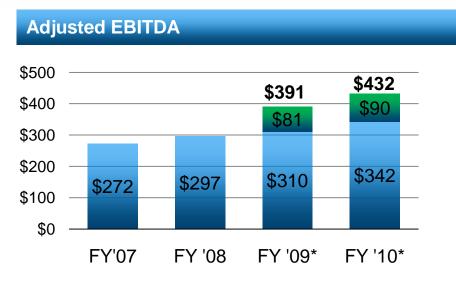
**Juiceman** Breadman





## Consistent Adjusted EBITDA Growth

- Increasing market share in certain key product segments
- GBPC led adjusted EBITDA improvements for SPB: FY'10 adjusted EBITDA up 60% since 2006¹
- Focused Cap-x on product development & cost reductions
- Successful cost savings initiatives at both SPB and RH
  - SKU rationalization
  - Brand rationalization (Russell Hobbs)
- Leveraging infrastructure to reduce operating expenses through facility closures/SAP



■ Spectrum Brands ■ Russell Hobbs
\* Includes RH as if combined with SPB on 10-1-09; fiscal year ended Sept. 30
(\$ in millions)



<sup>(1) 2006</sup> EBITDA of \$128 million is provided for LTM 12-31-06 instead of 2006 fiscal year to comply with Reg FD; this information was provided in an 8-K filing on March 22, 2007 and reflects segment results prior to allocation of corporate expenses.

## **SPECTRUM BRANDS VISION**

## **VISION:**

Be The Leader in Retailer Metrics with Superior Value Consumer Products for Everyday Use

GOAL:

Create An Additional \$1 Billion of Enterprise Value in 3 Years



## " Same Performance, Less Price / Better Value "

Positions Spectrum as a very attractive partner / leverage for retailers and a compelling option for consumers

#### **Market Positioning**

Focus on #2 brands in markets with high barriers to entry

#### Value to Retailers

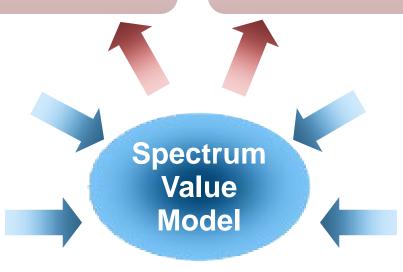
Best retailer margin; category mgmt; merchandising

#### **Product Performance**

Match or exceed competitor product performance

#### **Focused Investment**

Invest in product performance, R&D and cost improvement



The "Spectrum Value Model" differentiates Spectrum Brands and provides stability and sustainable earnings

#### **Point of Sale Focus**

Win at POS, not through brand advertising

#### **Control Costs**

Cost reductions via shared services, global NPD and common platform products



## Business Segments Structured to Drive Success

### **GBPC**

Batteries: Delivers solid cash flow REM: Geographic and product growth opportunities

## **Small Appliances**

Addition of RH provides synergies, contributes strong adjusted EBITDA and free cash flow

## H&G and Pet

Home & Garden and Pet divisions benefit from fold-in acquisitions and cost improvements

## SUCCESS!!

Results in expanded adjusted EBITDA, free cash flow and enterprise value



# Fiscal 2010 Key Accomplishments

- Net sales growth of 3.4 percent and adjusted EBITDA increase of 10.5 percent \*
- All segments reported adjusted EBITDA growth, led by Home & Garden with 24 percent \*
- Maintained strong market share in U.S. general batteries category
- Successfully closed Russell Hobbs transaction and debt refinancing in June
  - Integration activities under way; confident we will achieve \$25-\$30 million of cost synergies
  - Additional revenue synergies possible
  - Achieved extended maturities on debt and gained significant adjusted EBITDA and free cash flow generation potential
  - Strengthened capital structure and reduced financial risk

<sup>\*</sup> Assumes Russell Hobbs was part of Spectrum Brands for fiscal 2009/2010



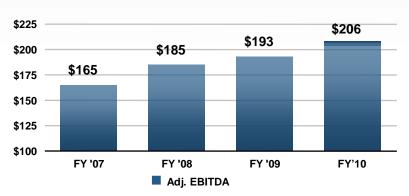
# Strong FY'10 Year-End Liquidity Position

- Cash balance of approximately \$171 million
- Zero cash drawn on \$300 million ABL facility
- Voluntary prepayments of \$50 million and \$20 million made on senior secured Term Loan in November and December 2010
  - Reduced Term Loan to \$680 million from \$750 million



## GBPC Delivers Strong Performance

### **Adjusted EBITDA performance**



Note: Fiscal year ended September 30 (\$ in millions)

#### **Opportunities in Batteries (largest sub-segment)**

- Hearing aid batteries
  - Build on strong market position (#1 market share)
  - Demographics will underpin demand growth
- In European batteries, continue to pursue VARTA segmented strategy
- In Latin America batteries, rolling out new competitive claims, replicating successful model used in North America

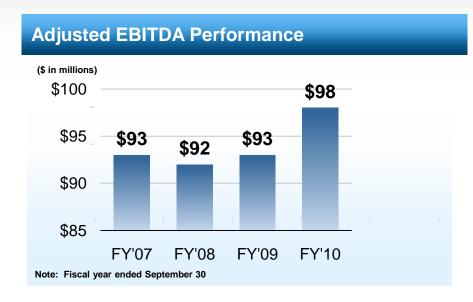
### **Commentary**

- Strong adjusted EBITDA growth in segment
  - Growth despite FX headwinds and soft economy
- Consumers are switching to VALUE brands
  - Experiencing share gains in most categories around the world
- Large customers are gaining share of total market, helping to propel our share gains
- Competition is reacting to share gains
  - Determined to continue to maintain "superior value" positioning

GBPC has continued to grow adjusted EBITDA despite difficult economy

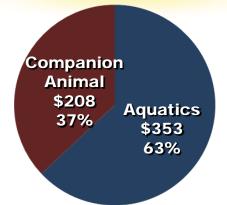


## Global Pet Supplies - Improving Performance

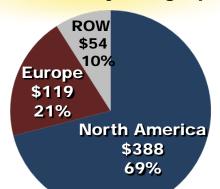


- Maintained sales through bankruptcy and soft economy, while retaining all key customers
- Executed reduction in selling and marketing expenses, while retaining all key employees
- Successfully executed new pricing without losing any key distribution
- As a result of maintaining healthy margins and costcutting activities, adjusted EBITDA has resumed growth
- Strong new product pipeline
- Significant cost-cutting opportunities being pursued in FY'10-'11 (\$7-\$11 million)

### **Net Sales by Category**



#### **Net Sales by Geography**





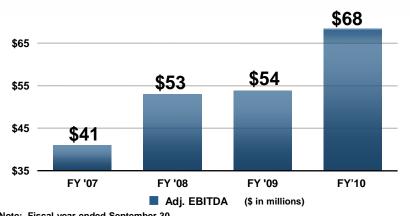


FY 2010 net sales: \$561 million

(\$ in millions)

# H&G Segment Is Delivering Solid Growth

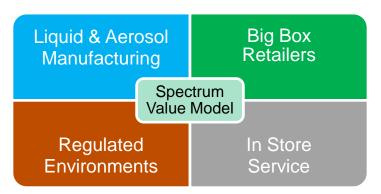
### Adjusted EBITDA Performance<sup>1</sup>



Note: Fiscal year ended September 30

(1 Adj. EBITDA excludes impact of Growing Products division (shut down in Q2 FY'09).

## **Drivers of Success:**



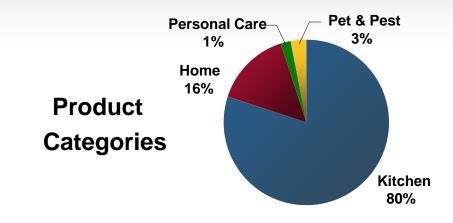
#### **Home and Garden**

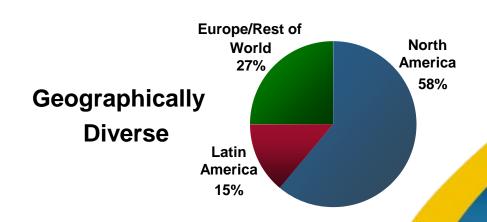
- Strong financial results
  - Attractive gross margins
  - Low Cap-x requirements
- Attractive industry trends
  - Outdoor living explosion
- Unique competitive environment
  - Few large competitors
  - High entrance barriers
- Great retail relationships
  - Retail sales team
- Strong operations platform
  - Innovative R&D
  - Low-cost product provider



# Small Appliances Segment (Russell Hobbs)

- \$782 million in net sales and \$90 million in adjusted EBITDA in FY'10\*
- Well-known and respected brand names
- Top 3 market share in 11 of its 17 core product categories in U.S.
- Market-leading positions in 6 key categories: indoor grills, irons, toaster ovens, toasters, citrus juicers and bread makers
- Strong relationships with major retailers worldwide
- Positive consumer trends
  - Stay at home cooking/healthy eating





Note: Based on fiscal 2010 net sales \*



<sup>\*</sup>Assumes Russell Hobbs was part of Spectrum Brands for all of fiscal 2010

# Russell Hobbs and the Spectrum Model

- Well-positioned to be a value to retailers, particularly with the Black & Decker brand
- Share similar customer base primarily big box retailers
- Leverage Spectrum's Value Model to accelerate synergies and sales growth
- Cost improvement opportunities to streamline processes and cut cost which will allow Russell Hobbs to reinvest in product performance and R&D
- Shared services and global new product development cost reduction initiatives under way



## Fiscal 2011 Outlook

- Net sales growth of 3 to 4 percent
- Adjusted EBITDA growth to \$455-\$465 million vs. \$432 million in FY'10
- Free cash flow increase to \$155-\$165 million (\$200 million or more projected in FY'12 and beyond)
- Cumulative debt reduction on senior secured Term Loan of at least \$200 million (\$70 million of prepayments already made)
- Increased Cap-X of \$40 million restored to normal level for cost reduction and new product development
- Year-end leverage ratio targeted at or below 3.5x



# Investment Highlights

- Proven success using the Spectrum Value Model with continued focus on profitable growth and compelling value proposition
- Strong brand names with top 3 market positions
- Global footprint with diversified revenue stream, expansive distribution network
- Mostly non-discretionary, replacement products for everyday living
- Attractive margins and significant free cash flow potential
- Experienced and proven management team
- Annual and long-term management incentive compensation programs aligned with shareholder interests – adjusted EBITDA and free cash flow focus
- Growing adjusted EBITDA to aggressively pay down debt and delever to 3x or less over next 2 years
- Targeting additional \$1 billion of enterprise value by year-end FY'13





# **Spectrum Brands Holdings**

**NYSE: SPB** 

www.spectrumbrands.com

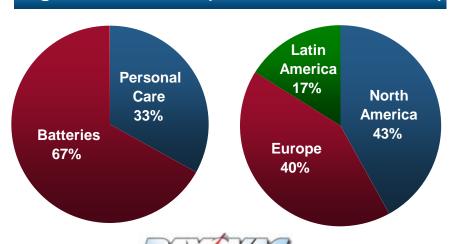






# GBPC - Diversified Business Unit with Solid Market Share Positions

### Segment Breakdown (% of fiscal 2010 revenues)



Solid Market Positions									
	N. Amer.	Europe	Lat.Amer.						
<b>Consumer Batteries</b>	#3	#2	#1						
<b>Hearing Aids</b>	#1	#1	#1						
<b>Lighting Products</b>	#3	#3	#3						
Shaving & Grooming	j #2	#3	#3						
<b>Personal Care</b>	#2	#2	#3						





## Global Pet Supplies Enjoys Attractive Attributes of the Business and Industry

- Attractive global industry dynamics
  - Humanization of pets and increased spending on pets
  - Low seasonality
- Impressive portfolio of brands and products
- Strong relationships with key global retailers
- Platform to capitalize on future acquisitions and geographic expansions
- Compelling growth opportunities



# Russell Hobbs: Integration on Target with Attractive Synergy Opportunities

- Conservative cost synergy estimate of \$25-\$30 million
- Consolidation of infrastructure in each region
- IT savings
- Implement SAP in key markets in 1H FY'11
- Additional potential cost-savings opportunity of 1-5% of COGs
  - Integrate Russell Hobbs' regional new product development system into Spectrum's proven global new product development platform
- Additional revenue opportunities by leveraging distribution networks
  - Leverage Spectrum's presence in Eastern Europe
  - Leverage Russell Hobbs' presence in Latin America



#### **Condensed Consolidated Statements of Operations**

For the three and twelve months ended September 30, 2010 and September 30, 2009

(Unaudited)

(In millions, except per share amounts)

	Succes			mbined mpany		_	uccessor Company		ombined ompany	
				ed Septemb	er 30	_			ided Septemb	ner 30
	F201			2009	INC(DEC)		F2010		F2009	INC(DEC)
		_	_		%					%
Net sales Cost of goods sold		789.0 512.9	\$	589.4 378.0	33.9%	\$	2,567.0 1,638.5	\$	2,230.5 1,400.9	15.1%
Restructuring and related charges		1.6		0.2			7.2		13.4	
Gross profit		274.5		211.2	30.0%		921.3		816.2	12.9%
Selling		139.0		101.1			466.8		402.3	
General and administrative		59.4		49.0			199.4		165.8	
Research and development		9.7		6.7			31.0		24.4	
Acquisition and integration related charges		16.0		-			38.4		-	
Restructuring and related charges		5.8		5.2			17.0		32.4	
Intangibles impairment			_	34.4				_	34.4	
Total operating expenses		229.9		196.4			752.6		659.3	
Operating income		44.6		14.8			168.7		156.9	
Interest expense		46.9		41.3			277.0		189.9	
Other expense (income), net		3.8		(1.0)			12.3		2.5	
Loss from continuing operations before reorganization items										
and income tax expense		(6.1)		(25.5)			(120.6)		(35.5)	
Reorganization items, net		-		(1,222.7)			3.6		(1,138.9)	
(Loss) gain from continuing operations before income taxes		(6.1)		1,197.2			(124.2)		1,103.4	
Income tax expense		18.2	_	42.0		_	63.2		73.8	
(Loss) gain from continuing operations		(24.3)		1,155.2			(187.4)		1,029.6	
Loss from discontinued operations, net of tax (a)			_	(2.4)		_	(2.7)		(86.4)	
Net (loss) gain	\$	(24.3)	\$	1,152.8		\$	(190.1)	\$	943.2	
Average shares outstanding (b)		50.4					36.0			
Loss from continuing operations Loss from discontinued operations	\$	(0.48)				\$	(5.20) (0.08)			
Basic loss per share	\$	(0.48)				\$	(5.28)			
		<u>,, -,</u>					(5.2.5)			
Average shares and common stock equivalents outstanding										
(b) (c)		50.4					36.0			
Loss from continuing operations	\$	(0.48)				\$	(5.20)			
Loss from discontinued operations		-					(80.0)			
Diluted loss per share	\$	(0.48)				\$	(5.28)			
		-					_			

Note 1: The merger with Russell Hobbs consummated on June 16, 2010. The financial results of Russell Hobbs are reported in the consolidated results since June 16,

Note 2: In connection with the Company's emergence from bankruptcy on August 28, 2009 and the application of fresh-start reporting on August 30, 2009, in accordance with ASC Topic 852, "Reorganizations," the post emergence results for the period from August 31, 2009 through September 30, 2009 (Successor Company) and the period from Cotober 1, 2008 through August 30, 2009 (Predecessor Company) are presented separately in the Company's Audited Consolidated Statement of Operations in its Form 10-K. For illustrative purposes in this earnings release, the Company has combined the separate Successor Company and Predecessor Company results to derive combined three and twelve months ended September 30, 2009. However, because of the various adjustments to our financial statements in connection with the adoption of fresh-start reporting, including asset valuation adjustments, adjustments to liabilities and recognition of gain on cancellation of indebtedness, the results of operations for Successor Company are not comparable to those of the Predecessor Company.

(a) Reflects the loss from discontinued operations, net of tax, of the growing products portion of the Home and Garden Business. The shutdown of the growing products portion of the Home and Garden Business was completed during the second quarter of Fiscal 2009.

(b) Per share figures calculated prior to rounding.

(c) For the three and twelve months ended September 30, 2010, we have not assumed the exercise of common stock equivalents as the impact would be antidilutive.



#### Supplemental Financial Data

For the three and twelve months ended September 30, 2010 and September 30, 2009 (Unaudited) (\$ in millions)

Supplemental Financial Data	F2010	F2009
Cash	\$ 170.6	\$ 97.8
Trade receivables, net Days Sales Outstanding (a)	\$ 365.0 41	\$ 274.5 44
Inventory, net Inventory Turnover (b)	\$ 530.3 3.0	\$ 341.5 4.6
Total Debt	\$ 1,743.8	\$ 1,583.5

	Co	cessor mpany	Co	mbined mpany	C	ccessor ompany	С	ombined ompany
		e Months End				ve Months En		
Supplemental Cash Flow Data	F	2010	F	2009		F2010		F2009
Depreciation and amortization, excluding amortization of debt issuance costs	\$	33.9	\$	19.6	\$	117.4	\$	67.1
ISSUANCE COSIS	Þ	33.9	Ф	19.0	Ф	117.4	Ф	67.1
Capital expenditures	\$	22.9	\$	5.2	\$	40.3	\$	10.8
		cessor		mbined_		ccessor		ombined
		mpany		mpany	_	ompany		ompany
		e Months End				ve Months En		
Supplemental Segment Sales & Profitability	<u>F</u>	2010		2009		F2010		F2009
Net Sales								
Global Batteries & Personal Care	\$	372.0	\$	361.4	\$	1.427.9	\$	1,335.0
Global Pet Supplies		140.1		154.8		560.5		573.9
Home and Garden		75.1		73.2		341.0		321.6
Small Appliances		201.8		-		237.6		-
Total net sales	\$	789.0	\$	589.4	\$	2,567.0	\$	2,230.5
Segment Profit								
Global Batteries & Personal Care	\$	41.2	\$	40.7	\$	152.8	\$	165.1
Global Pet Supplies		18.3		18.8		55.6		64.6
Home and Garden		9.4		4.9		50.9		41.8
Small Appliances		10.9		-		13.1		-
Total segment profit		79.8		64.4		272.4		271.5
Corporate		11.8		9.8		41.1		34.4
Restructuring and related charges		7.4		5.4		24.2		45.8
Acquisition and integration related charges		16.0		-		38.4		-
Intangibles impairment		-		34.4		-		34.4
Interest expense		46.9		41.3		277.0		189.9
Other expense (income), net		3.8		(1.0)		12.3		2.5

Note 1: The merger with Russell Hobbs consummated on June 16, 2010. The financial results of Russell Hobbs are reported as a separate business segment, Small Appliances, since June 16, 2010.

(120.6)

(35.5)

Note 2: In connection with the Company's emergence from bankruptcy on August 28, 2009 and the application of fresh-start reporting on August 30, 2009, in accordance with ASC Topic 852, "Reorganizations," the post emergence results for the period from August 31, 2009 through September 30, 2009 (Successor Company) and the period from October 1, 2008 through August 30, 2009 (Predecessor Company) are presented separately in the Company's Audited Consolidated Statement of Operations in its Form 10-K. For illustrative purposes in this earnings release, the Company has combined the separate Successor Company and Predecessor Company results to derive combined three and twelve months ended September 30, 2009. However, because of the various adjustments to our financial statements in connection with the adoption of fresh-start reporting, including asset valuation adjustments, adjustments to liabilities and recognition of gain on cancellation of indebtedness, the results of operations for Successor Company are not comparable to those of the Predecessor Company.

income tax expense



<sup>(</sup>a) Reflects actual days sales outstanding at end of period.

<sup>(</sup>b) Reflects cost of sales (excluding restructuring and related charges) during the last twelve months divided by inventory as of the end of the period.

## Reconciliation of GAAP to Adjusted Diluted Earnings Per Share For the three and twelve months ended September 30, 2010 (Unaudited)

	 REE MONTHS 2010	 LVE MONTHS 2010
Diluted loss per share, as reported	\$ (0.48)	\$ (5.28)
Adjustments, net of tax:		
Pre acquisition merger activity	-	0.49 (a)
Acquisition and integration related charges	0.20 (b)	0.49 (b)
Restructuring and related charges	0.10 (c)	0.31 (d)
Discontinued operations	-	0.05 (e)
Fresh-start inventory fair value adjustment	-	0.44 (f)
Reorganization items, net	-	0.05 (g)
Write off of unamortized debt issuance costs and debt		
discount/premiums	-	1.04 (h)
Russell Hobbs inventory fair value valuation adjustment	0.03 (i)	0.03 (i)
Income taxes	0.40 (j)	2.09 (j)
Share dilution assumption	-	1.56 (k)
Other adjustments	 -	 (0.06) (I)
	0.73	6.49
Diluted earnings per share, as adjusted	\$ 0.25	\$ 1.21

Note: Per share figures calculated prior to rounding.

- (a) For the twelve months ended September 30, 2010, the net of tax adjustment of \$25.1 million reflects the adjusted earnings of the Russell Hobbs' business from the beginning of the period through June 15, 2010, the date prior to the merger.
- (b) For the three and twelve months ended September 30, 2010, reflects \$10.4 million, net of tax, and \$25.0 million, net of tax respectively, of acquisition and integration related charges related to the merger with Russell Hobbs. The costs were primarily legal and professional fees and employee termination costs.
- (c) For the three months ended September 30, 2010, reflects \$4.8 million, net of tax, of restructuring and related charges as follows: (i) \$2.7 million for the Global Cost Reduction hitiatives announced in 2009; (ii) \$1.6 million for the Global Realignment Initiatives announced in 2007; and (iii) \$0.5 million for the Ningbo Exit Plan.
- (d) For the twelve months ended September 30, 2010, reflects \$15.7 million, net of tax of restructuring and related charges as follows: (i) \$12.0 million for the Global Cost Reduction Initiatives announced in 2009; (ii) \$2.3 million for the Global Realignment Initiatives announced in 2007; and (iii) \$1.4 million for the Ningbo Exit Plan.
- (e) Reflects a loss from discontinued operations, net of tax, of \$2.7 million related to the Company's shutdown of the growing products portion of the Home and Garden Business. The shutdown was completed during the Company's second quarter of Fiscal 2009.
- (f) Reflects \$22.3 million, net of tax, related to an inventory write up in conjunction with the valuation of the Company as a result of fresh-start reporting upon the Company's emergence from bankruptcy in the fourth quarter of Fiscal 2009.
- (g) Reflects \$2.4 million, net of tax, related to professional fees in connection with the Company's voluntary filing for bankruptcy under Chapter 11.
- (h) Reflects \$53.4 million, net of tax, related to the write off of unamortized debt issuance costs and the write off of unamortized discounts and premiums related to extinguishment of debt that was refinanced in conjunction with the merger of Russell Hobbs.
- (i) Reflects \$1.4 million, net of tax, related to an inventory write up in conjunction with the Merger with Russell Hobbs in accordance with ASC 805, Business Combinations.
- (i) For the three and twelve months ended September 30, 2010, reflects \$20.3 million, net of tax and \$106.7 million, net of tax, respectively, adjustment to income tax expense to exclude the impact of the valuation allowance against deferred taxes and other tax related items in order to reflect a normalized ongoing effective tax rate.
- (k) Adjustment to reflect the full dilution of shares and restricted stock outstanding, post merger, and assuming shares where issued and outstanding for all periods presented as the Company per share data above assumes that the merger with Russell Hobbs was consummated prior to all periods presented.
- (I) For the twelve months ended September 30, 2010, general and administrative expenses include \$3.1 million, net of tax, respectively, related to expiring taxes and related estimated penalties, associated with the Company's provision for presumed credits applied to the Brazilian excise tax on manufactured products, for which the examination period expired.

Note: Due to the cancellation of the Predecessor Company's common stock upon the emergence from Chapter 11 bankruptcy, the Company does not have comparable results for the prior year as the prior year earnings were attributable to the Predecessor Company's common stock, which was extinguished upon emergence.



## Reconciliation of GAAP Net Income (loss) to Adjusted EBITDA for the three months ended September 30, 2010

(Unaudited) (\$ millions)

	Global Ba	ttorioe &						Consolidated Spectrum Brands
	Persona		Global Pet Supplies	Home & Garden	Small Appliances	Corporate	Unallocated Items (a)	Holdings, Inc.
Net Income (loss)	\$	36.3	\$ 14.4	\$ 8.7	\$ (1.1)	\$ (17.5)	\$ (65.1)	\$ (24.3)
Income tax expense		-	-	-	-	-	18.2	18.2
Interest expense		-	-	-	-	-	46.9	46.9
Restructuring and related charges		1.0	3.2	0.8	-	2.4	-	7.4
Acquisition and Integration related charges		-	-	-	12.8	3.1	-	16.0
Accelerated Depreciation and Amortization (b)		-	-	(0.6)	-	-	-	(0.6)
Russell Hobbs Inventory fair value adjustment			-		2.2	-	<del>-</del>	2.2
Adjusted EBIT		37.3	17.6	8.9	13.8	(12.0)	-	65.8
Depreciation and Amortization		13.1	7.0	4.1	5.7	4.1	<del>-</del>	33.9
Adjusted EBITDA	\$	50.4	\$ 24.6	\$ 13.0	\$ 19.5	\$ (7.8)	\$ -	\$ 99.7

Note: Amounts calculated prior to rounding

(a) It is the Company's policy to record Income tax expense (benefit), and interest expense on a consolidated basis. Accordingly, such amounts are not reflected in the operating results of the operating segments.



<sup>(</sup>b) Adjustment reflects restricted stock amortization and accelerated depreciation associated with certain restructuring initiatives. Inasmuch as this amount is included within Restructuring and related charges, this adjustment negates the impact of reflecting the add back of depreciation and amortization.

#### Reconciliation of GAAP Net Income (loss) to Adjusted EBITDA for the twelve months ended September 30, 2010

(Unaudited)

(\$ millions)

	Global Bat Persona		Global Pet Su	pplies	Home (	& Garden	Small	l Appliances	Corpora	ate_	Unallocated It	ems (a)	Spectr	solidated rum Brands lings, Inc.
Net Income (loss)	\$	136.9	\$	49.5	\$	39.7	\$	0.4	\$	(76.4)	\$	(340.2)	\$	(190.1)
Loss from discontinued operations, net of tax		_		_		2.7		-		-		-		2.7
Income tax expense		-		-		-		-		-		63.2		63.2
Interest expense		-		-		-		-		-		194.9		194.9
Write-off unamortized discounts and financing fees (b)		-		-		-		-		-		82.1		82.1
Pre-acquisition earnings		-		-		-		66.3		-		-		66.3
Restructuring and related charges		3.5		6.8		8.5		-		5.5		-		24.2
Acquisition and Integration related charges		-		-		-		14.3		24.1		-		38.4
Reorganization Items, net		-		-		-		-		3.6		-		3.6
Accelerated Depreciation and Amortization (c)		-		-		(0.8)		-		(2.1)		-		(3.0)
Fresh-Start Inventory fair value adjustment		18.6		13.7		2.2		-		-		-		34.5
Russell Hobbs Inventory fair value adjustment		-		-		-		2.5		-		-		2.5
Brazilian IPI Credit/Other		(4.8)		(0.1)		-		-						(4.9)
Adjusted EBIT		154.2		69.8		52.3		83.5		(45.5)		-		314.3
Depreciation and Amortization		51.4		28.3		14.4		6.5		16.9				117.4
Adjusted EBITDA	\$	205.6	\$	98.1	\$	66.7	\$	90.0	\$	(28.6)	\$		\$	431.8

- (a) It is the Company's policy to record Income tax expense (benefit), and interest expense on a consolidated basis. Accordingly, such amounts are not reflected in the operating results of the operating segments.
- (b) Adjustment reflects \$61.4 million write off of unamortized deferred financing fees and discounts associated with the Company's capital structure refinanced on June 16, 2010; \$4.2 million charge related to pre-payment premiums associated with the paydown of the ABL and FILO extinguished on June 16, 2010 and \$16.5 million related to the termination of interest swaps and commitment fees.
- (c) Adjustment reflects restricted stock amortization and accelerated depreciation associated with certain restructuring initiatives. Inasmuch as this amount is included within Restructuring and related charges, this adjustment negates the impact of reflecting the add back of depreciation and amortization.



## Reconciliation of GAAP Net Income (loss) to Adjusted EBITDA for the three months ended September 30, 2009

(Unaudited) (\$ millions)

	Global Batteries & Personal Care	Global Pet Supplies	Home & Garden	Small Appliances	Corporate	Unallocated Items (a)	Consolidated Spectrum Brands Holdings, Inc.
Net Income (loss)	\$ 26.2	\$ (1.2)	\$ (1.3)	\$ -	\$ 1,212.2	\$ (83.3)	\$ 1,152.8
Loss from discontinued operations, net of tax	-	-	2.4	-	-	-	2.4
Income tax expense	-	-	-	-	-	42.0	42.0
Interest expense	-	-	-	-	-	41.3	41.3
Pre-acquisition earnings				24.4			24.4
Restructuring and related charges	0.2	1.1	3.4	-	0.7	-	5.4
Reorganization Items	-	-	-	-	(1,222.7)	-	(1,222.7)
Accelerated Depreciation (b)	-	-	(1.1)	-	-	-	(1.1)
Intangibles Impairment	15.4	18.5	0.5	-	-	-	34.4
Fresh-Start Inventory Write-off	9.9	5.4	1.1	-	-	-	16.3
Other Fresh-Start (c)	0.1	0.4	-	-	1.1	-	1.5
Brazilian IPI Credit	(0.7)						(0.7)
Adjusted EBIT	51.1	24.2	5.0	24.4	(8.6)	-	96.1
Depreciation and Amortization	8.7	6.2	4.0		0.7		19.6
Adjusted EBITDA	\$ 59.8	\$ 30.4	\$ 9.1	\$ 24.4	\$ (7.9)	\$ -	\$ 115.7

- (a) It is the Company's policy to record Income tax expense (benefit), and interest expense on a consolidated basis. Accordingly, such amounts are not reflected in the operating results of the operating segments.
- (b) Adjustment reflects accelerated depreciation associated with certain restructuring initiatives. Inasmuch as this amount is included within Restructuring and related charges, this adjustment negates the impact of reflecting the add back of depreciation.
- (c) Adjustment reflects losses of certain hedges due to the adoption of Fresh-Start reporting coupled with straight-line lease accrual true-ups.



# SPECTRUM BRANDS HOLDINGS, INC. Reconciliation of GAAP Net Income (loss) to Adjusted EBITDA for the twelve months ended September 30, 2009

(Unaudited) (\$ millions)

	Global Batterie: Personal Car		Global Pet Supplies	<u>Hor</u>	me & Garden	Sma	all Appliances	<u>Corporate</u>	<u>Ur</u>	nallocated Items (a)	Spec	onsolidated ctrum Brands oldings, Inc.
Net Income (loss)	\$ 125	5.6	\$ 40.7	\$	(51.3)	\$	-	\$ 1,091.8	\$	(263.7)	\$	943.2
Loss from discontinued operations, net of tax		-	-		86.4		-	-		-		86.4
Income tax expense		-	-		-		-	-		73.8		73.8
Interest expense		-	-		-		-	-		189.9		189.9
Pre-acquisition earnings							81.0					81.0
Restructuring and related charges	2	8.0	5.8		6.3		-	12.9		-		45.8
Reorganization Items		-	-		-		-	(1,138.9	)	-		(1,138.9)
Accelerated Depreciation (b)	(*	(2.7)	-		(1.4)		-	-		-		(4.2)
Intangibles Impairment	1′	5.4	18.5		0.5		-	-		-		34.4
Fresh-Start Inventory Write-off		9.9	5.4		1.1		-	-		-		16.3
Other Fresh-Start (c)		0.1	0.4		-		-	1.1		-		1.5
Brazilian IPI Credit		(5.6)			<u> </u>		<u> </u>	-				(5.6)
Adjusted EBIT	16	3.5	70.8		41.5		81.0	(33.1	)	-		323.8
Depreciation and Amortization	2	9.4	22.4		12.4			3.0				67.1
Adjusted EBITDA	\$ 19	2.8	\$ 93.2	\$	53.9	\$	81.0	\$ (30.1	) \$		\$	390.9

- (a) It is the Company's policy to record Income tax expense (benefit), and interest expense on a consolidated basis. Accordingly, such amounts are not reflected in the operating results of the operating segments.
- (b) Adjustment reflects accelerated depreciation associated with certain restructuring initiatives. Inasmuch as this amount is included within Restructuring and related charges, this adjustment negates the impact of reflecting the add back of depreciation.
- (c) Adjustment reflects losses of certain hedges due to the adoption of Fresh-Start reporting coupled with straight-line lease accrual true-ups.



#### **Pro Forma Net Sales Comparison**

For the three and twelve months ended September 30, 2010 and September 30, 2009 (Unaudited) (In millions)

		TH	HREE M	ONTHS		TWELVE MONTHS						
	<u> </u>	2010	<u>F</u>	2009	INC(DEC) %		F2010		F2009	INC(DEC) %		
Spectrum Brands Holdings, Inc. (a) Russell Hobbs (b)	\$	789.0 <u>-</u>	\$	589.4 211.2	33.9%	\$ 	2,567.0 544.0	\$	2,230.5 778.2	15.1% -30.1%		
Pro Forma Net Sales	\$	789.0	\$	800.6	-1.4%	<u>\$</u>	3,111.0	<u>\$</u>	3,008.7	3.4%		

- (a) Net sales for Spectrum Brands for the twelve months ended September 30, 2010 include net sales for Russell Hobbs from the date of acquisition, July 16, 2010 to the end of the period.
- (b) For all periods presented, net sales for Russell Hobbs have been restated to reflect the acquisition as if it occurred at the beginning of the period presented.



# SPECTRUM BRANDS HOLDINGS, INC. Reconciliation of GAAP Net Income to Adjusted EBITDA for the twelve months ended September 30, 2011

(Unaudited) (\$ millions)

	Consolidated Spectrum Brands Holdings, Inc.
Net Income	\$ 73 - \$ 79
Income tax expense Interest expense Restructuring and related charges Acquisition and integration related charges	39 - 43 193 9 21
Adjusted EBIT Depreciation and Amortization	335 - 345 120
Adjusted EBITDA	\$ 455 - \$ 465



# SPECTRUM BRANDS HOLDINGS, INC. Reconciliation of GAAP Cash Flow from Operating Activities to Free Cash Flow for the twelve months ended September 30, 2011

(Unaudited) (\$ millions)

Net Cash provided from Operating Activities	\$ 195 - \$ 205
Purchases of property, plant and equipment	(40)
Free Cash Flow	\$ 155 - \$ 165

