UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

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): January 29, 2004
NEWELL RUBBERMAID INC.
(Exact Name of Registrant as Specified in its Charter)

| DELAWARE | $1-9608$ | $36-3514169$ |
| :---: | :---: | :---: |
| (State or Other Jurisdiction | (Commission | (IRS Employer |
| of Incorporation) | File Number) | Identification No.) |

Deerfield Corporate Centre One
13010 Morris Road, Suite 100
Alpharetta, Georgia
30004
----------------------------
(Address of Principal Executive Offices)
Registrant's telephone number, including area code: (770) 670-2232

## ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS.

(c) Exhibits.

Exhibit
Number Description
99.1 Press Release, dated January 29, 2004, issued by Newell Rubbermaid Inc., and Additional Financial Information

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.
The information in this Report, including the Exhibit attached hereto, is furnished pursuant to Item 12 of this Form $8-\mathrm{K}$. Consequently, it is 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. It 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 January 29, 2004, Newell Rubbermaid Inc. (the "Company") reported its results for the fourth fiscal quarter ended December 31, 2003 and the fiscal year ended December 31, 2003. The Company's press release, dated January 29, 2004, is attached as Exhibit 99.1.

The press release contains non-GAAP financial measures. For purposes of SEC 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, a reconciliation of each of the non-GAAP financial measures to the most directly comparable GAAP financial measure. (For certain other statistical measures that are not non-GAAP financial measures, the Company has provided other supplemental information, also as part of the press release.)

The Company has used the financial measures that are included in the press release for several years, 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 because they permit investors to view the Company's performance using the same tools that Company management uses and to gauge the Company's progress in achieving its stated goals.

The Company's management believes that the individual measures are also useful to investors for more specific reasons:

Operating income, net income and gross margin, excluding restructuring and other charges, as a percentage of sales. -- These measures are also useful to investors because they provide information with respect to operating income, net income and gross margin related to continuing operations after the restructuring plan is completed.

Free cash flow: Cash flow provided by operations, net of dividends and capital expenditures. -- This measure is also useful to investors because it is an indication of amounts of cash flow that may be available for further investment in future growth initiatives.

Diluted earnings per share, excluding restructuring and other charges. -- This measure is also useful to investors because it provides information with respect to earnings per share, both historical and expected, related to continuing operations after the restructuring plan is completed.

The other purpose for which the Company uses free cash flow and earnings per share, excluding restructuring and other charges, is as two of the performance goals that help determine the amount, if any, of cash bonuses for corporate management employees under the Company's management cash bonus plan.

## 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.

Date: January 29, 2004
By: /s/ Dale L. Matschullat
Dale L. Matschullat
Vice President - General
Counsel \& Corporate Secretary

EXHIBIT INDEX
-.-.-.-.-.

## Exhibit No. Description

99.1 Press Release, dated January 29, 2004, issued by Newell Rubbermaid Inc., and Additional Financial Information

## NEWELL RUBBERMAID REPORTS

## FOURTH QUARTER AND FULL YEAR 2003 RESULTS

* Delivered Strong Free Cash Flow and Inventory Improvement
* Internal Sales Grow 2.3\% in the Fourth Quarter
* Continued Progress on Divestitures

ATLANTA, JANUARY 29, 2004 - Newell Rubbermaid Inc. (NYSE: NWL) today announced its fourth quarter and full year 2003 results, delivering net sales, earnings and free cash flow at the high-end of its fourth quarter estimates.

FOURTH QUARTER RESULTS
Net loss in the quarter was $\$ 211.6$ million, or a loss of $\$ 0.77$ per share in 2003, compared to net income of $\$ 95.8$ million, or $\$ 0.36$ per share in the fourth quarter of 2002. Net income, excluding charges in the fourth quarter, was $\$ 110.8$ million versus $\$ 132.3$ million in the fourth quarter of 2002. Diluted earnings per share, calculated on the same basis, was $\$ 0.40$ compared to $\$ 0.49$ in the fourth quarter 2002. A reconciliation of the results "as reported" to results "excluding charges" is attached to this press release.

Free cash flow was a record $\$ 242.1$ million in the fourth quarter, compared to $\$ 176.6$ million in the fourth quarter of 2002. This strong performance was largely driven by improvement in working capital management, as the company eliminated $\$ 205$ million or 19 days of inventory from the level at September 30, 2003. The company defines free cash flow as cash generated from operations, net of capital expenditures and dividends.
"Last year was challenging for Newell Rubbermaid, however, our team made progress in the transformation of this company, as we continued the execution of our restructuring plan. We are moving quickly to reconfigure our portfolio, exiting low-margin product lines and pursuing the divestiture of non-strategic businesses. When we exit 2004, we believe this company will be a much leaner organization that is ready to maximize shareholder value" said Joseph Galli, Newell Rubbermaid CEO.

Net sales in the fourth quarter of 2003 were $\$ 2.1$ billion, compared to $\$ 2.0$ billion in the fourth quarter of 2002, an increase of $3.9 \%$. Foreign currency translation was a benefit to sales of $3.7 \%$ during the quarter, while pricing declined 1.8\%.
[NEWELL RUBBERMAID LOGO]
NEWS RELEASE
JANUARY 29, 2004
Page 2 of 5

Internal sales growth, which excludes the impact of material acquisitions and divestitures, increased $2.3 \%$ for the quarter. News from the groups include:

* Irwin - Strong sales growth was seen in the Irwin hand tools and power tool accessories businesses. The launch of the Strait-line\{R\} laser products was extremely successful and was a key driver of the fourth quarter sales performance in the hand tools division.
* Rubbermaid - Rubbermaid Home Organization delivered strong internal sales growth during the quarter. The division was able to sell higher than expected levels of existing stock of discontinued product lines in December. This was part of the company's previously announced plan to exit certain low-margin product lines.
* Sharpie - Despite the continued sales weakness in the commercial writing business, the Sharpie group was able to offset those declines through its retail channels.
* Calphalon Home - In the Calphalon Home group, the on-going sales declines seen in the picture frames and low-end cookware businesses, continued in the fourth quarter. In high-end cookware, Calphalon\{R\} One \{TM\} Infused Anodized cookware was successfully launched during this quarter.

Gross margins decreased to $25.4 \%$ from $28.3 \%$ in the fourth quarter of 2002, due primarily to unfavorable pricing and the absorption impact from lower manufacturing volumes, offset partially by productivity.

As part of its previously announced restructuring plan, the company recorded a fourth quarter pre-tax restructuring charge of $\$ 79.0$ million primarily related to severance and facility exit costs in connection with the company's streamlining and productivity initiatives, and other charges of $\$ 18.8$ million primarily related to product line exits and the sale of a business.

The company made significant progress in the fourth quarter related to its strategy to divest certain under performing non-strategic assets. The company recorded a non-cash impairment charge of approximately $\$ 289.4$ million, in the fourth quarter of 2003, related to non-core businesses targeted for sale. These businesses contributed approximately $\$ 875$ million in sales in 2003. The sale of these businesses could have an adverse impact on pre-tax earnings of $\$ 44$ $\$ 52$ million (\$0.11 - \$0.13) and on cash flow for the year. The company expects to provide earnings and cash flow impact related to a particular business, if and when, the potential sales occur.

## FULL YEAR RESULTS

Net sales for the full year 2003 were $\$ 7.8$ billion compared to $\$ 7.5$ billion in 2002, an increase of $4.0 \%$. Foreign currency translation was a benefit to sales of $3.1 \%$ for the year, while pricing declined 1.9\%. Internal sales were flat for the full year 2003.
[NEWELL RUBBERMAID LOGO]
NEWS RELEASE
JANUARY 29, 2004
Page 3 of 5

Gross margins for the full year decreased to $26.7 \%$ from $27.6 \%$ in 2002, due primarily to unfavorable pricing and the absorption impact from lower manufacturing volumes, offset partially by productivity. Excluding charges, gross margins declined to $26.9 \%$ from $27.8 \%$.

Net loss for the full year 2003 was $\$ 46.6$ million, or $\$ 0.17$ loss per share, compared to a net loss of $\$ 203.4$ million, or $\$ 0.76$ loss per share in 2002. Excluding charges, net income for 2003 was $\$ 408.0$ million versus $\$ 423.2$ million for 2002. Diluted earnings per share, calculated on the same basis, were \$1.49 versus \$1.58 for 2002.

In addition, for the full year 2003, as part of its previously announced restructuring plan, the company recorded a pre-tax restructuring charge of $\$ 245.0$ million primarily related to severance and facility exit costs in connection with the company's streamlining and productivity initiatives, and other charges of $\$ 48.7$ million, related primarily product line exit costs and loss on the sale of businesses. A reconciliation of the results "as reported" to results "excluding charges" is attached to this press release.

## PENSION LIABILITIES

As previously disclosed, the company recorded a non-cash charge to shareholders equity of $\$ 114.5$ million in the fourth quarter to record the minimum pension liability related to the under-funded status of the pension plan. This charge did not impact earnings or cash flow in 2003.

## OUTLOOK

For 2004, the company expects its full year 2004 internal sales to decline $1 \%-3 \%$ and expects diluted earnings per share to be in the range of $\$ 1.48$ to $\$ 1.58$. This range excludes restructuring charges of \$43 - \$63 million (\$0.11 - \$0.16 per share) and other charges of \$10$\$ 20$ million ( $\$ 0.03$ - $\$ 0.05$ per share) primarily related to product line exits and charges of $\$ 70$ - $\$ 90$ million ( $\$ 0.25$ - $\$ 0.33$ per share) primarily for foreign currency translation adjustments related to the divestiture of non-core businesses targeted for sale. This guidance does not include the impact of any potential divestitures.

For the first quarter 2004, the company expects internal sales to decline $1 \%-3 \%$ and diluted earnings per share to be in the range of \$0.16 - \$0.20. This range excludes restructuring charges of \$25-\$35 million (\$0.06 - \$0.09 per share) and other charges of \$5 - \$10 million ( $\$ 0.01$ - $\$ 0.03$ per share) primarily related to product line exits and charges of $\$ 70$ - $\$ 90$ million ( $\$ 0.25$ - $\$ 0.33$ per share) primarily for foreign currency translation adjustments related to the divestiture of non-core business targeted for sale. This guidance does not include the impact of any potenial divestitures.

Excluding:

Restructuring charges
$\$ 0.06-\$ 0.09$
\$0.11 - \$0.16
Other charges (primarily product line exits)

Diluted earnings per share, excluding charges
\$0. 26 - \$0. 36
\$0.16 - \$0.20
-16.- $\$ 0.2$
$\$ 0.11$ \$0.16
\$0.28 - \$0.38
\$1.48 - \$1.58

The company expects free cash flow for the full year to be $\$ 200$ to $\$ 250$ million. Expected free cash flow is calculated as follows: cash flow from operations (estimated to be $\$ 680-\$ 730$ million), less capital expenditures (estimated to be approximately $\$ 250$ million), less expected dividends of approximately $\$ 230$ million.

## CONFERENCE CALL

The company's fourth quarter and full year 2003 earnings conference call is scheduled for today, January 29 at 9:30 ET. To participate on the call, please RSVP domestically at (800) 240-1339 or
internationally at (706) 645-6914. A dial-in number will be provided at that time. To listen to the web cast, use the link provided under Investor Relations on Newell Rubbermaid's corporate home page at www. newellrubbermaid.com.

A replay will be available approximately two hours after the call concludes through February 29, 2004 and may be accessed domestically at (800) 642-1687 or internationally at (706) 645-9291. Conference call identification number 4816429 is required to access the replay.

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

The statements contained in this press release that are not historical in nature are forward-looking statements. Forward-looking statements are not guarantees since there are inherent difficulties in predicting future results, and actual results could differ materially from those expressed or implied in the forward looking statements. For a list of major factors that could cause actual results to differ materially from those projected, refer to Newell Rubbermaid's third quarter 2003 Form 10-Q, Exhibit 99.1, filed with the Securities and Exchange Commission

NON-GAAP FINANCIAL
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 the differences between these non-GAAP financial measures with the most directly comparable financial measures calculated in accordance with GAAP.

## ABOUT THE COMPANY

Newell Rubbermaid Inc. is a global marketer of consumer products with 2003 sales of over $\$ 7$ billion and a powerful brand family including Sharpie\{R\}, Paper Mate\{R\}, Parker\{R\}, Waterman\{R\}, Colorific\{R\}, Rubbermaid\{R\}, Stain Shield\{TM\}, Blue Ice\{R\}, TakeAlongs\{TM\}, Roughneck $\{R\}$, $\operatorname{Brute}\{R\}$, Calphalon $\{R\}$, Little Tikes $\{R\}$, $\operatorname{Graco\{ R\} ,~}$ Levolor $\{R\}$, $\operatorname{Kirsch}\{R\}$, $\operatorname{Shur-Line\{ R\} ,~BernzOmatic\{ R\} ,~Goody\{ R\} ,~Vise-~}$ $\operatorname{Grip}\{R\}$, Quick-Grip $\{R\}, \operatorname{IRWIN}\{R\}$, $\operatorname{Lenox}\{R\}$ and Marathon $\{R\}$. The company is headquartered in Atlanta, Georgia and employs approximately 40,000 employees worldwide.

This press release and additional financial information about the company's 2003 fourth quarter and full year results are available on the company's web site at www. newellrubbermaid.com.

Reconciliation of Results "As Reported" to Results "Excluding Charges"
Net sales
Cost of products sold
GROSS MARGIN
\% of sales
Selling, general \&
administrative expense
\% of sales
Impairment Charge
Restructuring costs
OPERATING INCOME
\% of sales
Nonoperating expenses:
Interest expense
Interest income
Other
\%
INCOME BEFORE TAXES AND
CUMULATIVE EFFECT OF
ACCOUNTING CHANGE
\% of sales
Income taxes sales
Effective rate
INCOME BEFORE
CUMULATIVE EFFECT ON
OF ACCOUNTING CHANGE
Cumulative effect of accounting
change change

Charges excluded from "as reported" results for 2003 are restructuring, acquisition or divestiture related charges. These charges consist of $\$ 7.1$ million in restructuring related costs associated with product line exits (shown in costs of products sold), $\$ 2.4$ million of restructuring costs related to relocation of property and equipment (shown in selling, general and administrative expenses), $\$ 79.0$ million of restructuring costs related to exiting certain facilities (shown in restructuring costs), and $\$ 289.4$ million in impairment charges related to non-core businesses targeted for sale, and $\$ 9.2$ million related primarily to the loss on the sale of assets (shown in other).
(2) Charges excluded from "as reported" results for 2002 are restructuring or acquisition related charges. These charges consist of $\$ 1.5$ million in restructuring related costs associated with product line exits (shown in costs of products sold), $\$ 0.5$ million of restructuring costs related to relocation of property and equipment (shown in selling, general and administrative expenses), $\$ 52.9$ million of restructuring charges related to exiting certain facilities (shown in restructuring costs), \$0.3 of acquisition related transaction costs (shown in other).

NEWELL RUBBERMAID INC.
CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(in millions, except per share data)

EXCLUDING CHARGES RECONCILIATION

| AS REPORTED | welve Months Ended December 31, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 |  | 2002 |  |  |  |  |
|  | As Reported | Charges <br> (1) | Excl. <br> Charges | As Reported | Charges (2) | Excl. <br> Charges | \% Change |
| Net sales | \$7,750.0 |  | \$7,750.0 | \$7,453.9 |  | \$7,453.9 | 4. $0 \%$ |
| Cost of products sold | 5,682.8 | (15.1) | 5,667.7 | 5,394.2 | (13.8) | 5,380.4 |  |
| GROSS MARGIN | 2,067.2 | 15.1 | 2,082.3 | 2,059.7 | 13.8 | 2,073.5 | 0.4\% |
| \% of sales | 26.7\% |  | 26.9\% | 27.6\% |  | 27.8\% |  |
| Selling, general \& administrative expense \% of sales | $\begin{gathered} 1,352.9 \\ 17.5 \% \end{gathered}$ | (3.3) | $\begin{array}{r} 1,349.6 \\ 17.4 \% \end{array}$ | $\begin{gathered} 1,307.3 \\ 17.5 \% \end{gathered}$ | (7.4) | $\begin{gathered} 1,299.9 \\ 17.4 \% \end{gathered}$ | 3.8\% |
| Impairment Charge | 289.4 | (289.4) | - | - | - | - |  |
| Restructuring costs | 245.0 | (245.0) | - | 122.7 | (122.7) | - |  |
| OPERATING INCOME | 179.9 | 552.8 | 732.7 | 629.7 | 143.9 | 773.6 | (5.3)\% |
| \% of sales | 2.3\% |  | 9.5\% | 8.4\% |  | 10.4\% |  |
| Nonoperating expenses: |  |  |  |  |  |  |  |
| Interest expense | 145.9 | - | 145.9 | 142.1 | - | 142.1 |  |
| Interest income | (5.8) | - | (5.8) | (4.8) | - | (4.8) |  |
| Other | 19.7 | (30.3) | (10.6) | 23.9 | (23.7) | 0.2 |  |
|  | 159.8 | (30.3) | 129.5 | 161.2 | (23.7) | 137.5 | (5.8)\% |
| INCOME BEFORE TAXES |  |  |  |  |  |  |  |
| AND CUMULATIVE EFFECT |  |  |  |  |  |  |  |
| OF ACCOUNTING CHANGE | 20.1 | 583.1 | 603.1 | 468.5 | 167.6 | 636.1 | (5.2)\% |
| \% of sales | 0.3\% |  | 7.8\% | 6.3\% |  | 8.5\% |  |
| Income taxes | 66.7 | 128.4 | 195.1 | 157.0 | 55.9 | 212.9 |  |
| Effective rate | 331.8\% |  | 32.3\% | 33.5\% |  | 33.5\% |  |
| INCOME BEFORE |  |  |  |  |  |  |  |
| OF ACCOUNTING CHANGE | (46.6) | 454.7 | 408.0 | 311.5 | 111.7 | 423.2 |  |

AS REPORTED
Twelve Months Ended December 31,

|  | 2003 |  | 2002 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As Reported | Charges <br> (1) | Excl. Charges | As <br> Reported | Charges (2) | Excl. Charges | \% Change |

\% of sales
Cumulative effect of
(0.6)\%
5.3\%
accounting change

| \$ (46.6) | \$ 454.7 | \$ 408.0 | \$ (203.4) | \$ 626.6 | \$ 423.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $======$ |  | ======== | ======== |  | = |
| (0.6)\% |  | 5.3\% | (2.7)\% |  | $5.7 \%$ |

EARNINGS PER SHARE BEFORE
CUMULATIVE EFFECT OF
ACCOUNTING CHANGE

| Basic | $\$(0.17)$ | $\$$ | 1.66 | $\$$ | 1.49 | $\$$ | 1.17 | $\$$ | 0.42 | $\$$ | 1.58 | $(6.1) \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted | $\$(0.17)$ | $\$$ | 1.66 | $\$$ | 1.49 | $\$$ | 1.16 | $\$$ | 0.42 | $\$$ | 1.58 | $(5.8) \%$ |

EARNINGS (LOSS) PER SHARE
CUMULATIVE EFFECT OF
ACCOUNTING CHANGE:
Basic

Diluted

| $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | $(1.93)$ | $\$ 1.93$ | $\$$ | - | NA |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | $(1.92)$ | $\$ 1.92$ | $\$$ | - | NA |
|  |  |  |  |  |  |  |  |  |  |  |  |
| $\$(0.17)$ | $\$$ | 1.66 | $\$$ | 1.49 | $\$$ | $(0.76)$ | $\$ 2.35$ | $\$$ | 1.58 | $(6.1) \%$ |  |
| $\$(0.17)$ | $\$$ | 1.66 | $\$$ | 1.49 | $\$$ | $(0.76)$ | $\$ 2.34$ | $\$$ | 1.58 | $(5.8) \%$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| 274.1 |  | 274.1 |  | 274.1 |  | 267.1 | 267.1 | 267.1 | $2.6 \%$ |  |  |
| 274.1 |  | 274.1 |  | 274.1 | 268.0 | 268.0 | 268.0 | $2.4 \%$ |  |  |  |

(1) Charges excluded from "as reported" results for 2003 are restructuring, acquisition or divestiture related charges. These charges consist of $\$ 15.1$ million in restructuring related tcosts associated with product line exits (shown in costs of products sold), $\$ 3.3$ million of restructuring related costs to relocation of property and equipment (shown in selling, general and administrative expenses), $\$ 245.0$ million of restructuring costs related to exiting certain facilities (shown in restructuring costs), \$289.4 million in impairment charges related to non-core businesses targeted for sale, $\$ 30.3$ million, which is primarily the loss on the sale of the Cosmolab division (shown in other).
(2)

Charges excluded from "as reported" results for 2002 are restructuring or acquisition related charges and the cumulative effect of an accounting change related to the adoption of SFAS No. 142. These charges consist of $\$ 13.8$ million in restructuring related costs for product line exits (shown in costs of products sold), \$7.4 million of acquisition related charges (shown in selling, general and administrative expenses), \$122.7 million of restructuring charges related to exiting certain facilities (shown in restructuring costs), other charges of $\$ 23.7$ million, primarily acquisition related transaction costs (shown in other) and $\$ 514.9$ million of charges related to the writedown of impaired goodwill in connection with the adoption of SFAS No. 142.

Assets:
Cash and cash equivalents
Accounts receivable, net
Inventories, net
Deferred income taxes
Prepaid expenses and other
Total Current Assets
Other assets
Property, Plant and Equipment, net
Goodwill, net
Deferred income taxes
Other intangibles, net
Total Assets

Liabilities and Stockholders' Equity:
Notes payable
Accounts payable
Accrued compensation
Other accrued liabilities
Income taxes
Current portion of long-term debt
Total Current Liabilities
Long-term debt
Other long-term liabilities
Deferred income taxes and other
Stockholders' Equity
Total Liabilities and Stockholders' Equity

| $\begin{gathered} \text { December 31, } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2002 \end{gathered}$ |
| :---: | :---: |
| \$ 144.4 | \$ 55.1 |
| 1,442.6 | 1,377.7 |
| 1,066.3 | 1,196.2 |
| 152.7 | 213.5 |
| 194.2 | 237.5 |
| 3,000. 2 | 3,080.0 |
| 211.7 | 302.2 |
| 1,761.1 | 1,812.8 |
| 1,989.0 | 1,847.3 |
| 68.1 | - |
| 450.6 | 362.1 |
| \$ 7,480.7 | \$ 7,404.4 |



CONSOLIDATED STATEMENTS OF CASH FLOW (UNAUDITED)
(in millions)


## NEWELL RUBBERMAID INC.

CACULATION OF FREE CASH FLOW (1)

(1) Free cash flow is defined as cash flows provided by operating activities less cash expenditures for property, plant and equipment and cash dividends.


(1) Excludes charges for restructuring and acquisition related charges, the loss on the sale of cosmolab, and in the first quarter of 2002 , the adoption of SFAS No. 142. See the reconciliation of these charges to "as reported" earnings on the Statements of Operations. Excluding Charges.

NEWELL RUBBERMAID INC. FINANGIAL WORKSHEET




Q4:


Restructuring


(1) Excludes charges for restructuring and acquisition related charges, the loss on the sale of cosmolab, and in the first quarter of 2002 , the adoption of SFAS No. 142 . See the reconciliation of these charges to "as reported" earnings on the -Statements of Operations Excluding Charges.

(1) Excludes charges for restructuring and acquisition related charges, the loss on the sale of cosmolab, and in the first Quarter of 2002, the adoption of SFAS No. 142. See the reconciliation of these charges to "as reported" earnings on the Statements of Operations Excluding Charges.

Sales and Operating Income
Three Months Ended December 31, 2003


By Geography


- Newell Rubbermaid

Sales and Operating Income
Twelve Months Ended December 31, 2003


By Geography


