

# FY 2022: STRONG DELIVERY IN 2022, CONTINUING MOMENTUM IN 2023



## Strong FY2022 performance

**+7.6%**  
FY LFL net revenue growth

**£14,453m**  
FY net revenue

**23.8%**  
FY AOP margin

## FY2023 OUTLOOK

**MID-SINGLE DIGIT GROWTH<sup>1</sup>**  
LFL net revenue

**MARGINS IN LINE OR SLIGHTLY ABOVE 2022<sup>2</sup>**  
Excl. c.80bps 2022 US Nutrition impact

## Q4 2022: All GBUs in growth<sup>3</sup>

<b>GROUP</b>	<b>+6.2%</b>
<b>HYGIENE</b>	<b>+1.3%</b>
<b>HEALTH</b>	<b>+6.7%</b>
<b>NUTRITION</b>	<b>+19.4%</b>

## From transformation to delivery

### LEAD INDICATORS



**In-market competitiveness**

**62%**

Core CMUs gaining/holding share



**Brand Strength**



#1 Trusted Infant Formula Brand in North America



#2 Trusted Brand in the US<sup>4</sup>



**Improved customer service**

**+100BPS**

Share of markets recognised as top tier by supplier partners<sup>5</sup>



**Winning share across markets**

**+70BPS**

Total Reckitt share of distribution points<sup>6</sup>



**Engaged employees**



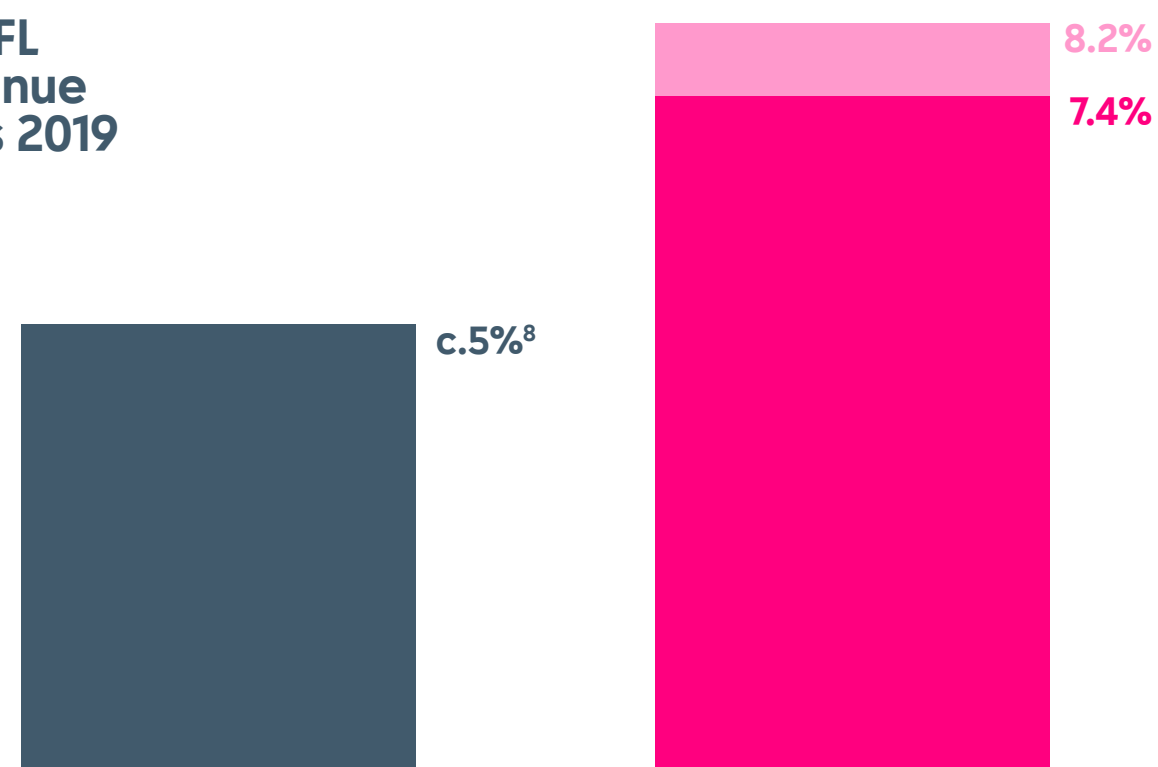
Recognised as a top employer in 7 countries



## Bigger business, stronger brands: + 8.2% CAGR vs 2019<sup>7</sup>

### OUTPERFORMANCE VS. PEERS

3-year LFL net revenue CAGR vs 2019



Excluding the benefit from US Nutrition

Including the benefit from US Nutrition

### BROAD-BASED GROWTH<sup>7</sup>

**+7.6% HYGIENE**



**+9.0% HEALTH**



**+8.1% NUTRITION<sup>9</sup>**



**LFL NET REVENUE 28% LARGER THAN 2019**

<sup>1</sup>Excluding the lapping impact of the competitor supply disruption in our US Nutrition business in 2022 <sup>2</sup>Adjusted Operating Profit <sup>3</sup>Q4 LFL net revenue growth <sup>4</sup>Morning Consult Brand Intelligence survey 2022 <sup>5</sup>Based on Advantage Group 2022 survey of retailers. 100bps increase in markets rated top tier, from 43.7% in 2021 to 44.7% in 2022. Share of markets excludes US <sup>6</sup>Increase from 24.0% YTD Oct 2021 to 24.7% YTD Oct 2022 <sup>7</sup>LFL net revenue <sup>8</sup>Average of 14 peers across the Hygiene, Health and Nutrition sectors based on actuals and estimates as at 24 February 2023 <sup>9</sup>+2.7% excluding the US nutrition impact