

## Gross Profit Margin Roll Forward

(% to sales)

2015 Q4 Gross Profit Margin**	59.0%
Pricing	1.1%
Restructuring and Funding the Growth Savings	2.3%
Material Prices	-1.4%
All Other	-0.2%
2016 Q4 Gross Profit Margin**	60.8%

\*\*Ex-items.