## FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE

## SECURITIES EXCHANGE ACT OF 1934

## Date of report (Date of earliest event reported): July 30, 2009

## NEWELL RUBBERMAID INC.

(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction of Incorporation)

## 1-9608

(Commission
File Number)

36-3514169 (IRS Employer Identification No.)

Three Glenlake Parkway Atlanta, Georgia

30328
(Address of Principal Executive

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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## Item 2.02. Results of Operations and Financial Condition.

The information in this Item 2.02, and the Exhibit attached to this Report, are furnished pursuant to Item 2.02 of Form 8-K. Consequently, such items are not deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liabilities of that section. Such items may only be incorporated by reference in another filing under the Exchange Act or Securities Act of 1933 if such subsequent filing specifically references this Form 8-K.

On July 30, 2009, Newell Rubbermaid Inc. (the "Company") reported its results for the fiscal quarter ended June 30, 2009. The Company's press release, dated July 30, 2009, and Additional Financial Information, is attached as Exhibit 99.1

The press release and Additional Financial Information contain non-GAAP financial measures. For purposes of Securities and Exchange Commission Regulation G, a "non-GAAP financial measure" is a numerical measure of a registrant's historical or future financial performance, financial position or cash flows that excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with GAAP in the statement of income, balance sheet or statement of cash flows of the issuer; or includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. Operating and statistical measures and certain ratios and other statistical measures are not non-GAAP financial measures. For purposes of the definition, GAAP refers to generally accepted accounting principles in the United States. Pursuant to the requirements of Regulation G, the Company has provided, as a part of the press release and Additional Financial Information, a reconciliation of each of the non-GAAP financial measures to the most directly comparable GAAP financial measure.
The Company has used certain financial measures that are included in the press release and Additional Financial Information both in presenting its results to stockholders and the investment community and in its internal evaluation and management of its businesses. The Company's management believes that these measures - including those that are "non-GAAP financial measures" - and the information they provide are useful to investors since these measures:

- enable investors and analysts to compare the current non-GAAP measures with the corresponding non-GAAP measures used in the past, and
- permit investors to view the Company's performance using the same tools that Company management uses to evaluate the Company's past performance, reportable business segments and prospects for future performance and to gauge the Company's progress in achieving its stated goals.

The Company's management believes that operating income, excluding restructuring charges, as well as "Normalized" earnings and earnings per share are also useful because they provide investors with a meaningful perspective on the current underlying performance of the Company's continuing operations. The Company's management believes that free cash flow, defined by the Company as cash generated from operations less capital expenditures, is useful to investors because it is an indication of amounts of cash flow that may be available for dividends, repayment of debt and further investment in future growth initiatives. The Company's management believes that adjusted sales, as reflected in the Currency Analysis included in Exhibit 99.1, is useful to investors because it demonstrates the effect of foreign currency translation on reported sales. The Company's management believes that "Normalized" earnings per share, which excludes restructuring charges and one-time events such as tax benefits and certain other charges, is useful to investors because it permits investors to better understand year-over-year changes in underlying operating performance. Another purpose for which the Company uses "Normalized" earnings per share and free cash flow is as performance goals that help determine the amount, if any, of cash bonuses for corporate management employees under the Company's management cash bonus plan.

While the Company believes that these non-GAAP financial measures are useful in evaluating the Company's performance, this information should be considered as supplemental in nature and not as a substitute for or superior to the related financial information prepared in accordance with GAAP. Additionally, these non-GAAP financial measures may differ from similar measures presented by other companies.

## Item 7.01 Regulation FD Disclosure.

The information set forth under Item 2.02 above and in Exhibit 99.1 to this Report is also intended to be furnished under this Item 7.01 and is hereby incorporated by reference.

Item 9.01 Financial Statements and Exhibits.
(c) Exhibits.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NEWELL RUBBERMAID INC.
By: /s/ Dale L. Matschullat
Dale L. Matschullat
Senior Vice President, General
Counsel and Corporate Secretary

# Newell Rubbermaid Reports Second Quarter 2009 Results <br> Normalized EPS of \$0.47 Ahead of Guidance, Full Year EPS Outlook Raised <br> Gross Margins Improve 300 Basis Points to Last Year <br> Strong Operating Cash Flow, Full Year Cash Flow Outlook Raised 

ATLANTA, July 30, 2009 - Newell Rubbermaid (NYSE: NWL) today announced second quarter 2009 financial results that exceeded the company's guidance. The company reported strong operating cash flow and gross margin improvement and raised its guidance for full year 2009 normalized earnings and operating cash flow.
"Although business conditions remained challenging during the quarter, we were pleased and encouraged to deliver second quarter earnings and cash flow ahead of expectations," said Mark Ketchum, president and chief executive officer of Newell Rubbermaid. "I'm particularly pleased with the improvement in gross margin, reflecting the benefits from our planned product exits as well as a more reasonable input cost environment compared with a year ago. We continued to actively manage our cost base and generated strong operating cash flow through a diligent focus on working capital management. Our success in managing what we can control through the first half of 2009 gives us confidence to judiciously increase our level of strategic SG\&A investments in the second half of the year, supporting our brands with focused marketing spending and other strategic brand building activities, while still raising our guidance for full year normalized EPS and operating cash flow."

Net sales declined 17.6 percent to $\$ 1.50$ billion in the second quarter, compared to $\$ 1.83$ billion in the prior year. The reported sales results are more favorable than the guidance of a 20 percent decline. Core sales were down approximately 8 percent, while planned product line exits and foreign currency translation reduced net sales by 6 percent and 4 percent, respectively.

Gross margin for the quarter was 37.1 percent, up 300 basis points from last year, as the positive impact from product line exits, lower input costs and 2008 pricing initiatives more than offset the effects of reduced manufacturing volumes and unfavorable mix.

Excluding Project Acceleration restructuring costs of $\$ 29.5$ million in 2009 and $\$ 69.4$ million in 2008, operating income was $\$ 229.0$ million, or 15.2 percent of sales, in the second quarter 2009, compared to $\$ 230.3$ million, or 12.6 percent of sales, in the prior year.

Normalized earnings, which exclude Project Acceleration restructuring costs, related impairment charges and associated tax effects, and other items, were $\$ 0.47$ per diluted share, ahead of the company's guidance and compared to $\$ 0.49$ per diluted share in the second quarter 2008. Other items in the second quarter 2009 include dilution of $\$ 0.01$ per diluted share related to the conversion feature of the convertible notes issued in March 2009 and one-time costs of $\$ 0.01$ per diluted share incurred for the early retirement of $\$ 325$ million principal amount of medium-term notes. (A reconciliation of the "as reported" results to "normalized" results is included below.)

3 Glenlake Parkway | Atlanta, GA 30328 | Phone +1 (770) 418-7000 | www.newellrubbermaid.com | NYSE: NWL

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Net income, as reported on a GAAP basis, was $\$ 105.7$ million, or $\$ 0.37$ per diluted share. This compares to $\$ 92.5$ million, or $\$ 0.33$ per diluted share, in the second quarter 2008.

The company generated operating cash flow of $\$ 99.2$ million during the second quarter, driven by working capital management, compared to $\$ 1.9$ million in the prior year. Capital expenditures were $\$ 38.3$ million in the second quarter, approximately flat to last year.

A reconciliation of the second quarter 2009 and last year's results is as follows:

|  | Q2 2009 <br> Diluted earnings per share (as reported): | $\$ 0.37$ |
| :--- | :--- | :--- |
| Project Acceleration restructuring costs and related impairment charges | $\$ 0.33$ |  |
| Other items | $\$ 0.16$ |  |
| "Normalized" EPS: | $\$ 0.08$ |  |

## Six Months Results

Net sales for the six months ended June 30, 2009 declined 16.9 percent to $\$ 2.71$ billion, compared to $\$ 3.26$ billion in the prior year. Internal sales, which exclude the effect of significant acquisitions, declined 18.5 percent for the six months. Foreign currency translation reduced net sales by 4 percent, while planned product line exits lowered net sales by 5 percent. Core sales softness contributed the remainder of the net sales decline.

Gross margin was 36.2 percent, a 200 basis point improvement versus the prior year. The positive impact from planned product line exits, lower input costs and 2008 pricing actions more than offset the effect of reduced production volumes and unfavorable mix.

Normalized earnings, which exclude Project Acceleration restructuring costs, related impairment charges and associated tax effects, and other items, were $\$ 0.67$ per diluted share, compared to the prior year's results of $\$ 0.75$ per diluted share. Other items in the first six months of 2009 were the same as those for the second quarter 2009. (A reconciliation of the "as reported" results to "normalized" results is included below.)

Net income, as reported on a GAAP basis, was $\$ 139.4$ million, or $\$ 0.49$ per diluted share. This compares to $\$ 149.4$ million, or $\$ 0.54$ per diluted share, in the prior year.
The company generated operating cash flow of $\$ 88.0$ million during the first six months of 2009 , compared to a use of $\$ 121.3$ million in the prior year. Capital expenditures were $\$ 70.7$ million, compared to $\$ 78.2$ million in the prior year.

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Brands That Matter

> News Release
A reconciliation of the first six months 2009 and last year's results is as follows:

|  | YTD Q2 2009 |  | YTD Q2 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
| Diluted earnings per share (as reported): | \$ | 0.49 | \$ | 0.54 |
| Project Acceleration restructuring costs and related impairment charges | \$ | 0.16 | \$ | 0.21 |
| Other items | \$ | 0.02 |  | - |
| "Normalized" EPS: | \$ | 0.67 | \$ | 0.75 |

## 2009 Full Year Guidance

The company expects net sales for the full year will decline at the unfavorable end of the company's guidance of down 10 to 15 percent. The company continues to expect a 4 to 6 percent sales decline from product line exits and now expects a 2 to 3 percent sales decline from foreign currency translation. Acquisitions are expected to contribute about 1 percent of sales growth. Core sales are expected to decline in the high single digit percent range.

The company is raising its guidance for normalized earnings to $\$ 1.15$ to $\$ 1.30$ per diluted share and is also raising its guidance for operating cash flow to approximately $\$ 500$ million, which is net of approximately $\$ 100$ million in restructuring cash payments.

## 2009 Third Quarter Guidance

The company anticipates net sales will decline in the high teens percent range for the third quarter 2009. Product line exits are projected to reduce sales by 6 to 8 percent, and foreign currency translation is expected to reduce sales by 2 to 4 percent. Core sales are expected to decline in the high single digit percent range.

The company expects normalized earnings of $\$ 0.25$ to $\$ 0.35$ per diluted share and operating cash flow of between $\$ 200$ and $\$ 250$ million.
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Brands That Matter

> News Release
A reconciliation of the third quarter and full year 2009 earnings outlook is as follows:

|  | Q3 2009 |  | FY 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
| Diluted earnings per share: | \$ | 0.13 to \$0.23 | \$ | 0.78 to \$0.93 |
| Project Acceleration restructuring costs and related impairment charges | \$ | 0.11 to \$0.14 | \$ | 0.28 to \$0.43 |
| Other items |  | - | \$ | 0.02 |
| "Normalized" EPS: | \$ | 0.25 to \$0.35 | \$ | 1.15 to \$1.30 |

## Conference Call

The company's second quarter 2009 earnings conference call is scheduled for today, July 30, 2009, at 10:00 am ET. To listen to the webcast, use the link provided under Events \& Presentations in the Investor Relations section of Newell Rubbermaid's Web site at www.newellrubbermaid.com. The webcast will be available for replay for two weeks. A brief supporting slide presentation will be available prior to the call under Quarterly Earnings in the Investor Relations section on the company's Web site.

## Non-GAAP Financial Measures

This release contains non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission. Included in this release is a reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated in accordance with GAAP.

## About Newell Rubbermaid

Newell Rubbermaid Inc., an S\&P 500 company, is a global marketer of consumer and commercial products with sales of approximately $\$ 6$ billion and a strong portfolio of brands, including Rubbermaid ${ }^{\circledR}$, Sharpie ${ }^{\circledR}$, Graco ${ }^{\circledR}$, Calphalon ${ }^{\circledR}$, Irwin ${ }^{\circledR}$, Lenox ${ }^{\circledR}$, Levolor ${ }^{\circledR}$, Paper Mate ${ }^{\circledR}$, Dymo ${ }^{\circledR}$, Waterman ${ }^{\circledR}$, Parker ${ }^{\circledR}$, Goody ${ }^{\circledR}$, Technical Concepts ${ }^{\top M}$ and $^{\circ}$ Aprica ${ }^{\circledR}$.

This press release and additional information about Newell Rubbermaid are available on the company's Web site, www.newellrubbermaid.com.
Contacts:
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## Caution Concerning Forward-Looking Statements

Statements in this press release that are not historical in nature constitute forward-looking statements. These forward-looking statements relate to information or assumptions about the

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effects of sales, income/(loss), earnings per share, operating income or gross margin improvements or declines, Project Acceleration, capital and other expenditures, cash flow, dividends, restructuring costs, costs and cost savings, inflation, particularly with respect to commodities such as oil and resin, debt ratings, and management's plans, projections and objectives for future operations and performance. These statements are accompanied by words such as "anticipate," "expect," "project," "will," "believe," "estimate" and similar expressions. Actual results could differ materially from those expressed or implied in the forward-looking statements. Important factors that could cause actual results to differ materially from those suggested by the forward-looking statements include, but are not limited to, our dependence on the strength of retail, commercial and industrial sectors of the economy in light of the global economic slowdown; currency fluctuations; competition with other manufacturers and distributors of consumer products; major retailers' strong bargaining power; changes in the prices of raw materials and sourced products and our ability to obtain raw materials and sourced products in a timely manner from suppliers; our ability to develop innovative new products and to develop, maintain and strengthen our end-user brands; our ability to expeditiously close facilities and move operations while managing foreign regulations and other impediments; our ability to implement successfully information technology solutions throughout our organization; our ability to improve productivity and streamline operations; our ability to refinance short-term debt on terms acceptable to us, particularly given the recent turmoil and uncertainty in the global credit markets; changes to our credit ratings; significant increases in the funding obligations related to our pension plans due to declining asset values or otherwise; the imposition of tax liabilities greater than our provisions for such matters; the risks inherent in our foreign operations and those factors listed in the company's most recent quarterly report on Form 10-Q, and exhibit 99.1 thereto, filed with the Securities and Exchange Commission. Changes in such assumptions or factors could produce significantly different results. The information contained in this news release is as of the date indicated. The company assumes no obligation to update any forward-looking statements contained in this news release as a result of new information or future events or developments.

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Reconciliation of "As Reported" Results to "Normalized" Results

|  | Three Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  |  | 2008 |  |  |  | $\begin{gathered} \text { YOY } \\ \text { \% Change } \\ \hline \end{gathered}$ |
|  | $\begin{gathered} \hline \text { As } \\ \text { Reported } \\ \hline \end{gathered}$ | Excluded Items (1) |  |  | Normalized | $\begin{gathered} \hline \text { As } \\ \text { Reported } \\ \hline \end{gathered}$ |  | xcluded ms (2) | Normalized |  |
| Net sales | \$1,504.3 | \$ |  |  | \$ 1,504.3 | \$1,825.1 | \$ | - | \$ 1,825.1 | (17.6)\% |
| Cost of products sold | 946.0 |  | - |  | 946.0 | 1,201.9 |  | - | 1,201.9 |  |
| GROSS MARGIN | 558.3 |  | - |  | 558.3 | 623.2 |  | - | 623.2 | (10.4)\% |
| \% of sales | 37.1\% |  |  |  | 37.1\% | 34.1\% |  |  | 34.1\% |  |
| Selling, general \& administrative expenses | 329.3 |  | - |  | 329.3 | 392.9 |  | - | 392.9 | (16.2)\% |
| \% of sales | 21.9\% |  |  |  | 21.9\% | 21.5\% |  |  | 21.5\% |  |
| Restructuring costs | 29.5 |  | (29.5) |  | - | 69.4 |  | (69.4) | - |  |
| OPERATING INCOME | 199.5 |  | 29.5 |  | 229.0 | 160.9 |  | 69.4 | 230.3 | (0.6)\% |
| \% of sales | 13.3\% |  |  |  | 15.2\% | 8.8\% |  |  | 12.6\% |  |
| Nonoperating expenses: |  |  |  |  |  |  |  |  |  |  |
| Interest expense, net | 40.3 |  | - |  | 40.3 | 38.7 |  | - | 38.7 |  |
| Other expense (income), net | 1.2 |  | (4.7) |  | (3.5) | 0.4 |  | - | 0.4 |  |
|  | 41.5 |  | (4.7) |  | 36.8 | 39.1 |  | - | 39.1 | (5.9)\% |
| INCOME BEFORE INCOME TAXES | 158.0 |  | 34.2 |  | 192.2 | 121.8 |  | 69.4 | 191.2 | 0.5\% |
| \% of sales | 10.5\% |  |  |  | 12.8\% | 6.7\% |  |  | 10.5\% |  |
| Income taxes | 52.3 |  | 8.0 |  | 60.3 | 28.9 |  | 25.5 | 54.4 | 10.8\% |
| Effective rate | 33.1\% |  |  |  | 31.4\% | 23.7\% |  |  | 28.5\% |  |
| NET INCOME | 105.7 |  | 26.2 |  | 131.9 | 92.9 |  | 43.9 | 136.8 |  |
| NET INCOME NONCONTROLLING INTERESTS | - |  | - |  | - | 0.4 |  | - | 0.4 |  |
| NET INCOME CONTROLLING INTEREST | \$ 105.7 | \$ | 26.2 |  | \$ 131.9 | \$ 92.5 | \$ | 43.9 | \$ 136.4 | (3.3)\% |
| \% of sales | 7.0\% |  |  |  | 8.8\% | 5.1\% |  |  | 7.5\% |  |
| EARNINGS PER SHARE: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ 0.38 |  | 0.09 |  | \$ 0.47 | \$ 0.33 | \$ | 0.16 | \$ 0.49 |  |
| Diluted | \$ 0.37 |  | 0.10 | \$ | \$ 0.47 | \$ 0.33 | \$ | 0.16 | \$ 0.49 |  |
| AVERAGE SHARES OUTSTANDING: |  |  |  |  |  |  |  |  |  |  |
| Basic | 280.8 |  |  |  | 280.8 | 280.0 |  |  | 280.0 |  |
| Diluted | 286.8 |  |  |  | 290.1 | 280.0 |  |  | 288.3 |  |

[^0]Reconciliation of "As Reported" Results to "Normalized" Results

(1) Items excluded from "normalized" results for 2009 consist of $\$ 60.0$ million of restructuring costs, including asset impairment charges and employee termination and other costs, $\$ 4.7$ million of debt extinguishment charges, and the associated tax effects as well as the dilutive impact of the convertible notes issued in the first quarter of 2009.
(2) Items excluded from "normalized" results for 2008 consist of $\$ 87.8$ million of restructuring costs, including asset impairment charges and employee termination and other costs, and the associated tax effects.

|  | $\begin{aligned} & \text { June } 30, \\ & 2009 \end{aligned}$ | $\begin{aligned} & \text { June } 30, \\ & 2008 \text { (1) } \end{aligned}$ |
| :---: | :---: | :---: |
| Assets: |  |  |
| Cash and cash equivalents | \$ 418.1 | \$ 211.4 |
| Accounts receivable, net | 1,096.2 | 1,312.7 |
| Inventories, net | 848.4 | 1,141.3 |
| Deferred income taxes | 129.6 | 109.6 |
| Prepaid expenses and other | 110.5 | 137.1 |
| Total Current Assets | 2,602.8 | 2,912.1 |
| Property, plant and equipment, net | 603.1 | 675.3 |
| Deferred income taxes | 15.9 | - |
| Goodwill | 2,722.0 | 3,087.1 |
| Other intangible assets, net | 645.6 | 657.0 |
| Other assets | 326.8 | 232.1 |
| Total Assets | \$6,916.2 | \$ 7,563.6 |
| Liabilities and Stockholders' Equity: |  |  |
| Accounts payable | \$ 460.8 | \$ 656.8 |
| Accrued compensation | 111.8 | 108.4 |
| Other accrued liabilities | 659.2 | 850.4 |
| Income taxes payable | - | 12.0 |
| Notes payable | 7.1 | 28.0 |
| Current portion of long-term debt | 627.1 | 1,065.8 |
| Total Current Liabilities | 1,866.0 | 2,721.4 |
| Long-term debt | 2,393.5 | 1,959.8 |
| Deferred income taxes | - | 1.4 |
| Other non-current liabilities | 873.9 | 602.0 |
| Stockholders' Equity - Parent | 1,779.2 | 2,275.2 |
| Stockholders' Equity - Noncontrolling Interests | 3.6 | 3.8 |
| Total Stockholders' Equity | 1,782.8 | 2,279.0 |
| Total Liabilities and Stockholders' Equity | \$ 6,916.2 | \$ 7,563.6 |

(1) The June 30, 2008 Consolidated Balance Sheet reflects the retrospective adoption of certain accounting pronouncements which resulted in the reclassification of $\$ 3.8$ million from Other non-current liabilities to Stockholders' Equity-Noncontrolling Interests as well as a reclassification to increase Other accrued liabilities by $\$ 28.2$ million with a corresponding reduction in Stockholders' Equity-Parent.

Newell Rubbermaid Inc. CONSOLIDATED STATEMENTS OF CASH FLOW (UNAUDITED) (in millions)

|  |  |  |  |
| :--- | :--- | ---: | :--- |

Newell Rubbermaid Inc.
Financial Worksheet
(In Millions)

|  | 2009 |  |  |  |  | 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reconciliation (1) |  |  |  | Operating Margin | Net Sales | Reconciliation (1) |  |  | $\begin{array}{r}\text { Operating } \\ \text { Margin } \\ \hline\end{array}$ | Year-over-year changes |  |  |  |
|  | Net Sales | Reported OI | Excluded Items | $\begin{gathered} \begin{array}{c} \text { Normalized } \\ \text { OI } \end{array} \\ \hline \end{gathered}$ |  |  | $\overline{\text { Reported }}$OI | Excluded Items | $\begin{gathered} \text { Normalized } \\ \text { OI } \\ \hline \end{gathered}$ |  | Net Sales |  | Normalized OI (2) |  |
|  |  |  |  |  |  |  |  |  |  |  | \$ | \% | \$ | \% |
| Q1: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home \& Family | \$ 557.7 | \$ 60.3 | \$ - | 60.3 | 10.8\% | \$ 608.2 | \$ 53.4 | \$ - | 53.4 | 8.8\% | \$ (50.5) | (8.3)\% | \$ 6.9 | 12.9\% |
| Office Products | 318.2 | 31.1 | - | 31.1 | 9.8\% | 418.3 | 33.9 | - | 33.9 | 8.1\% | (100.1) | (23.9)\% | (2.8) | (8.3)\% |
| Tools, Hardware \& Commercial Products | 328.0 | 38.0 | - | 38.0 | 11.6\% | 407.2 | 61.0 | - | 61.0 | 15.0\% | (79.2) | (19.4)\% | (23.0) | (37.7)\% |
| Restructuring Costs |  | (30.5) | 30.5 | - |  |  | (18.4) | 18.4 | - |  |  |  |  |  |
| Corporate |  | (18.1) | - | (18.1) |  |  | (18.8) | - | (18.8) |  |  |  | 0.7 | 3.7\% |
| Total | \$ 1,203.9 | \$ 80.8 | \$ 30.5 | 111.3 | 9.2\% | \$ 1,433.7 | \$ 1111.1 | \$ 18.4 | 129.5 | 9.0\% | \$(229.8) | (16.0)\% | \$(18.2) | (14.1)\% |
|  | 2009 |  |  |  |  | 2008 |  |  |  |  | Year-over-year changes |  |  |  |
|  |  | Reconciliation (1) |  |  |  |  | Reconciliation (1) |  |  |  |  |  |  |  |
|  | Net Sales | $\begin{gathered} \hline \text { Reported } \\ \text { OI } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Excluded } \\ & \text { Items } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Normalized } \\ \text { OI } \\ \hline \end{gathered}$ | Operating Margin | Net Sales | ReportedOI | Excluded | $\begin{aligned} & \text { Normalized } \\ & \hline \end{aligned}$ | Operating Margin | Net Sales |  | Normalized OI (2) |  |
|  |  |  |  |  |  |  |  |  |  |  | \$ \% |  | \$ | \% |
| Q2: - - - - - - - - - - - |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home \& Family | \$ 617.2 | \$ 80.4 | \$ - | 80.4 | 13.0\% | \$ 717.6 | \$ 69.6 | \$ - | \$ 69.6 | 9.7\% | \$(100.4) | (14.0)\% | \$ 10.8 | 15.5\% |
| Office Products | 496.9 | 99.2 | - | 99.2 | 20.0\% | 609.2 | 101.7 | - | 101.7 | 16.7\% | (112.3) | (18.4)\% | (2.5) | (2.5)\% |
| Tools, Hardware \& Commercial Products | 390.2 | 67.6 | - | 67.6 | 17.3\% | 498.3 | 80.2 | - | 80.2 | 16.1\% | (108.1) | (21.7)\% | (12.6) | (15.7)\% |
| Restructuring Costs |  | (29.5) | 29.5 | - |  |  | (69.4) | 69.4 | - |  |  |  |  |  |
| Corporate |  | (18.2) | 二 | (18.2) |  |  | (21.2) | - | (21.2) |  |  |  | 3.0 | 14.2\% |
| Total | \$1,504.3 | \$ 199.5 | \$ 29.5 | 229.0 | 15.2\% | \$1,825.1 | \$ 160.9 | \$ 69.4 | 230.3 | 12.6\% | \$(320.8) | (17.6)\% | \$ (1.3) | (0.6)\% |
|  | 2009 |  |  |  |  | 2008 |  |  |  |  | Year-over-year changes |  |  |  |
|  |  | Reconciliation (1) |  |  |  | Net Sales | Reconciliation (1) |  |  |  |  |  |  |  |
|  |  | Reported | Excluded Items | Normalized | OperatingMargin |  | $\overline{\text { Reported }}$ <br> OI | Excluded Items | $\begin{gathered} \text { Normalized } \\ \text { OI } \end{gathered}$ | OperatingMargin | Net Sales |  | Normalized OI (2) |  |
|  | Net Sales |  |  |  |  |  |  |  |  |  | \$ | \% | \$ | \% |
| YTD: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Home \& Family | \$ 1,174.9 | \$ 140.7 | \$ - | \$ 140.7 | 12.0\% | \$ 1,325.8 | \$ 123.0 | \$ - | 123.0 | 9.3\% | \$(150.9) | (11.4)\% | \$ 17.7 | 14.4\% |
| Office Products | 815.1 | $\begin{aligned} & 130.3 \\ & 105.6 \end{aligned}$ |  | 130.3 | 16.0\% | 1,027.5 | 135.6 | - | 135.6 | 13.2\% | (212.4) | (20.7)\% | (5.3) | (3.9)\% |
| Tools, Hardware \& Commercial Products | 718.2 |  | - | 105.6 | 14.7\% | 905.5 | 141.2 | - | 141.2 | 15.6\% | (187.3) | (20.7)\% | (35.6) | (25.2)\% |
| Restructuring Costs |  | $\begin{aligned} & (60.0) \\ & (36.3) \\ & \hline \end{aligned}$ | $\begin{array}{r} 60.0 \\ \hline \end{array}$ | $\quad \overline{(36.3)}$ |  |  | (87.8) | 87.8 | - |  |  |  |  |  |
| Corporate |  |  |  |  |  |  | (40.0) | = | (40.0) |  |  |  | 3.7 | 9.3\% |
| Total | \$ 2,708.2 | \$ 280.3 | \$ 60.0 | \$ 340.3 | 12.6\% | \$ 3,258.8 | \$ 272.0 | \$ 87.8 | 359.8 | 11.0\% | $\stackrel{\text { \$(550.6) }}{ }$ | $\underline{\underline{(16.9)}} \%$ | $\stackrel{\text { \$ (19.5) }}{ }$ | (5.4)\% |

[^1](2) Excluding restructuring charges.

Newell Rubbermaid Inc.
Calculation of Free Cash Flow (1)

|  | Three Months Ended June 30, <br> 2009 - 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Free Cash Flow (in millions): |  |  |  |  |
| Net cash provided by operating activities |  | 99.2 | \$ | 1.9 |
| Capital expenditures |  | (38.3) |  | (38.2) |
| Free Cash Flow | \$ | 60.9 | \$ | (36.3) |
|  |  | $\begin{gathered} \quad \text { Six Mc } \\ 2009 \\ \hline \end{gathered}$ | Ju | 30 , 2008 |
| Free Cash Flow (in millions): |  |  |  |  |
| Net cash provided by (used in) operating activities | \$ | 88.0 | \$ | (121.3) |
| Capital expenditures |  | (70.7) |  | (78.2) |
| Free Cash Flow | \$ | 17.3 | \$ | $\stackrel{(199.5)}{ }$ |

(1) Free Cash Flow is defined as cash flow provided by (used in) operating activities less capital expenditures.

Newell Rubbermaid Inc.
Three Months Ended June 30, 2009

## In Millions

Currency Analysis

|  | 2009 |  |  |  | 2008 | Year-Over-Year (Decrease) Increase |  | $\begin{gathered} \text { Currency } \\ \text { Impact } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales as <br> Reported |  | $\begin{aligned} & \text { rrency } \\ & \text { npact } \end{aligned}$ | $\begin{gathered} \hline \text { Adjusted } \\ \text { Sales } \\ \hline \end{gathered}$ | $\begin{array}{c}\text { Sales as } \\ \text { Reported }\end{array}$ | $\begin{aligned} & \text { Excluding } \\ & \text { Currency } \\ & \hline \end{aligned}$ | Including Currency |  |
| By Segment |  |  |  |  |  |  |  |  |
| Home \& Family | \$ 617.2 | \$ | 16.9 | \$ 634.1 | \$ 717.6 | (11.6)\% | (14.0)\% | (2.4)\% |
| Office Products | 496.9 |  | 34.6 | 531.5 | 609.2 | (12.8)\% | (18.4)\% | (5.7)\% |
| Tools, Hardware \& Commercial Products | 390.2 |  | 20.2 | 410.4 | 498.3 | (17.6)\% | (21.7)\% | (4.1)\% |
| Total Company | \$1,504.3 | \$ |  | $\underline{\underline{\text { 1,576.0 }}}$ | \$1,825.1 | (13.6)\% | (17.6)\% | (3.9)\% |
| By Geography |  |  |  |  |  |  |  |  |
| United States | \$1,071.7 | \$ |  | \$1,071.7 | \$1,247.6 | (14.1)\% | (14.1)\% | 0.0\% |
| Canada | 85.5 |  | 14.5 | 100.0 | 116.6 | (14.2)\% | (26.7)\% | (12.4)\% |
|  | 1,157.2 |  | 14.5 | 1,171.7 | 1,364.2 | (14.1)\% | (15.2)\% | (1.1)\% |
| Europe, Middle East, and Africa | 208.8 |  | 41.4 | 250.2 | 290.0 | (13.7)\% | (28.0)\% | (14.3)\% |
| Latin America | 61.7 |  | 10.7 | 72.4 | 71.4 | 1.4\% | (13.6)\% | (15.0)\% |
| Asia Pacific | 76.6 |  | 5.1 | 81.7 | 99.5 | (17.9)\% | (23.0)\% | (5.1)\% |
| Total Company | \$1,504.3 | \$ |  | $\underline{\text { \$1,576.0 }}$ | \$1,825.1 | (13.6)\% | (17.6)\% | (3.9)\% |

Newell Rubbermaid Inc.
Six Months Ended June 30, 2009
In Millions
Currency Analysis

|  | 2009 |  |  | 2008 | Year-Over-Year (Decrease) Increase |  | CurrencyImpact |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales as <br> Reported | $\begin{aligned} & \hline \text { Currency } \\ & \text { Impact } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { Adjusted } \\ \text { Sales } \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { Sales as } \\ & \text { Reported } \\ & \hline \end{aligned}$ | Excluding Currency | Including Currency |  |
| By Segment |  |  |  |  |  |  |  |
| Home \& Family | \$1,174.9 | \$ 35.7 | \$1,210.6 | \$1,325.8 | (8.7)\% | (11.4)\% | (2.7)\% |
| Office Products | 815.1 | 65.7 | 880.8 | 1,027.5 | (14.3)\% | (20.7)\% | (6.4)\% |
| Tools, Hardware \& Commercial Products | 718.2 | 39.9 | 758.1 | 905.5 | (16.3)\% | (20.7)\% | (4.4)\% |
| Total Company | $\underline{\text { \$2,708.2 }}$ | \$141.3 | $\underline{\text { \$2,849.5 }}$ | $\underline{\text { \$3,258.8 }}$ | (12.6)\% | (16.9)\% | (4.3)\% |
| By Geography |  |  |  |  |  |  |  |
| United States | \$1,933.0 | \$ | \$1,933.0 | \$2,246.0 | (13.9)\% | (13.9)\% | 0.0\% |
| Canada | 147.0 | 29.8 | 176.8 | 205.7 | (14.0)\% | (28.5)\% | (14.5)\% |
|  | 2,080.0 | 29.8 | 2,109.8 | 2,451.7 | (13.9)\% | (15.2)\% | (1.2)\% |
| Europe, Middle East, and Africa | 368.4 | 75.9 | 444.3 | 517.8 | (14.2)\% | (28.9)\% | (14.7)\% |
| Latin America | 115.4 | 23.4 | 138.8 | 132.6 | 4.7\% | (13.0)\% | (17.6)\% |
| Asia Pacific | 144.4 | 12.2 | 156.6 | 156.7 | (0.1)\% | (7.8)\% | (7.8)\% |
| Total Company | $\underline{\underline{\text { \$2,708.2 }}}$ | \$141.3 | $\underline{\text { \$2,849.5 }}$ | $\underline{\underline{\$ 3,258.8}}$ | (12.6)\% | (16.9)\% | (4.3)\% |

## Q2 2009 Earnings Call Presentation

July 30, 2009


Statements in this presentation that are not historical in nature constitute forward-looking statements. These forward-looking statements relate to information or assumptions about the effects of sales, income/(loss), earnings per share, operating income or gross margin improvements or declines, Project Acceleration, capital and other expenditures, cash flow, dividends, restructuring costs, costs and cost savings, inflation, particularly with respect to commodities such as oil and resin, debt ratings, and management's plans, projections and objectives for future operations and performance. These statements are accompanied by words such as "anticipate," "expect," "project," "will," "believe," "estimate" and similar expressions. Actual results could differ materially from those expressed or implied in the forward-looking statements. Important factors that could cause actual results to differ materially from those suggested by the forward-looking statements include, but are not limited to, our dependence on the strength of retail, commercial and industrial sectors of the economy in light of the global economic slowdown; currency fluctuations; competition with other manufacturers and distributors of consumer products; major retailers' strong bargaining power; changes in the prices of raw materials and sourced products and our ability to obtain raw materials and sourced products in a timely manner from suppliers; our ability to develop innovative new products and to develop, maintain and strengthen our end-user brands; our ability to expeditiously close facilities and move operations while managing foreign regulations and other impediments; our ability to implement successfully information technology solutions throughout our organization; our ability to improve productivity and streamline operations; our ability to refinance short-term debt on terms acceptable to us, particularly given the recent turmoil and uncertainty in the global credit markets; changes to our credit ratings; significant increases in the funding obligations related to our pension plans due to declining asset values or otherwise; the imposition of tax liabilities greater than our provisions for such matters; the risks inherent in our foreign operations and those factors listed in the company's most recent quarterly report on Form 10-Q, and exhibit 99.1 thereto, filed with the Securities and Exchange Commission. Changes in such assumptions or factors could produce significantly different results. The information contained in this presentation is as of the date indicated. The company assumes no obligation to update any forward-looking statements contained in this presentation as a result of new information or future events or developments.

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")"Normalized" EPS of \$0.47 Ahead of Guidance (\$0.30 to \$0.37) and Driven by Strong Gross Margin Expansion, SG\&A Management
> Operating Cash Flow of \$99 Million Compared to \$2M Last Year; Significant Inventory Reductions Led the Improvement

》 Gross Margin Expansion of 300 Basis Points to $\mathbf{3 7 . 1 \%}$

- Favorable impact of planned product line exits, lower input costs and 2008 pricing initiatives more than offset the effects of reduced production volumes and unfavorable mix
») Substantial Decline in SG\&A Expenses Driven by Actions Taken in the Back Half of 2008 and Contingency Plans Implemented in 2009
» Net Sales Decline of 17.6 \% with Core Sales Softness of $\mathbf{8 \%}$ (in line with guidance); the Balance of the Decline from Foreign Currency and Planned Product Line Exits
$\underline{H \& F} \quad \mathbf{O P} \quad$ TH\&C Total

| Core Sales | <2> | < 7 > | < 18 > | < 8 > |
| :---: | :---: | :---: | :---: | :---: |
| Product Line Exits | < 10 > | < 6 > | - | < 6 > |
| Currency Translation | <2> | < 6 > | < 4> | < 4 > |
| Total | < 14 > | < 18 > | < 22 > | < 18 > |

Totals may not foot due to rounding.

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## Guidance [1]

Net Sales Growth
Core Sales Decline
Unfavorable end of -10 to -15\%

Product Line Exits
Currency Translation
Acquisitions
"Normalized" EPS [2]

- High single digit \%
\$1.15 to \$1.30
Cash Flow from Operations
\$500 million
Capital Expenditures
\$150 million
[ 1 ] Reflects guidance communicated in Q2 2009 Earnings Release and Earnings Call
[2] See reconciliation on page 10


## Guidance [1]

Net Sales Growth
Core Sales Decline
Product Line Exits
Currency Translation
"Normalized" EPS [ 2 ]
Cash Flow from Operations

- High teens \%
- High single digit \%
-6 to -8\%
-2 to -4\%
$\$ 0.25$ to $\$ 0.35$
\$200 to \$250 million
[1] Reflects guidance communicated in Q2 2009 Earnings Release and Earnings Call
[2] See reconciliation on page 10

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Brands That Matter

Appendix


|  | Q 22009 |  | Q 22008 |
| :--- | :---: | :---: | :---: |
| Diluted earnings per share (as reported): | $\$ 0.37$ |  | $\$ 0.33$ |
| Project Acceleration restructuring costs [ 1 ] | $\$ 0.08$ |  | $\$ 0.16$ |
| Other items [ 2 ] | $\$ 0.02$ |  | $\$ 0.00$ |
|  |  | $\$ 0.47$ | $\$ 0.49$ |

[ 1] Restructuring costs include impairment charges, employee termination benefits and other costs associated with Project Acceleration, and the related tax effects.
[ 2 ] Other items include dilution of approximately $\$ 0.01$ per diluted share related to the conversion feature of the convertible notes and one-time costs of approximately $\$ 0.01$ per diluted share incurred for the early retirement of $\$ 325$ million in principal amount of medium-term notes.
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|  | YTD Q2 2009 | YTD Q2 2008 |
| :---: | :---: | :---: |
| Diluted earnings per share (as reported): | \$0.49 | \$0.54 |
| Project Acceleration restructuring costs [ 1] | \$0.16 | \$0.21 |
| Other items [ 2 ] | \$0.02 | \$0.00 |
| "Normalized" EPS: | \$0.67 | \$0.75 |

[ 1] Restructuring costs include impairment charges, employee termination benefits and other costs associated with Project Acceleration, and the related tax effects.
[ 2 ] Other items include dilution of approximately $\$ 0.01$ per diluted share related to the conversion feature of the convertible notes and one-time costs of approximately $\$ 0.01$ per diluted share incurred for the early retirement of $\$ 325$ million principal amount of medium-term notes.
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|  | Q3 2009 |  | FY 2009 |
| :--- | :---: | :---: | :---: |
|  |  | $\$ 0.13$ to $\$ 0.23$ |  |
| Diluted earnings per share: |  | $\$ 0.78$ to $\$ 0.93$ |  |
| Project Acceleration restructuring costs [ 1 ] | $\$ 0.11$ to $\$ 0.14$ |  | $\$ 0.28$ to $\$ 0.43$ |
| Other items [ 2 ] | $\$ 0.00$ |  | $\$ 0.02$ |
|  |  |  |  |
| "Normalized" EPS: | $\$ 0.25$ to $\$ 0.35$ |  | $\$ 1.15$ to $\$ 1.30$ |

[ 1 ] Restructuring costs include impairment charges, employee termination benefits and other costs associated with Project Acceleration, and the related tax effects.
[ 2 ] Other items include dilution of approximately $\$ 0.01$ per diluted share related to the conversion feature of the convertible notes (represents actual dilution through Q2; no provision is made for potential dilution in Q3 and Q4) and one-time costs of approximately $\$ 0.01$ per diluted share incurred for the early retirement of $\$ 325$ million principal amount of medium-term notes.

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|  | Q2 2009 | Q2 2008 |
| :---: | :---: | :---: |
| Net Sales | \$1,504.3 | \$1,825.1 |
| Operating Income (as reported) | \$199.5 | \$160.9 |
| Project Acceleration Restructuring Costs [ 1] | \$29.5 | \$69.4 |
| Operating Income (excluding charges) | \$229.0 | \$230.3 |
| Operating Income (excluding charges), as a Percent of Net Sales | 15.2\% | 12.6\% |

[ 1 ] Restructuring costs include impairment charges, employee termination benefits and other costs associated with Project Acceleration, and the related tax effects.

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| Net Sales | $\$ 2,708.2$ | $\$ 3,258.8$ |
| :--- | :---: | :---: |
| Operating Income (as reported) | $\$ 280.3$ | $\$ 272.0$ |
| Project Acceleration Restructuring Costs [ 1 ] | $\$ 60.0$ | $\$ 37.8$ |
| Operating Income (excluding charges) | $\$ 340.3$ | $\$ 359.8$ |
| Operating Income (excluding charges), as a Percent <br> of Net Sales | $12.6 \%$ | $11.0 \%$ |

[ 1] Restructuring costs include impairment charges, employee termination benefits and other costs associated with Project Acceleration, and the related tax effects.

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|  | Q 22009 | Q 22008 |
| :--- | :---: | :---: |
| Cash Flow From Operations | $\$ 99.2$ | $\$ 1.9$ |
| Capital Expenditures | $\$ 38.3$ | $\$ 38.2$ |
| Free Cash Flow | $\$ 60.9$ | $(\$ 36.3)$ |


[^0]:    (1) Items excluded from "normalized" results for 2009 consist of $\$ 29.5$ million of restructuring costs, including asset impairment charges and employee termination and other costs, $\$ 4.7$ million of debt extinguishment charges, and the associated tax effects as well as the dilutive impact of the convertible notes issued in the first quarter of 2009.
    (2) Items excluded from "normalized" results for 2008 consist of $\$ 69.4$ million of restructuring costs, including asset impairment charges, and the associated tax effects.

[^1]:    (1) Excluded items are related to restructuring charges.

