

Q4 CONSENSUS

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All amounts shown in £m, unless otherwise stated	Q4 FY24			FY 24			FY 25			FY 26			FY 27		
	MEAN	MIN	MAX	MEAN	MIN	MAX	MEAN	MIN	MAX	MEAN	MIN	MAX	MEAN	MIN	MAX
Hygiene LFL growth (%)	4.1	2.0	5.5	3.8	3.3	4.1	3.5	2.3	4.5	3.8	2.9	4.5	3.7	2.9	4.3
Health LFL growth (%)	6.9	4.0	10.1	3.2	2.5	4.0	4.6	3.5	5.4	5.0	4.0	6.0	4.9	4.0	6.0
Nutrition LFL growth (%)	4.6	1.0	13.0	(8.1)	(8.8)	(6.2)	6.5	1.4	11.1	2.8	(2.0)	4.9	3.3	2.5	4.7
Group net revenue LFL growth (%)	5.3	3.5	7.0	1.6	1.2	2.0	4.4	3.5	5.2	4.2	3.1	4.7	4.2	3.8	4.7
Price / mix impact - Group (%)	2.0	1.1	4.1	1.8	1.6	2.3	1.7	0.8	2.3	1.7	0.7	2.3	1.7	0.9	2.3
Volume impact - Group (%)	3.3	1.9	4.3	(0.2)	(0.6)	0.0	2.8	1.9	3.6	2.4	1.6	3.4	2.5	1.6	3.7
Net M&A impact (%)	(0.2)	(1.0)	0.2	(0.2)	(0.4)	0.0	(0.0)	(0.1)	0.0	(0.0)	(0.0)	0.0	0.0	0.0	0.0
FX impact (%)	(5.0)	(6.2)	(3.0)	(4.2)	(4.5)	(3.7)	(1.2)	(2.4)	0.0	(0.1)	(0.5)	0.0	(0.2)	(0.5)	0.0
Group reported net revenue growth (%)	0.1	(2.2)	4.2	(2.9)	(3.4)	(1.9)	3.2	1.6	5.1	4.0	3.1	4.6	4.0	3.3	4.7
Hygiene	1,517	1,486	1,570	6,102	6,071	6,156	6,254	6,144	6,376	6,486	6,342	6,636	6,700	6,532	6,880
Health	1,527	1,472	1,652	5,946	5,889	6,069	6,152	5,985	6,329	6,451	6,224	6,645	6,760	6,473	6,929
Nutrition	520	482	587	2,140	2,102	2,207	2,260	2,095	2,340	2,321	2,144	2,410	2,379	2,208	2,482
Group reported net revenue (£'m)	3,565	3,485	3,712	14,188	14,107	14,334	14,667	14,374	14,923	15,258	14,892	15,574	15,839	15,465	16,256
Hygiene	n/a	n/a	n/a	1,295	1,240	1,324	1,351	1,276	1,395	1,423	1,351	1,500	1,493	1,395	1,602
Health	n/a	n/a	n/a	1,652	1,625	1,686	1,731	1,675	1,757	1,838	1,788	1,902	1,948	1,909	2,017
Nutrition	n/a	n/a	n/a	364	341	397	397	361	429	417	372	462	440	373	496
Group adjusted operating profit (£'m)	n/a	n/a	n/a	3,311	3,278	3,340	3,471	3,358	3,542	3,660	3,422	3,825	3,853	3,574	4,027
Hygiene	n/a	n/a	n/a	21.2	20.4	21.7	21.6	20.8	22.4	21.9	21.1	23.5	22.3	21.3	23.8
Health	n/a	n/a	n/a	27.8	27.4	28.4	28.1	27.6	28.8	28.5	27.9	29.8	28.8	28.1	30.1
Nutrition	n/a	n/a	n/a	17.0	16.0	18.6	17.5	16.1	19.0	17.9	16.4	19.5	18.4	16.1	20.0
Total adjusted operating profit margin (%)	n/a	n/a	n/a	23.3	23.2	23.5	23.7	23.2	24.4	24.0	23.0	25.4	24.3	23.1	25.7
Adjusted net finance expense	n/a	n/a	n/a	(309)	(325)	(230)	(318)	(377)	(200)	(320)	(417)	(195)	(331)	(439)	(206)
Adjusted taxation expense	n/a	n/a	n/a	(767)	(848)	(740)	(802)	(913)	(761)	(845)	(913)	(781)	(888)	(932)	(817)
Non-controlling interest	n/a	n/a	n/a	(12)	(20)	(3)	(11)	(19)	(1)	(12)	(20)	(0)	(13)	(22)	(0)
Adjusted net income (£m)	n/a	n/a	n/a	2,226	2,195	2,250	2,339	2,245	2,417	2,483	2,268	2,610	2,622	2,371	2,768
Average number of shares on a diluted basis	n/a	n/a	n/a	705	701	711	686	678	699	673	658	690	656	630	679
Adjusted group fully diluted EPS (p)	n/a	n/a	n/a	315.6	311.4	318.3	341.1	325.0	356.2	369.3	332.1	393.5	399.9	352.0	424.2