

Q3 CONSENSUS

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All amounts shown in £m, unless otherwise stated	Q3 FY24			FY 24			FY 25			FY 26		
	MEAN	MIN	MAX	MEAN	MIN	MAX	MEAN	MIN	MAX	MEAN	MIN	MAX
Hygiene LFL growth (%)	2.7	1.8	4.0	4.1	3.5	4.6	3.9	2.8	4.5	3.9	3.0	4.5
Health LFL growth (%)	2.7	2.0	3.0	3.5	3.0	4.5	4.7	4.0	5.5	4.8	3.5	6.0
Nutrition LFL growth (%)	- 25.0 -	32.0	20.0	- 10.4 -	12.8	7.8	6.3	3.0	13.6	2.9	- 2.0	4.9
Group net revenue LFL growth (%)	- 1.7 -	3.1	- 0.9	1.5	1.0	1.8	4.6	3.9	6.0	4.1	3.1	4.7
Price / mix impact - Group (%)	1.4	0.5	2.4	1.9	1.2	2.4	1.8	0.8	2.6	1.9	1.0	2.8
Volume impact - Group (%)	- 3.1 -	4.4	1.9	- 0.4 -	1.0	0.1	2.8	1.7	4.0	2.2	1.2	2.9
Net M&A impact (%)	- 0.3 -	1.2	-	- 0.2 -	0.8	-	- 0.0 -	0.2	-	-	-	-
FX impact (%)	- 3.4 -	5.1	1.8	- 4.2 -	5.1	3.5	- 1.6 -	3.3	-	- 0.2 -	0.5	-
Group reported net revenue growth (%)	- 5.3 -	7.3	- 3.6	- 3.0 -	4.0	- 1.7	3.0	0.8	4.8	4.0	3.1	4.6
Hygiene	1,540	1,520	1,559	6,137	6,063	6,196	6,283	6,075	6,443	6,517	6,320	6,733
Health	1,460	1,422	1,489	5,960	5,848	6,092	6,156	5,870	6,331	6,444	6,105	6,686
Nutrition	407	366	445	2,073	2,029	2,130	2,164	2,062	2,276	2,228	2,060	2,329
Group reported net revenue (£'m)	3,407	3,339	3,469	14,170	14,026	14,362	14,603	14,171	14,953	15,189	14,717	15,646
Hygiene	n/a	n/a	n/a	1,306	1,232	1,369	1,344	1,181	1,401	1,409	1,242	1,503
Health	n/a	n/a	n/a	1,654	1,608	1,723	1,702	1,431	1,788	1,796	1,508	1,906
Nutrition	n/a	n/a	n/a	344	281	411	376	281	442	393	277	454
Group adjusted operating profit (£'m)	n/a	n/a	n/a	3,305	3,262	3,346	3,425	3,005	3,563	3,598	3,161	3,840
Hygiene	n/a	n/a	n/a	21.3	20.3	22.4	21.4	18.5	22.3	21.6	18.7	23.4
Health	n/a	n/a	n/a	27.8	27.4	28.5	27.6	22.6	28.5	27.9	22.8	29.6
Nutrition	n/a	n/a	n/a	16.6	13.7	20.0	17.4	13.3	19.4	17.6	13.4	19.7
Total adjusted operating profit margin (%)	n/a	n/a	n/a	23.3	23.2	23.4	23.4	20.2	24.3	23.7	20.5	25.3
Adjusted net finance expense	n/a	n/a	n/a	- 308 -	326	230	- 320 -	371	200	- 316 -	401	188
Adjusted taxation expense	n/a	n/a	n/a	- 765 -	848	746	- 789 -	913	695	- 828 -	913	752
Non-controlling interest	n/a	n/a	n/a	- 12 -	20	3	- 12 -	20	1	- 13 -	20	0
Adjusted net income (£m)	n/a	n/a	n/a	2,221	2,192	2,257	2,302	1,961	2,471	2,441	2,070	2,636
Average number of shares on a diluted basis	n/a	n/a	n/a	705	698	711	687	680	702	675	658	702
Adjusted group fully diluted EPS (p)	n/a	n/a	n/a	315.0	311.5	321.9	335.4	287.6	361.2	361.9	305.9	391.5