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HEALTH • HYGIENE • HOME

Reckitt Benckiser

	Q4 FY19 CONSENSUS 23/01/20	Q4 FY19 MIN	Q4 FY19 MAX	FY19 CONSENSUS 23/01/20	FY19 MIN	FY19 MAX	FY20 CONSENSUS 23/01/20	FY20 MIN	FY20 MAX	FY21 CONSENSUS 23/01/20	FY21 MIN	FY21 MAX
Reckitt Benckiser Group Plc												
<i>Net Revenue Growth: Like for Like %</i>												
IFCN	-2.1	-6.6	4.2	2.3	1.2	4.0	2.4	-0.3	4.0	3.7	3.0	5.0
OTC	1.2	-1.0	3.5	-3.3	-4.1	0.0	3.5	0.0	7.0	3.6	0.0	5.0
Other	-2.1	-4.0	0.0	-1.6	-2.4	0.9	1.5	-1.8	4.0	3.1	-0.3	5.0
Total Health	-1.2	-2.5	0.8	-0.7	-1.1	-0.1	2.5	1.1	3.6	3.7	2.1	4.9
Hygiene Home	2.8	2.2	3.5	3.3	3.1	4.0	2.9	2.0	4.0	3.1	2.0	4.0
Group growth: like-for-like %	0.3	-0.4	1.5	0.8	0.5	1.2	2.7	1.5	3.8	3.5	2.5	4.3
Net M&A impact %	0.0	-0.1	0.1	0.0	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FX impact %	-1.2	-3.9	2.5	1.1	0.3	2.1	-1.8	-4.5	2.1	-0.2	-0.9	0.0
Group growth: Net Revenue growth (Actual rates) - continuing operations %	-0.9	-2.7	2.9	1.9	1.4	2.9	0.9	-1.8	5.3	3.3	1.6	4.3
Net Revenue - Total Reported £												
IFCN	713	675	754	2,966	2,928	3,007	2,979	2,894	3,197	3,085	2,993	3,341
OTC	576	522	605	1,955	1,893	1,999	1,988	1,941	2,050	2,064	2,009	2,132
Other	729	688	791	2,891	2,861	2,956	2,890	2,755	2,986	2,989	2,838	3,109
Total Health	2,017	1,973	2,117	7,812	7,767	7,873	7,861	7,617	8,198	8,140	7,864	8,532
Hygiene Home	1,292	1,268	1,332	5,020	4,996	5,060	5,076	4,978	5,255	5,226	5,065	5,386
Total Net Revenue	3,310	3,250	3,439	12,832	12,775	12,920	12,937	12,608	13,453	13,366	13,059	13,918
Operating Profit - Adjusted												
Health				2,147	2,093	2,206	2,044	1,924	2,332	2,113	1,987	2,420
Hygiene Home				1,217	1,181	1,269	1,198	1,097	1,278	1,232	1,067	1,324
Total Operating Profit - Adjusted				3,364	3,337	3,421	3,242	3,026	3,607	3,346	3,148	3,738
Operating Margin % - Adjusted												
Health				27.5	26.9	28.0	26.0	24.4	28.4	26.0	23.9	28.4
Hygiene Home				24.3	23.6	25.2	23.6	21.2	25.0	23.6	20.2	25.1
Total Operating Margin % - Adjusted				26.2	26.1	26.5	25.1	23.4	26.8	25.0	23.3	26.9
Net Finance Expense - Adjusted												
Taxation (expense)/benefit - Adjusted				-288	-328	-241	-276	-322	-222	-244	-305	-189
Non-controlling Interest				-707	-723	-687	-681	-770	-632	-712	-807	-664
				-21	-24	-19	-21	-25	-19	-22	-27	-19
Continuing Operations												
Net income - adjusted				2,348	2,309	2,400	2,264	2,093	2,557	2,368	2,200	2,681
Average number of shares on a diluted basis				710.3	702.0	715.1	712.2	702.0	721.0	713.3	702.0	725.4
EPS, Group, fully diluted, adjusted (p)				330.6	325.4	338.1	317.9	294.8	359.7	332.0	309.9	376.6