

# Reckitt Benckiser



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	Q3 FY15			YTD P9 15 /TD P9 15 /TD P9 15		
	CONSENSUS 14/10/15	MIN	MAX	CONSENSUS 14/10/15	MIN	MAX
<b>Reckitt Benckiser Group Plc</b>						
<i>Net Revenue Growth: Like for Like</i>						
ENA	4.2	3.3	5.3	4.1	3.9	4.5
DvM	7.9	6.0	10.4	7.4	6.7	8.1
Food	2.3	1.0	3.5	2.5	2.0	3.0
<b>Total Group growth: Like for Like</b>	<b>5.2</b>	<b>4.3</b>	<b>6.3</b>	<b>5.0</b>	<b>4.8</b>	<b>5.4</b>
<b>Total Group growth: Net M&amp;A impact</b>	<b>-0.3</b>	<b>-1.0</b>	<b>0.6</b>	<b>-0.5</b>	<b>-1.0</b>	<b>0.0</b>
<b>Total Group growth: FX impact</b>	<b>-5.0</b>	<b>-8.1</b>	<b>-1.1</b>	<b>-4.0</b>	<b>-4.9</b>	<b>-2.9</b>
<b>Total Group growth: Net Revenue growth (Actual rates)</b>	<b>-0.1</b>	<b>-3.2</b>	<b>4.6</b>	<b>0.5</b>	<b>-0.6</b>	<b>2.0</b>
Net Revenue - Total (incl M&A / disposals)						
ENA	1,478	1,443	1,593	4,269	4,234	4,384
DvM	659	619	707	2,053	2,016	2,098
Food	73	53	77	241	221	245
<b>Total Group</b>	<b>2,211</b>	<b>2,137</b>	<b>2,311</b>	<b>6,564</b>	<b>6,493</b>	<b>6,665</b>

	FY15			FY16		
	CONSENSUS 14/10/15	MIN	MAX	CONSENSUS 14/10/15	MIN	MAX
<b>Reckitt Benckiser Group Plc</b>						
<i>Net Revenue Growth: Like for Like</i>						
ENA	3.7	3.0	4.3	3.6	2.4	5.1
DvM	7.3	6.0	8.9	7.8	6.0	11.4
Food	2.5	1.7	3.0	2.7	1.7	5.0
<b>Total Group growth: Like for Like</b>	<b>4.8</b>	<b>4.5</b>	<b>5.3</b>	<b>4.9</b>	<b>4.2</b>	<b>6.2</b>
<b>Total Group growth: Net M&amp;A impact</b>	<b>-0.3</b>	<b>-0.8</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.4</b>	<b>0.0</b>
<b>Total Group growth: FX impact</b>	<b>-4.3</b>	<b>-6.5</b>	<b>-2.8</b>	<b>-1.6</b>	<b>-3.4</b>	<b>0.3</b>
<b>Total Group growth: Net Revenue growth (Actual rates)</b>	<b>0.1</b>	<b>-1.9</b>	<b>1.6</b>	<b>3.2</b>	<b>1.4</b>	<b>5.2</b>
Net Revenue - Total (incl M&A / disposals)						
ENA	5,800	5,695	5,901	5,963	5,802	6,107
DvM	2,706	2,549	2,813	2,816	2,518	3,010
Food	340	313	350	347	316	364
<b>Total Group</b>	<b>8,846</b>	<b>8,670</b>	<b>8,974</b>	<b>9,126</b>	<b>8,801</b>	<b>9,435</b>
Operating Profit - Adjusted						
ENA	1,681	1,653	1,714	1,766	1,683	1,829
DvM	504	472	528	543	483	600
Food	96	89	100	98	86	102
<b>Total (ex RBP)</b>	<b>2,281</b>	<b>2,227</b>	<b>2,331</b>	<b>2,407</b>	<b>2,313</b>	<b>2,505</b>
Operating Margin - Adjusted						
ENA	29.0	28.4	29.3	29.6	29.0	30.2
DvM	18.6	18.4	19.0	19.3	18.8	20.0
Food	28.2	26.9	29.8	28.3	27.0	29.2
<b>Total (ex RBP)</b>	<b>25.8</b>	<b>25.5</b>	<b>26.0</b>	<b>26.4</b>	<b>26.0</b>	<b>26.8</b>
Net income - adjusted, Group						
EPS, Group, fully diluted, adjusted (p)	1,738	1,694	1,767	1,844	1,765	1,910
	240.3	233.0	246.6	257.2	247.7	268.3