

# TRANSFORMATION FIRMLY ON TRACK: STRONGER BUSINESS WELL POSITIONED TO DELIVER MEDIUM-TERM TARGETS

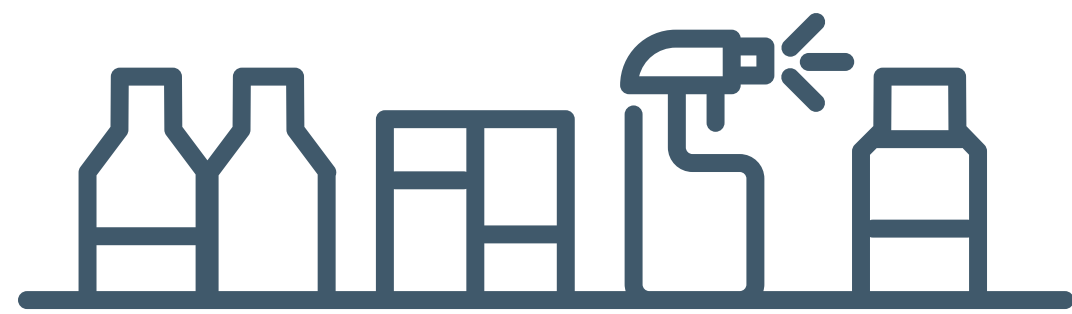


CONTINUED MOMENTUM IN 2021: Targeting revenue growth and margin expansion in 2022

February 2022

## WHAT WE SAID

Mid single-digit (MSD) LFL net revenue growth as we exit 2022, and mid 20s AOP margin by the mid 2020s.



## 2022 TARGETS

**+1-4%**

LFL net revenue growth

## WHAT WE HAVE ALREADY DELIVERED

**3.5%**

LFL net revenue growth 2021

**17.4%**

2 year stacked LFL net revenue growth

**c.70%**

of portfolio\* already growing at >5%

**62%**

of core CMUs holding/gaining share

**AOP margin growth**

Top line performance significantly better than peers - 2 year stacked LFL net revenue growth



Reckitt



FMCG peer average\*

\*Reckitt plus top 10 peers using latest available reported results



**-66%**

less absolute carbon in operations since 2015\*\*

Improving lives where we live and work

**3.4m**

people across 50 countries measurably impacted by our social impact work

\*Excluding brands more impacted by Covid - Lysol, Dettol and cold and flu brands \*\* Meeting our 2030 science-based target ahead of schedule

Definitions (including LFL): see 2021 Results Statement