

## Reckitt Benckiser

	Q3 FY17			YTD FY17			FY17			FY18		
	CONSENSUS 13/10/17	MIN	MAX	CONSENSUS 13/10/17	MIN	MAX	CONSENSUS 13/10/17	MIN	MAX	CONSENSUS 13/10/17	MIN	MAX
<b>Reckitt Benckiser Group Plc</b>												
<i>Net Revenue Growth: Like for Like</i>												
ENA	-1.2	-3.6	1.0	-2.4	-3.2	-1.5	-0.7	-2.0	0.8	2.4	1.0	3.8
DvM	4.5	2.4	9.0	3.4	2.6	4.4	4.4	3.0	6.1	7.0	5.0	8.0
<b>Group growth: Like for Like</b>	<b>0.6</b>	<b>-0.7</b>	<b>2.0</b>	<b>-0.5</b>	<b>-0.9</b>	<b>0.0</b>	<b>1.0</b>	<b>0.0</b>	<b>1.7</b>	<b>3.7</b>	<b>2.6</b>	<b>4.5</b>
<b>Net M&amp;A impact (including MJN)</b>	<b>28.0</b>	<b>23.0</b>	<b>30.0</b>	<b>11.9</b>	<b>11.3</b>	<b>12.5</b>	<b>15.8</b>	<b>11.0</b>	<b>16.8</b>	<b>10.6</b>	<b>0.0</b>	<b>14.9</b>
<b>FX impact</b>	<b>2.8</b>	<b>-0.4</b>	<b>6.1</b>	<b>8.2</b>	<b>0.1</b>	<b>10.4</b>	<b>6.1</b>	<b>3.8</b>	<b>8.0</b>	<b>-0.5</b>	<b>-2.3</b>	<b>2.0</b>
<b>Group growth: Net Revenue growth (Actual rates)</b>	<b>31.0</b>	<b>25.7</b>	<b>37.0</b>	<b>19.7</b>	<b>16.7</b>	<b>21.5</b>	<b>22.0</b>	<b>17.2</b>	<b>26.1</b>	<b>13.1</b>	<b>0.2</b>	<b>17.2</b>
Net Revenue - Total Reported												
ENA	1,719	1,669	1,771	4,913	4,858	4,961	6,763	6,656	6,944	6,936	6,703	7,193
DvM	844	803	907	2,549	2,505	2,609	3,415	3,238	3,592	3,599	3,351	3,843
<b>Total (Base)</b>	<b>2,563</b>	<b>2,506</b>	<b>2,677</b>	<b>7,462</b>	<b>7,404</b>	<b>7,568</b>	<b>10,178</b>	<b>9,979</b>	<b>10,422</b>	<b>10,553</b>	<b>10,141</b>	<b>11,027</b>
Net Revenue - Mead Johnson												
	700	635	769	826	761	895	1,538	1,476	1,663	2,900	2,701	3,196
<b>Total net Revenue (Base + Mead Johnson)</b>	<b>3,261</b>	<b>3,148</b>	<b>3,379</b>	<b>8,289</b>	<b>8,165</b>	<b>8,396</b>	<b>11,716</b>	<b>11,594</b>	<b>11,953</b>	<b>13,453</b>	<b>13,115</b>	<b>13,728</b>
Operating Profit - Adjusted												
ENA							2,100	2,070	2,157	2,179	2,114	2,263
DvM							762	728	801	822	767	895
<b>Total (Base)</b>							<b>2,862</b>	<b>2,819</b>	<b>2,928</b>	<b>3,005</b>	<b>2,889</b>	<b>3,128</b>
Operating Profit - Adjusted (Mead Johnson)												
							339	295	436	723	624	895
<b>Total Operating Profit - Adjusted (Base + Mead Johnson)</b>							<b>3,201</b>	<b>3,149</b>	<b>3,267</b>	<b>3,728</b>	<b>3,609</b>	<b>3,913</b>
Operating Margin - Adjusted												
ENA							31.1	30.9	31.3	31.4	30.9	31.7
DvM							22.3	21.8	22.7	22.9	22.3	23.5
<b>Total (Base)</b>							<b>28.1</b>	<b>28.0</b>	<b>28.3</b>	<b>28.5</b>	<b>28.0</b>	<b>28.7</b>
Operating Margin - Adjusted (Mead Johnson)												
							22.0	19.4	26.2	24.9	22.6	29.1
<b>Total Operating Margin - Adjusted (Base + Mead Johnson)</b>							<b>27.3</b>	<b>27.1</b>	<b>28.0</b>	<b>27.7</b>	<b>27.3</b>	<b>28.5</b>
Continuing Operations												
Net income - adjusted												
EPS, Group, fully diluted, adjusted (p)							2,322	2,229	2,422	2,621	2,342	2,793
							328.3	316.0	341.5	372.3	353.9	396.5
Total Operations (including discontinued operations)												
Net income - adjusted, Total Group												
EPS, Group, fully diluted, adjusted (p) - Total Group							2,442	2,331	2,607	2,658	2,342	2,793
							340.6	324.4	366.7	377.5	362.5	396.5