A YEAR OF PROGRESS

reckitt

Group highlights

LFL net revenue growth **+3.5%**

Free cash flow **+11%**

Cash returns to shareholders **+24%**

Net revenue **£14.6bn**

Gross margin **60.0%**

AOP[1] margin **23.1%**

2024 outlook

+2% to +4%
Group LFL net revenue growth

AOP[1] margin
Targeting AOP[1] growth ahead of net revenue growth

Good trading performance in Hygiene and Health, Nutrition rebasing

(FY23 LFL net revenue growth)

+5.1% HYGIENE
Innovation-led, broad-based growth across categories

+5.0% HEALTH
Strong growth across OTC and intimate wellness

(4.0)% NUTRITION
#1 US leadership position retained[2]

A strong business with an enduring framework for sustainable value creation

MSD net revenue growth + Grow AOP ahead of net revenue + Sustainable dividend growth + Share buybacks

Innovations delivering

BEI[3] up **+13.2%[4]** (+£0.2bn)

Lysol Air Sanitiser

- **3m** household penetration
- **13%** contribution to total Lysol 2023 net revenue growth

Dettol Laundry Pods

- **510k** household penetration
- **c.30%** contribution to total Greater China Dettol 2023 net revenue growth vs 2021

Mucinex InstaSoothe

- Entry into **$1bn** US sore throat category
- **11%** contribution to total Mucinex net revenue growth since launch

Finish Ultimate Plus All-in-One

- **+300bps** market share growth in premium detergent category
- Mid-single-digit mix benefit from premiumisation

[1] Adjusted Operating Profit, [2] Non-WIC stages 1-3 value share, as at 31 December 2023, [3] Brand Equity Investment, [4] At constant FX