# Third Quarter 2024 Earnings Results

November 7, 2024



## Introduction



**Thibaut Mongon**Chief Executive Officer



**Paul Ruh**Chief Financial Officer



**Sofya Tsinis**Vice President of
Investor Relations



#### Cautionary note on forward-looking statements

This presentation contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things, statements about management's expectations of Kenvue's future operating and financial performance, product development, market position and business strategy. Forwardlooking statements may be identified by the use of words such as "plans," "expects," "will," "anticipates," "estimates" and other words of similar meaning. The viewer is cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Kenvue and its affiliates. Risks and uncertainties include, but are not limited to: the inability to execute on Kenvue's business development strategy; inflation and other economic factors, such as interest rate and currency exchange rate fluctuations; the ability to successfully manage local, regional or global economic volatility including reduced market growth rates, and to generate sufficient income and cash flow to allow Kenvue to effect any expected share repurchases and dividend payments; Kenvue's ability to access capital markets and maintain satisfactory credit ratings, which could adversely affect its liquidity, capital position and borrowing costs; competition, including technological advances, new products and intellectual property attained by competitors; challenges inherent in new product research and development; uncertainty of commercial success for new and existing products and digital capabilities; challenges to intellectual property protections including counterfeiting; the ability of Kenvue to successfully execute strategic plans, including Our Vue Forward and other restructuring or cost-saving initiatives; the impact of business combinations and divestitures, including any ongoing or future transactions; manufacturing difficulties or delays, internally or within the supply chain; product efficacy or safety concerns resulting in product recalls or regulatory action; significant adverse litigation or government action, including related to product liability claims; changes to applicable laws and regulations and other requirements imposed by stakeholders; changes in behavior and spending patterns of consumers; natural disasters, acts of war (including the Russia-Ukraine War and conflicts in the Middle East) or terrorism, catastrophes, or epidemics, pandemics, or other disease outbreaks; financial instability of international economies and legal systems and sovereign risk; the inability to realize the benefits of the separation from Kenvue's former parent, Johnson & Johnson; and the risk of disruption or unanticipated costs in connection with the separation. A further list and descriptions of these risks, uncertainties and other factors can be found in Kenvue's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and subsequent Quarterly Reports on Form 10-Q and other filings, available at www.kenvue.com or on request from Kenvue. Any forward-looking statement made in this presentation speaks only as of the date of this presentation. Kenvue undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or developments or otherwise.

#### **Non-GAAP Financial Measures**

This presentation includes certain non-GAAP financial measures, which may include Adjusted diluted earnings per share, Adjusted EBITDA margin, Adjusted effective tax rate, Adjusted gross profit margin, Adjusted net income, Adjusted operating income, Adjusted operating income margin, EBITDA, Free cash flow and Organic growth. Such non-GAAP financial measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. A reconciliation of these measures to the most directly comparable GAAP measure is included in the Appendix to these slides and the earnings release available on the Company's website at investors.kenvue.com.



## Q3 2024 By the Numbers

+0.9% y/y Organic growth<sup>1</sup> vs. +3.6% PY

→ 60.7%
 Adjusted gross profit margin¹,
 + 130bps vs. PY

+~20% brand activation investment vs. PY

\$0.28
Adjusted diluted earnings per share<sup>1</sup>











## **Kenvue Playbook in Action**



Strengthen in-store presence and prominence



Reach more consumers & healthcare professionals



Amplify innovation in relevant ways



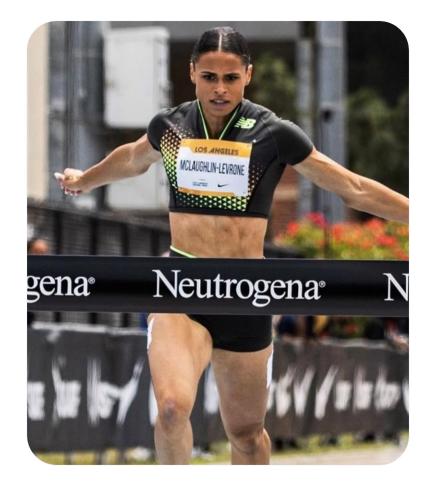




Powered by increased brand investment



Funded by gross margin expansion + Our Vue Forward savings







Neutrogena<sup>®</sup>

Aveeno.

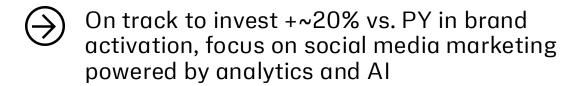
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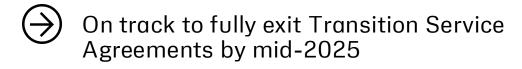






## Progress Towards Becoming a Leaner, More Agile Organization





Created Kenvue Global Content Factory to improve efficiency and effectiveness of marketing spend

On track to deliver \$350 million in annual savings by 2026 through Our Vue Forward











## **Q3 2024 Portfolio Performance**

	Q3 2024 Net sales	Q3 2024 Organic growth <sup>1</sup>	Takeaways
Total Kenvue	\$3.9B	<b>+0.9%</b> vs. +3.6% PY	
Self Care	\$1.6B	<b>+0.7%</b> vs. +6.7% PY	Continues to outperform the market and gain share
Skin Health & Beauty	\$1.1B	<b>(2.7)%</b> vs. (0.4)% PY	Building the right foundation, seeing early signs of recovery
Essential Health	@1 2B		Broad-based growth across all categories and all regions



#### **Self Care**

#### Continues to outperform the market and gain share

**+0.7%**Q3 Organic growth<sup>1</sup>
vs. +6.7% PY





#### **Key Highlights**

- Lower level of incidence in Allergy and Pediatric Fever impacting volumes
- Outperforming the market with share gains across key brands
- Expanding distribution of successful innovations, amplified through omnichannel marketing

















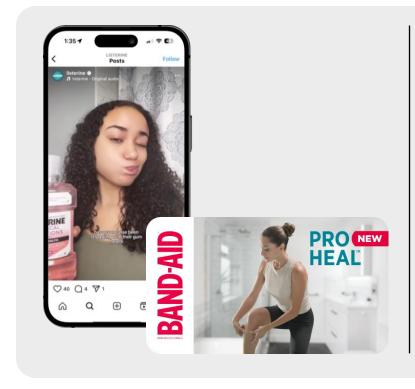


#### **Essential Health**

#### Broad-based growth across all categories and all regions

+4.5%

Q3 Organic growth<sup>1</sup> vs. +3.8% PY



#### **Key Highlights**

- Delivering second consecutive quarter of volume growth
- Expanding distribution and enhancing in-store prominence of premium innovations
- Increasing media spend and partnering with digital creators to engage consumers

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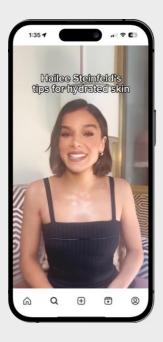
## **Skin Health & Beauty**

#### Building the right foundation, seeing early signs of recovery

(2.7%)

Q3 Organic growth<sup>1</sup> vs. (0.4)% PY





#### **Key Highlights**

- Building a world-class team
- Launching breakthrough collaboration with world's most recognizable dermatologists
- Activating playbook in Europe and U.S.
- Recovering sequentially in areas of prioritized investment in the U.S.

Neutrogena<sup>®</sup>

Aveeno.







## U.S. Neutrogena Recovery Actions

- Improving in-store presence and prominence
- Broadening distribution of innovation
- Reaching more consumers through social media and celebrity campaigns
- Engaging with dermatologists leading to increased levels of recommendations
- Launching breakthrough collaboration with world's most recognizable dermatologists















# Advancing Our Transformation



Reaching more consumers



Investing more behind our brands



Building a culture of performance and impact



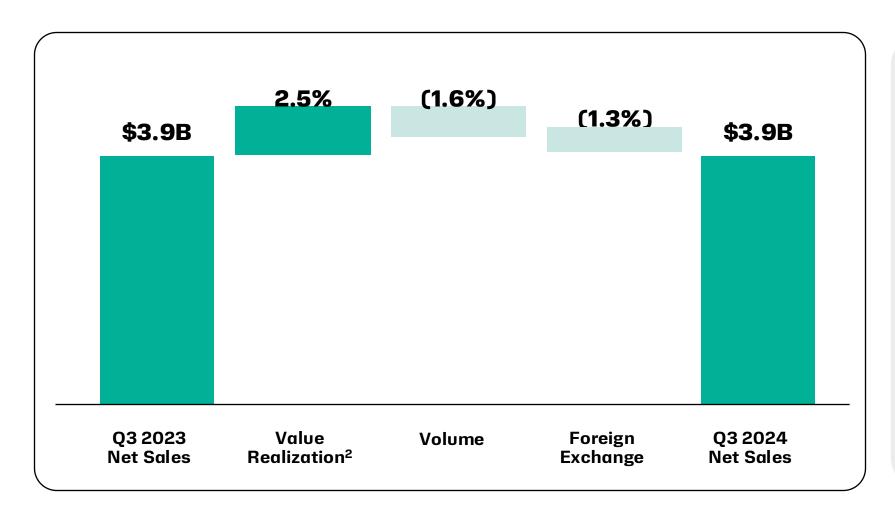


# Q3 2024 Financial Performance



## Reported Net Sales & Organic Growth<sup>1</sup>

+0.9% Organic Growth in Q3 2024, On Top of 3.6 % in Q3 2023



#### **Key Drivers**

- Value realization<sup>2</sup> across all segments
- Volume declines in Skin Health & Beauty and Self Care, partially offset by volume growth in Essential Health



#### **Self Care**



#### Continues to outperform the market and gain share

\$1.6B Net Sales

Organic Growth<sup>1</sup> Drivers

Reported

0.7%

vs +6.4% PY

Organic Growth<sup>1</sup>

0.7%

vs +6.7% PY

Value Realization<sup>2</sup>

+1.8%

vs +5.5% PY

Volume

(1.1)%

vs +1.2% PY





















#### **Essential Health**



#### Broad-based growth across all categories and all regions

\$1.2B Net Sales

Reported +1.6%

vs +3.0% PY

Organic Growth<sup>1</sup>

+4.5%

vs +3.8% PY

**Organic Growth<sup>1</sup> Drivers** 

Value Realization<sup>2</sup>

+3.7%

vs +10.0% PY

Volume

+0.8%

vs (6.2)% PY



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## **Skin Health & Beauty**



#### Building the right foundation, seeing early signs of recovery

\$1.1B Net Sales

Reported (4.2)%

vs + (0.4)% PY

Organic Growth<sup>1</sup>

(2.7)%

vs (0.4)% PY

**Organic Growth<sup>1</sup> Drivers** 

Value Realization<sup>2</sup>

+2.0%

vs +6.4% PY

Volume

(4.7)%

vs (6.8)% PY



Neutrogena<sup>®</sup>

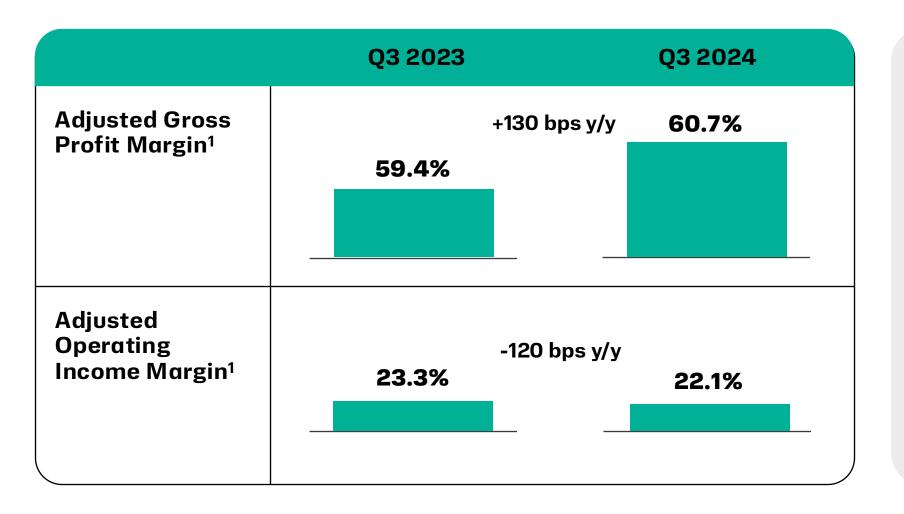
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## Adjusted Gross Profit and Operating Income Margins<sup>1</sup>

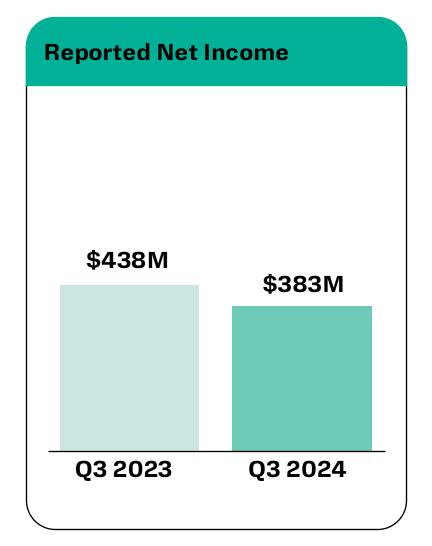


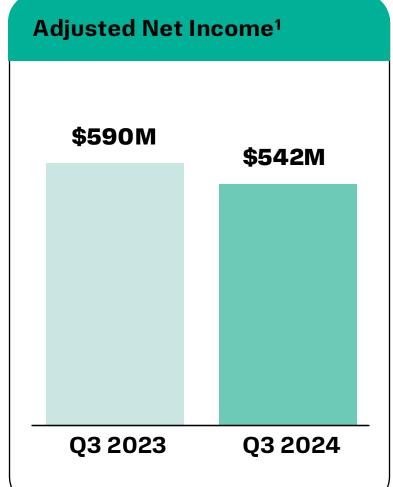
#### **Key Drivers**

- Strong productivity and continued supply chain efficiencies
- Execution of TSA exits and Our Vue Forward on track
- Higher y/y brand investments



## Q3 2024 Net Income and Earnings Per Share







\$0.20

Reported

\$0.28

Adjusted<sup>1</sup>



## **2024 Guidance Summary**

	Current		Prior
Reported Net Sales Growth	1.0% - 3.0%	Tracking toward low end of range	1.0% - 3.0%
Organic Growth <sup>1</sup>	2.0% - 4.0%	Assuming FX headwind ~1% y/y	2.0% - 4.0%
Adjusted Operating Income Margin <sup>1</sup>	21% - 22%	<ul> <li>Unchanged; productivity and efficiency gains offset impact of sales</li> </ul>	21% - 22%
Reported Interest Expense, Net	~\$380M	Lower borrowings YTD	\$380 - \$400M
Adjusted Effective Tax Rate <sup>1</sup>	26.5% - 27.0%	Slightly higher due to jurisdictional mix	25.5% - 26.5%
Adjusted Diluted Earnings per Share <sup>1,2</sup>	\$1.10 - \$1.20	• Unchanged	\$1.10 - \$1.20



# Q&A







# Appendix



## **2023 Organic Growth<sup>1</sup> Considerations**

	Q1'23	Q2'23	Q3'23	Q4'23
Self-Care	Higher incidences of cough, cold and flu outside the U.S.  Retailer inventory re-build, following Q4'22 demand surge	<b>&gt;</b>		Delayed season and lower incidence levels
Organic Growth	15.3%	14.2%	6.7%	(2.0%)
Skin Health and Beauty	Retailer inventory re-build, following supply constraints  Strategic portfolio rationalization  Suspension of personal care products in Russia	<b>→</b>	Consumer softness in China	Commercial execution issues in North America
Organic Growth	13.2%	3.4%	(0.4%)	(8.0%)
Essential Health	Suspension of personal care products in Russia	<b>&gt;</b>	Consumer softness in China	>
Organic Growth	4.0%	3.8%	3.8%	2.5%
Total Organic Growth %	11.2%	7.7%	3.6%	(2.4%)



Fiscal Three Months Ended September 29, 2024 vs October 1, 2023<sup>(1)</sup>

		Reported Net sales change		Impact of foreign currency	Organic growth <sup>(2)</sup>	
(Unaudited; Dollars in Millions)	An	nount	Percent	Amount	Amount	Percent
Self Care	\$	12	0.7 % \$	1 \$	11	0.7 %
Skin Health and Beauty		(47)	(4.2)	(17)	(30)	(2.7)
Essential Health		19	1.6	(34)	53	4.5
Total	\$	(16)	(0.4)% \$	(50) \$	34	0.9 %

#### Fiscal Three Months Ended September 29, 2024 vs October 1, 2023<sup>(1)</sup>

		_	Organic gr	owth <sup>(2)</sup>
(Unaudited)	Reported Net sales change	Impact of foreign currency	Price/Mix <sup>(3)</sup>	Volume
Self Care	0.7 %	- %	1.8 %	(1.1) %
Skin Health and Beauty	(4.2)	(1.5)	2.0	(4.7)
Essential Health	1.6	(2.9)	3.7	0.8
Total	(0.4)%	(1.3)%	2.5 %	(1.6)%



<sup>(1)</sup> Acquisitions and divestitures did not materially impact the reported Net sales change.

<sup>(2)</sup> Non-GAAP financial measure. Excludes the impact of foreign currency exchange and the impact of Acquisitions and divestitures.

<sup>(3)</sup> Price/Mix reflects value realization.

Fiscal Three Months Ended October 1, 2023 vs October 2, 2022<sup>(1)</sup>

	F	Reported Net sales change		Impact of foreign currency	Organic growth <sup>(2)</sup>	
(Unaudited; Dollars in Millions)	Am	ount	Percent	Amount	Amount	Percent
Self Care	\$	97	6.4 % \$	(4) \$	101	6.7 %
Skin Health and Beauty		(5)	(0.4)	_	(5)	(0.4)
Essential Health		34	3.0	(9)	43	3.8
Total	\$	126	3.3 % \$	(13)	139	3.6 %

#### Fiscal Three Months Ended October 1, 2023 vs October 2, 2022<sup>(1)</sup>

			Organic growt	h <sup>(2)</sup>
(Unaudited)	Reported Net sales change	Impact of foreign currency	Price/Mix <sup>(3)</sup>	Volume
Self Care	6.4 %	(0.3) %	5.5 %	1.2 %
Skin Health and Beauty	(0.4)	_	6.4	(6.8)
Essential Health	3.0	(0.8)	10.0	(6.2)
Total	3.3 %	(0.3)%	7.1 %	(3.5)%



<sup>(1)</sup> Acquisitions and divestitures did not materially impact the reported Net sales change.

<sup>(2)</sup> Non-GAAP financial measure. Excludes the impact of foreign currency exchange and the impact of Acquisitions and divestitures.

<sup>(3)</sup> Price/Mix reflects value realization.

Fiscal Nine Months Ended September 29, 2024 vs October 1, 2023<sup>(1)</sup>

		Reported Net sales change		Impact of foreign currency	Organic growth <sup>(2)</sup>	
(Unaudited; Dollars in Millions)	An	nount	Percent	Amount	Amount	Percent
Self Care	\$	44	0.9 % \$	(32) \$	76	1.5 %
Skin Health and Beauty		(148)	(4.4)	(41)	(107)	(3.2)
Essential Health		119	3.4	(80)	199	5.7 %
Total	\$	15	0.1 %	(153) \$	168	1.4 %

#### Fiscal Nine Months Ended September 29, 2024 vs October 1, 2023<sup>(1)</sup>

			Organic growt	h <sup>(2)</sup>
(Unaudited)	Reported Net sales change	Impact of foreign currency	Price/Mix <sup>(3)</sup>	Volume
Self Care	0.9 %	(0.6)%	2.8 %	(1.3) %
Skin Health and Beauty	(4.4)	(1.2)	2.0	(5.2)
Essential Health	3.4	(2.3)	4.8	0.9
Total	0.1 %	(1.3)%	3.1 %	(1.7)%



(3) Price/Mix reflects value realization.

<sup>(1)</sup> Acquisitions and divestitures did not materially impact the reported Net sales change.

<sup>(2)</sup> Non-GAAP financial measure. Excludes the impact of foreign currency exchange and the impact of Acquisitions and divestitures.

#### Fiscal Nine Months Ended October 1, 2023 vs October 2, 2022<sup>(1)</sup>

	F	Reported Net sales change		Impact of foreign currency	Organic growth <sup>(2)</sup>	
(Unaudited; Dollars in Millions)	Am	ount	Percent	Amount	Amount	Percent
Self Care	\$	452	10.1 % \$	(84) \$	536	12.0 %
Skin Health and Beauty		115	3.5	(52)	167	5.1
Essential Health		28	0.8	(106)	134	3.9
Total	\$	595	5.3 % \$	(242) \$	837	7.5 %

#### Fiscal Nine Months Ended October 1, 2023 vs October 2, 2022<sup>(1)</sup>

		-	Organic gro	wth <sup>(2)</sup>
(Unaudited)	Reported Net sales change	Impact of foreign currency	Price/Mix <sup>(3)</sup>	Volume
Self Care	10.1 %	(1.9) %	8.1 %	3.9 %
Skin Health and Beauty	3.5	(1.6)	7.2	(2.1)
Essential Health	0.8	(3.1)	10.0	(6.1)
Total	<u> </u>	(2.2)%	8.4 %	(0.9)%



<sup>(1)</sup> Acquisitions and divestitures did not materially impact the reported Net sales change.

<sup>(2)</sup> Non-GAAP financial measure. Excludes the impact of foreign currency exchange and the impact of Acquisitions and divestitures.

<sup>(3)</sup> Price/Mix reflects value realization.

## **Total Segment Net Sales**

		Net S	ales	Net Sales		
		Fiscal Three M	Ionths Ended	Fiscal Nine Months Ended		
(Unaudited; Dollars in Millions)	Septem	ber 29, 2024	October 1, 2023	September 29, 2024	October 1, 2023	
Self Care		1,625	1,613	4,958	4,914	
Skin Health and Beauty		1,072	1,119	3,229	3,377	
Essential Health		1,202	1,183	3,606	3,487	
Total segment net sales	<u>\$</u>	3,899	\$ 3,915	\$ 11,793	\$ 11,778	



#### **Total Segment Adjusted Operating Income**

	Adjusted Operating Income			Adjusted Operating Income				
		Fiscal Three	Mont	ths Ended	Fiscal Nine	∍ Mon	ths Ended	
(Unaudited; Dollars in Millions)	Septe	ember 29, 2024		October 1, 2023	September 29, 2024		October 1, 2023	
Self Care Adjusted operating income		557		604	1,69	2	1,762	
Skin Health and Beauty Adjusted operating income		191		180	50	2	530	
Essential Health Adjusted operating income		291		275_	91	4	736	
Total <sup>(1)(2)</sup>	\$	1,039	\$	1,059	\$ 3,10	8 \$	3,028	
Depreciation <sup>(3)</sup>		(94)		(72)	(23	8)	(211)	
General corporate/unallocated expenses		(82)		(76)	(25	8)	(219)	
Other operating (expense) income, net		(7)		(9)	(2	9)	7	
Other—impact of Deferred Markets <sup>(4)</sup>		8		12	4	-7	33	
Litigation (income) expense		(4)		<u> </u>		4)	20	
Adjusted operating income (non-GAAP)	\$	860	\$	914	\$ 2,62	6 \$	2,658	
Reconciliation to Income before taxes:								
Amortization of intangible assets		66		81	21	2	242	
Separation-related costs <sup>(5)</sup>		85		133	23	31	333	
Restructuring and operating model optimization initiatives		38		3	14	6	3	
Conversion of stock-based awards		6		(25)	3	4	(25)	
Other—impact of Deferred Markets <sup>(4)</sup>		8		12	4	-7	33	
Founder Shares		7		<del>-</del>	2	4	_	
Litigation (income) expense		(4)		<u> </u>	(	4)	20	
Impairment charges		_		<u> </u>	57	88	_	
Operating income	\$	654	\$	710	\$ 1,35	8 \$	2,052	
Other (income) expense, net		(19)		25		6	65	
Interest expense, net		96		100	28	3	154	
Income before taxes	\$	577	<u>\$</u>	<u>585</u>	<u>\$ 1,06</u>	<u>9</u>	1,833	

<sup>(1)</sup> Effective in the fiscal three months ended September 29, 2024, the Company adjusted the allocation for certain brand marketing expenses within Selling, general, and administrative expenses to align with segment financial results as measured by the Company, including the chief operating decision maker (the "CODM"). Accordingly, the Company has updated its segment disclosures to reflect the updated presentation in all prior periods. Total Adjusted operating income did not change as a result of this update.



<sup>(2)</sup> Effective in the fiscal three months ended June 30, 2024, the Company adjusted the allocation for certain Research and development costs within Selling, general, and administrative expenses to align with segment financial results as measured by the Company, including the CODM. Accordingly, the Company has updated its segment disclosures to reflect the updated presentation in all prior periods. Total Adjusted operating income did not change as a result of this update.

<sup>(3)</sup> Depreciation includes the amortization of integration and development costs capitalized in connection with cloud computing arrangements.

<sup>(4)</sup> Includes the provision for taxes and minority interest expense related to Deferred Markets recognized within Other operating expense (income), net, which are payable to Johnson & Johnson through interim agreements until these Deferred Markets can be transferred to the Company. Deferred Markets are local businesses in certain non-U.S. jurisdictions in which the transfer from Johnson & Johnson of certain assets and liabilities were deferred in order to ensure compliance with applicable law, to obtain necessary governmental approvals and other consents, and for other business reasons.

<sup>(5)</sup> Costs incurred in connection with our establishment as a standalone public company are defined as "Separation-related costs."

## Non-GAAP Reconciliations (Q3 2024)

Fiscal Three Months	Ended	September	29,	2024
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(Unaudited; Dollars in Millions)	As	Reported	Adjustments	Reference	As	Adjusted
Net sales	\$	3,899	_		\$	3,899
Gross profit	\$	2,282	86	(a)	\$	2,368
Gross profit margin		58.5 %				60.7 %
Operating income	\$	654	206	(a)-(c)	\$	860
Operating income margin		16.8 %				22.1 %
Net Income	\$	383	159	(a)-(e)	\$	542
Net income margin		9.8 %				13.9 %
Interest expense, net	\$	96				
Provision for taxes	\$	194				
Depreciation and amortization	\$	160				
EBITDA (non-GAAP)	\$	833	119	(b)-(d), (f)	\$	952
EBITDA margin		21.4 %				24.4 %

#### **Detail of Adjustments**

Detail of Aujostificities					<u> </u>		
	(	Cost of sales	SG&A/ Restructuring expenses	Other operating expense (income), net	Other (income) expense, net	Provision for taxes	Total
Amortization of intangible assets	\$	66	\$ –	- \$ —	- \$ —	\$ -	\$ 66
Restructuring expenses		_	3′	1 –		_	31
Operating model optimization initiatives		4	3	_	<u> </u>	_	7
Separation-related costs (including conversion of stock-based awards and Founder Shares)		16	82	_	_	_	98
Impact of Deferred Markets—minority interest expense		_	<del>-</del>	- 4	<del>-</del>	_	4
Impact of Deferred Markets—provision for taxes		_	_	- 4	<u> </u>	(4)	_
Litigation income		_	_	- (4)	_	_	(4)
Tax indemnification release		_	_	_	(21)	_	(21)
Tax impact on special item adjustments		_	_	_	_	(22)	(22)
Total	\$	86	\$ 1	16 \$ 4	4 \$ (21)	\$ (26)	\$ 159
		(a)	(b)	(c)	(d)	(e)	
Cost of sales less amortization	\$	20					
		(f)					



## Non-GAAP Reconciliations (Q3 2023)

			Fiscal Three Months	Ended October 1, 2023	3	
(Unaudited; Dollars in Millions)	As	Reported	Adjustments	Reference	As A	Adjusted
Net sales	\$	3,915	_		\$	3,915
Gross profit	\$	2,250	75	(a)	\$	2,325
Gross profit margin		57.5 %				59.4 %
Operating income	\$	710	204	(a)-(c)	\$	914
Operating income margin		18.1 %				23.3 %
Net Income	\$	438	152	(a)-(d)	\$	590
Net income margin		11.2 %				15.1 %
Interest expense, net	\$	100				
Provision for taxes	\$	147				
Depreciation and amortization	\$	153				
EBITDA (non-GAAP)	\$	838	123	(b)-(c), (e)	\$	961
EBITDA margin		21.4 %				24.5 %

#### **Detail of Adjustments**

	Cost of sales		SG&A/ Restructuring expenses	Other operating expense (income), net	rovision or taxes	Total
Amortization of intangible assets	\$	81 \$	_	\$ -	\$ _	\$ 81
Operating model optimization initiatives		1	2	_	_	3
Separation-related costs (including conversion of stock-based awards)	(	7)	115	_	_	108
Impact of Deferred Markets—minority interest expense		_	_	4	_	4
Impact of Deferred Markets—provision for taxes		_	_	8	(8)	_
Tax impact on special item adjustments					 (44)	(44)
Total	\$ •	75 \$	117	\$ 12	\$ (52)	\$ 152
	 (a)		(b)	(c)	(d)	
Cost of sales less amortization	\$ (	3)				
	(e)					



## **Non-GAAP Reconciliations (Q3 2024)**

			Fiscal Nine Months End	<u>ded September 29,</u>	, 2024	
(Unaudited; Dollars in Millions)		As Reported	Adjustments	Reference	As	Adjusted
Net sales	\$	11,793	_		\$	11,793
Gross profit	<b>\$</b>	6,889	288	(a)	\$	7,177
Gross profit margin		58.4 %				60.9 %
Operating income	\$	1,358	1,268	(a)-(d)	\$	2,626
Operating income margin		11.5 %				22.3 %
Net Income	\$	737	963	(a)-(f)	\$	1,700
Net income margin		6.2 %				14.4 %
Interest expense, net	\$	283				
Provision for taxes	\$	332				
Depreciation and amortization	\$	450				
EBITDA (non-GAAP)	\$	1,802	1,066	(b)-(e), (g)	\$	2,868
EBITDA margin		15.3 %				24.3 %

Detail of Aujostinents							
	Cost of sales	SG&A/ Restructuring expenses	Impairment charges	Other operating expense (income net		Provision for taxes	Total
Amortization of intangible assets	\$ 212	\$ -	\$	<del>- \$</del>	_ \$ _	- \$ —	\$ 212
Restructuring expenses	_	120		_	_	_	120
Operating model optimization initiatives	19	7			_		26
Separation-related costs (including conversion of stock-based awards and Founder Shares)	57	232		_	_	_	289
Impairment charges	_	_	578	8 -		(151)	427
Impact of Deferred Markets—minority interest expense	_	_		_ 2	.0 —	_	20
Impact of Deferred Markets—provision for taxes	_	_		_ 2	27 —	(27)	_
Litigation income	_	_		_ (4	L) —		(4)
Losses on investments	_	_			_ 31	<u> </u>	31

76

(g)



Total

Detail of Adjustments

Tax indemnification release

Cost of sales less amortization

Tax impact on special item adjustments

(21)

(137)

## Non-GAAP Reconciliations (Q3 2023)

			Fiscal Nine Months	ended October 1, 2023		
(Unaudited; Dollars in Millions)		As Reported	Adjustments	Reference	As a	Adjusted
Net sales	\$	11,778			\$	11,778
Construction of the constr	Φ.	C COO	200	(~)	Φ.	C 00C
Gross profit	\$	6,600	230	(a)	\$	6,836
Gross profit margin		56.0 %				58.0 %
Operating income	\$	2,052	606	(a)-(c)	\$	2,658
Operating income margin		17.4 %				22.6 %
Net Income	\$	1,337	460	(a)-(f)	\$	1,797
Net income margin		11.4 %				15.3 %
Interest expense, net	\$	154				
Provision for taxes	\$	496				
Depreciation and amortization	\$	453				

2,440

20.7 %

371 (b)-(d),(g)

Detail of Adjustments										
	Cost of sales	SG&A/ Restructuring expenses		Other operating expense (income), net	Otti	er (income) pense, net	Interest expense, net	ı	Provision for taxes	Total
Amortization of intangible assets	\$ 242	\$ -	- \$	_	\$	_	\$ –	\$	_	\$ 242
Operating model optimization initiatives	1	2		_		_	_		_	3
Separation-related costs (including conversion of stock-based awards)	(7)	315	,	_		_	<del>-</del>		_	308
Impact of Deferred Markets—minority interest expense	_	_	-	10		_	_		_	10
Impact of Deferred Markets—provision for taxes	_	_		23		_	_	-	(23)	_
Litigation expense	_	_	-	20		_	_	-	_	20
Losses on investments	_	<del>-</del>	-	_		7	<del>-</del>		_	7
Interest income from related party note	_	_	-	_		_	(33)		_	(33)
Tax impact on special item adjustments	_	_	-	_		_	_		(97)	(97)
Total	\$ 236	\$ 317	\$	53	\$	7	\$ (33)	\$	(120)	\$ 460
	(a)	(b)		(c)		(d)	(e)		(f)	
Cost of sales less amortization	\$ (6)									

(g)



EBITDA (non-GAAP)

EBITDA margin

\$

2,811

23.9 %

## **Adjusted Effective Tax Rate**

	Fiscal Three Mo	onths Ended	Fiscal Nine Months Ended			
(Unaudited)	September 29, 2024	October 1, 2023	September 29, 2024	October 1, 2023		
Effective tax rate	33.6 %	25.1 %	31.1 %	27.1 %		
Adjustments:						
Tax-effect on special item adjustments	(5.2)	(3.1)	(4.8)	(3.0)		
Dr.Ci:Labo® Impairment	_	_	0.8	_		
Removal of tax benefits from carve out methodology	_	_	_	2.3		
Taxes related to Deferred Markets	0.5	1.1	0.5	1.1		
Valuation allowance on foreign tax credits due to interest expense	_	0.9	_	(2.8)		
Other	_	1.3	_	0.8		
Adjusted Effective tax rate (non-GAAP)	28.9 %	25.3 %	27.6 %	25.5 %		



## **Adjusted Effective Tax Rate**

	Fiscal Year 2024
(Unaudited)	Forecast
Effective tax rate	28.5% - 29.0%
Adjustments:	
Tax-effect on special item adjustments	(2.5)
Taxes related to Deferred Markets	0.5
Adjusted Effective tax rate (non-GAAP)	26.5% - 27.0%



## **Adjusted Diluted Earnings Per Share**

		Fiscal Three N	lonths Ended	Fiscal Nine Months Ended	
(Unaudited)	Septem	ber 29, 2024	October 1, 2023	September 29, 2024	October 1, 2023
Diluted earnings per share	\$	0.20	\$ 0.23	\$ 0.38	\$ 0.73
Adjustments:					
Separation-related costs		0.04	0.07	0.12	0.18
Conversion of stock-based awards		_	(0.01)	0.02	(0.01)
Restructuring and operating model optimization initiatives		0.02	_	0.08	_
Impairment charges		_	_	0.30	_
Amortization of intangible assets		0.03	0.04	0.11	0.13
Losses on investments		_		0.02	_
Interest income from related party note		_	_	_	(0.02)
Tax impact on special item adjustments		(0.01)	(0.02)	(0.15)	(0.05)
Other		_	_	_	0.02
Adjusted diluted earnings per share (non-GAAP)	\$	0.28	\$ 0.31	\$ 0.88	\$ 0.98



## **Free Cash Flow**

(Unaudited; Dollars in Billions)		Fiscal Nine Months Ended				
	Septembe	er 29, 2024	October 1, 2023			
Net cash flows from operating activities	\$	1.0 \$	2.2			
Purchases of property, plant, and equipment		(0.3)	(0.2)			
Free cash flow (non-GAAP)		0.7 _ \$	2.0			



#### **2024 Guidance Non-GAAP Reconciliations**

Kenvue is not able to provide the most directly comparable GAAP measures or reconcile Adjusted diluted earnings per share, Adjusted operating income margin, or Organic growth to comparable GAAP measures on a forward-looking basis without unreasonable efforts given the unpredictability of the timing and amounts of discrete items such as foreign exchange, acquisitions, or divestitures.



## **Research and Development**

(Unaudited; Dollars in Millions)	Fiscal Three N	Fiscal Nine Months Ended		
	September 29, 2024	October 1, 2023	September 29, 2024	October 1, 2023
Research & Development	\$ 97	\$ 78	\$ 302	\$ 266



