ASX Announcement

Ansell Limited Investor Presentation

3 December 2025 – Ansell Limited (ASX:ANN), a global leader in personal protection safety solutions, is pleased to provide the enclosed presentation which will be referred to during investor meetings held in December 2025.

This announcement was authorised for release by the Board of Directors of Ansell Limited.

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About Ansell

Ansell (ASX:ANN) is a global leader in safety solutions and an integrated manufacturer of personal protection equipment for healthcare and industrial workplaces. Each day, over 10 million workers in more than 100 countries trust their safety to Ansell brands such as HyFlex, Ringers, MICROFLEX, TouchNTuff, GAMMEX, AlphaTec and Kimtech. Driven by a vision to lead the world to a safer future, the company continuously pursues new product and service innovations that predict, prevent, and protect against workplace risk while promoting sustainable sourcing and manufacturing.

Information on Ansell and its products can be found at www.ansell.com. **#AnsellProtects**

Ansell Investor Presentation

December 2025

Disclaimer and Non-IFRS Measures

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NON-IFRS MEASURES

Ansell's financial results are reported under International Financial Reporting Standards (IFRS). This release includes certain non-IFRS measures including EBITDA, EBIT, EBIT Margin, Adjusted EPS and Cash Conversion. These measures are presented to enable understanding of the underlying performance of the Company without the impact of non-trading items and foreign currency impacts. Non-IFRS measures have not been subject to audit or review.

Financials are presented in US dollars millions on all slides of this presentation unless otherwise specified.

Contents

1. About Ansell

Ansell: Diversified Global Leader In Hand & Body Protection Solutions

Ansell

FY25 Financials

Sales
~$2.0bn

EBIT Margin[1]
14.1%

Adjusted EPS[1]
126.1¢

Dividend Per Share
50.20¢

Cash Conversion[2]
91%

Net Debt/EBITDA[3]
1.6x

Customers in **25+ industries**

Sales in **100+ countries**

~11 billion gloves sold per year

Industrial Segment
45% Sales

Mechanical
Gloves, sleeves & safety eyewear
Global #1 in mechanical gloves

Chemical
Gloves & protective clothing
Global #1 in chemical gloves, #2 in chemical protective clothing

Healthcare Segment
55% Sales

Exam/Single Use
Gloves
Global #1 in industrial single use gloves

Surgical
Gloves & consumables
Global #1 in surgical gloves

Cleanroom
Gloves, apparel & consumables
Global #1 in cleanroom gloves

1. Before Significant Items. Significant Items includes $15.3m one-off costs associated with the Accelerated Productivity Investment Program, $10.0m one-off costs associated with the KBU transaction, $29.5m one-off costs associated with the KBU integration, a $41.3m one-off non-cash charge against the value of retired brands, and $2.1m other costs including legal costs associated with the shareholder class action
2. Cash Conversion is defined as the percentage of net receipts from operations, excluding Significant Items, to EBITDA
3. Net Debt/EBITDA is based on LTM EBITDA, adjusted to exclude Significant Items

Key Investment Highlights

Our portfolio of market-leading products, combined with our fully integrated global capabilities across innovation, manufacturing, marketing and selling, **establishes meaningful differentiation and a strong platform for growth.**

Leading Positions In Growing Markets

No. 1 or 2 position in attractive hand and body protection segments globally

Comprehensive Branded Product Portfolio

Products unrivalled in innovation, quality, and performance, marketed under **industry-leading brands**

Deep Customer Relationships

Global sales force leveraging leading service capabilities, supporting end user customers across the product selection, use and disposal journey

Resilient Supply Chain

Manufacturing network of **14 Ansell plants** and a well-developed partner network

Sustainability Leadership

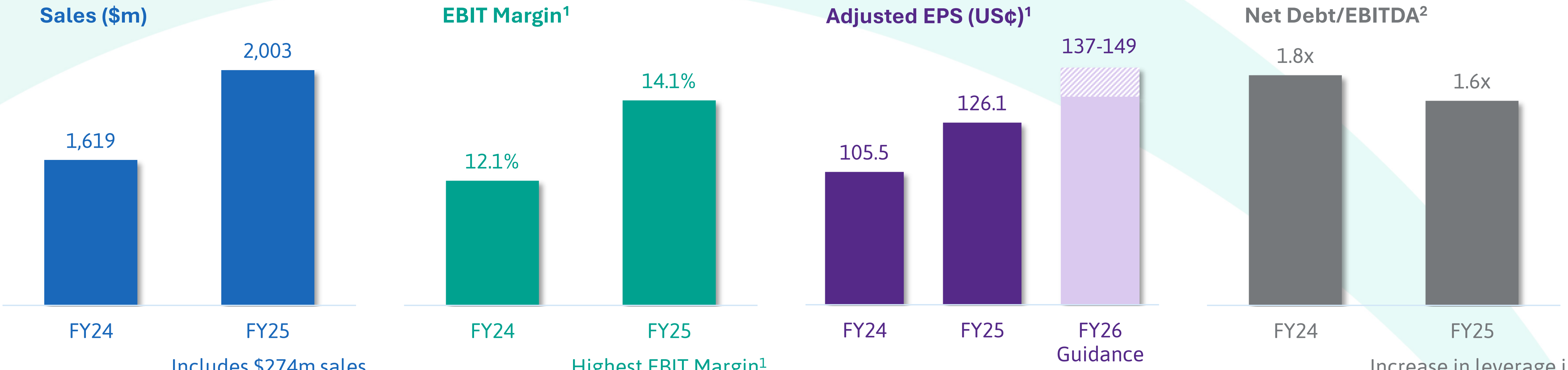
Leading our industry in **environmental stewardship** and **supply chain social compliance**

Strong Cash Flows

Growth and profitability paired with strong cash conversion[1], averaging 95% from FY18-25

1. Cash Conversion defined as the percentage of net receipts from operations, excluding one-off items, to EBITDA

Strengthening Financial Performance Post-Pandemic, Augmented By Successful KBU Acquisition



Includes $274m sales from the acquired KBU business

Highest EBIT Margin[1] since FY15 on highest ever sales (excluding pandemic-assisted year of FY21)

Increase in leverage in FY24 to fund the KBU acquisition, with reduction in FY25

1. EBIT Margin and Adjusted Earnings Per Share adjusted to exclude one-off items
2. Net Debt/EBITDA is based on LTM EBITDA, adjusted to exclude one-off items. FY24 Net Debt/EBITDA adjusts Net Debt to account for the purchase price, related taxes and transaction costs paid for the KBU acquisition, & includes LTM KBU EBITDA

2. Business Model

Business Model

Innovator

Designing and developing **differentiated products** utilising **proprietary Ansell technologies**

We innovate to address **unmet customer safety needs**

Manufacturer

Majority of products produced inhouse across network of 14 manufacturing facilities

We invest in manufacturing capacity for **differentiated products**

Marketer

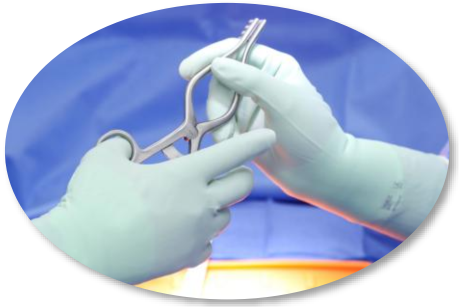
Products marketed under **industry-leading brands**

Ansell is the most recognised brand in PPE, with our portfolio of product brands **demonstrating the highest awareness in protective gloves and clothing**[1]

Service Provider

Our sales teams partner with end user customers **to improve worker safety, productivity and compliance**

Our services capabilities, including AnsellGUARDIAN®, **enhance customer intimacy**



Sustainable Partner

Helping customers **achieve their sustainability goals**

We were included on **Morningstar Sustainalytics' ESG Top-Rated Companies list** in 2025

1. Source: Ansell commissioned quantitative survey in May 2025 of PPE purchase decision makers in the USA

Innovator

Transforming Unrivalled Customer Insights About Unmet Safety Needs Into New Product Solutions

Innovation Focus Areas & Recent New Products

Comfort	Performance & Productivity	Protection	Sustainability
Products that are **comfortable to wear** and **support hand & skin health**	**Longer lasting** products supporting **job performance & worker productivity**	**Enhanced protection,** multi-hazard solutions **combining protection needs**	**Environmentally-friendly** materials and manufacturing processes

HyFlex® | 11-574 / 11-584 / 11-594 / 11-814 / 11-844

Precision comfort series with AEROFIT™

Multi-purpose and cut protection gloves offering a second-skin fit for exceptional comfort and tactile control.

RINGERS GLOVES | R570 / R580 / R590

Light duty impact-resistant gloves

Providing reliable impact and cut protection in a lightweight, flexible design that ensures comfort throughout the day, boosting productivity and reducing costs.

AlphaTec® | 58-005 / 58-735 / 58-835

High-end chemical protective gloves, with cut protection

Providing combined chemical and cut protection, comfort and durability for workers exposed to chemical hazards and handling sharp objects in a wide range of manufacturing industries.

AlphaTec® | Phantom

PFAS-free tactical suit for first response, hazmat and CBRN operations

Providing excellent protection against chemical and biological warfare agents as well as toxic industrial chemicals. Tested and approved in accordance with NFPA 1994 (1990) Class 1 & 2.

TouchNTuff® | 93-800

Nitrile disposable glove

The first disposable glove to be resistant to acetone for at least 15 minutes, providing superior protection against acetone exposure and enhanced resistance to other harsh chemicals for workers in a wide range of industrial environments.

GAMMEX® | PI Hybrid Micro

Synthetic micro surgical glove

Polyisoprene and neoprene blend surgical glove delivering enhanced comfort and durability with reduced allergy risk. Now in Micro, offering exceptional level of tactile sensitivity and dexterity for delicate procedures requiring utmost precision.

BioClean | 73-245

Accelerator-free neoprene aseptic cleanroom glove

Providing high chemical resistance, reduced allergy risk and extra arm protection for workers in cleanroom manufacturing environments.

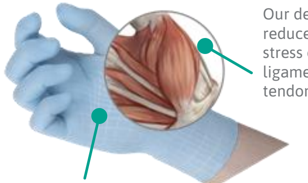
Innovator

Broad Portfolio Of Safety Solutions Incorporating Proprietary Product Technologies

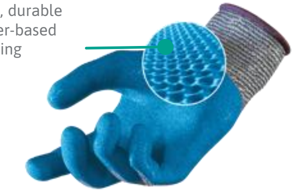
Ansell

DERMASHIELD™
Donning Aid Technology

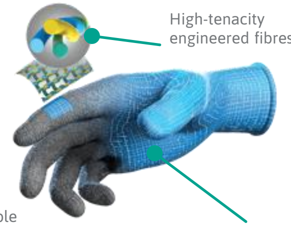
ERGOFORM™
Ergonomic Design Technology



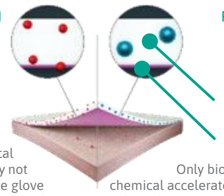
FORTIX™
Abrasion Resistance Technology



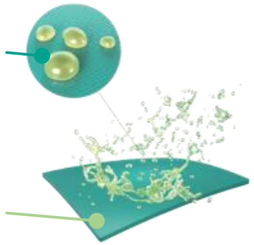
INTERCEPT™
Cut Resistance Technology



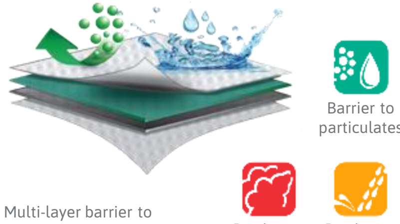
PI-KARE™
Skin-friendly, non-sensitizing PI Technology



TNT™
Chemical Splash Resistance Technology



MICROCHEM™
Chemical Barrier Technology



AEROFIT™
Precision Comfort Technology

>500 patents

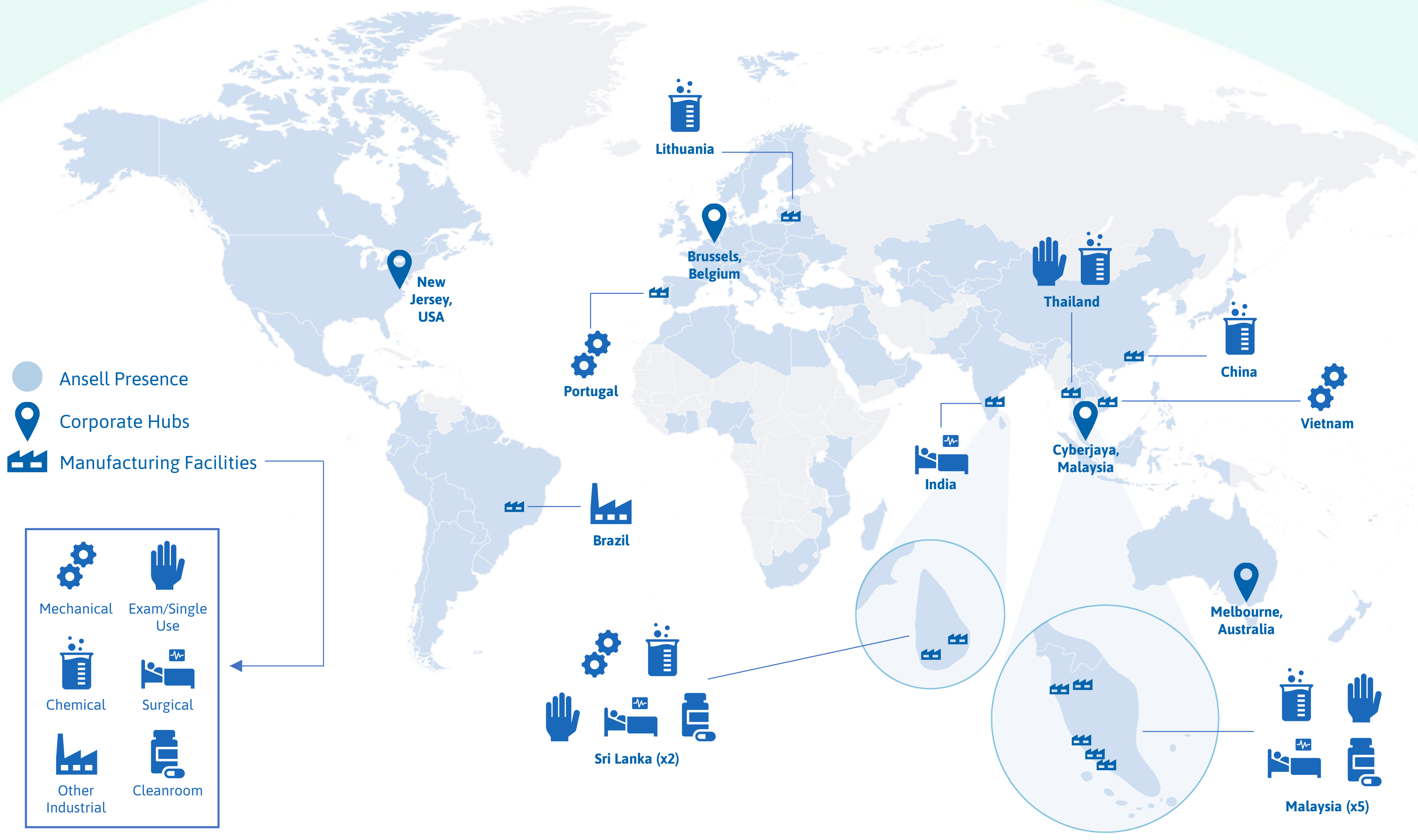
14 R&D centres of excellence

>$20m R&D spend p.a.

Opening **2** customer innovation centres

Manufacturer

Investing In Manufacturing Capabilities & Capacity For Differentiated Products



Recent Growth Investments

Expanded capacity for **differentiated, higher margin industrial single use products**

Investment to facilitate **strategic Exam/Single Use insourcing program**

Greenfield facility in India to deliver capacity needed to meet **long term demand for synthetic surgical gloves**

Supported by investments in **warehouse network and demand planning** to better and more efficiently serve our customers

Marketer

World-Renowned Product & Service Brands

Ansell

Ansell is the most recognised brand in PPE, with our portfolio of product brands **demonstrating the highest awareness in protective gloves and clothing.**[1]

Industrial Segment: Key Product Brands

>75% FY25 Industrial Sales

HyFlex®

High performance **cut & mechanical gloves & sleeves**

AlphaTec®

Multi-hazard **chemical hand & body protection**

RINGERS GLOVES

Best-in-class **impact protection gloves**

KLEENGUARD™

Durable, hard-wearing **industrial safety PPE**

Healthcare Segment: Key Product Brands

>70% FY25 Healthcare Sales

MICROFLEX®

Disposable & exam gloves offering value-added benefits

TouchNTuff®

Best-in-class **chemical-resistant disposable gloves**

KIMTECH™

Advanced PPE for **cleanroom & lab environments**

GAMMEX®

Innovative **surgical hand protection**

Service Brands

AnsellGUARDIAN®

Proprietary **hazard & safety assessments**

Chemicals testing, advanced **chemical product selection**

RightCycle™

Industry-leading solution for **recycling non-hazardous PPE waste**

Apex»

Comprehensive **cleanroom contamination risk reduction program**

1. Source: Ansell commissioned quantitative survey in May 2025 of PPE purchase decision makers in the USA

Marketer

Working With End User Customers To Solve Their Unique Safety Challenges

Our Global Sales Presence Is Unmatched

- **Over 900 sales people, based in over 55 countries, selling into over 100 countries**

Our Sales People Engage With End Users

- **Our sales people engage and influence end user safety experts, site managers and procurement managers**, while also working with distributor partners to promote Ansell safety solutions
- By engaging at the end user level to improve safety, productivity, compliance and sustainability outcomes, **we develop effective, intimate customer relationships and our reputation as a trusted safety partner**

We Primarily Sell Through Distributors

- **Ansell provides distributor partners with leading category expertise and full portfolio coverage, helping reduce operational complexity**
- We also have a small percentage of sales via e-commerce, allowing us to reach smaller end user customers

Service Provider

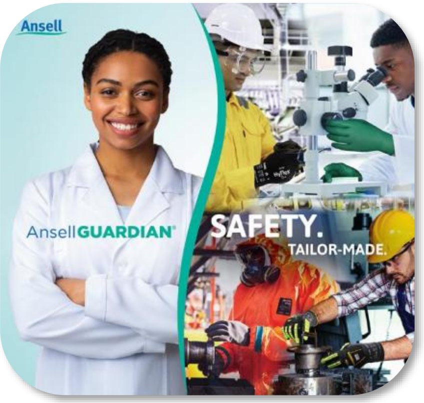
Services Supporting End User Customers Across The Product Selection, Use & Disposal Journey

Ansell

Workplace Risk Assessment & Product Selection

AnsellGUARDIAN®

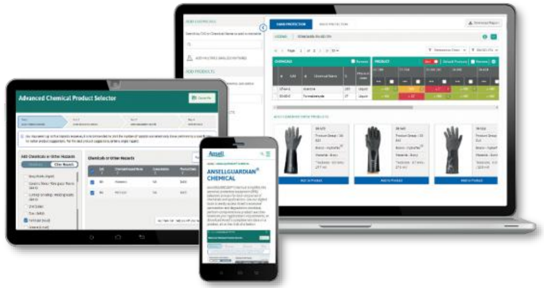
Data-driven, proprietary PPE assessment used by our safety experts to provide customers with **tailored product recommendations based on their specific needs**, including safety, compliance, productivity and sustainability



✓ ***~2,600 Guardian audits completed in FY25, +6% vs FY24***

AnsellGUARDIAN™ Chemical

Digital suite of tools that **simplifies the chemical PPE selection process for an organisation**, based on its specific chemicals and applications



✓ ***~52,000 Chemical Guardian queries in FY25, +39% vs FY24***

Product Adoption & Compliance

Apex»

Specialised training program for scientific end users on the product donning and doffing process in critical environments

✓ ***97% of users are confident in properly donning and doffing Kimtech™ PPE***

Product Disposal

RightCycle™

Product recycling service that reduces waste to landfill for non-hazardous laboratory, cleanroom and industrial PPE waste

✓ ***453 tons of used PPE recycled in FY25***

Sustainable Partner

Helping Customers Achieve Their Sustainability Goals

Ansell

Our 2040 Sustainability Action Plan Targets

People

- ✓ High level of **employee risk reporting**
- ✓ **Reduce TRIFR**[1] by 10% by FY30
- ✓ **100% of direct suppliers**[2] **to meet Ansell's labour, health and safety standards** by FY27

Planet

- ✓ **Net zero emissions** by FY45[3], including scope 3
- ✓ **Reduce water withdrawals** by 35% by end of FY27[4]
- ✓ **Zero waste to landfill** for all manufacturing plants
- ✓ **Improve environmental stewardship** – fully compliant with the EU Deforestation Regulation for natural rubber latex traceability

Products

- ✓ **Design 80% of new and updated products with reduced environmental impact** by FY26[5]

1. Versus FY23 baseline
2. In-scope suppliers based on Ansell's Supplier Management Framework
3. Less than 10% use of offsets
4. Versus FY20 baseline
5. Made using less fossil fuel-based material and more recycled or bio-based material when compared with gloves of a similar make

Ansell Earth

Ansell Earth is our customer communication framework for discussing sustainability – providing customers with reliable information about the environmental impacts of our products **to inform their purchasing decisions**

FY25 Recognition

For the second year running included on **Morningstar Sustainalytics' ESG Top-Rated Companies list**

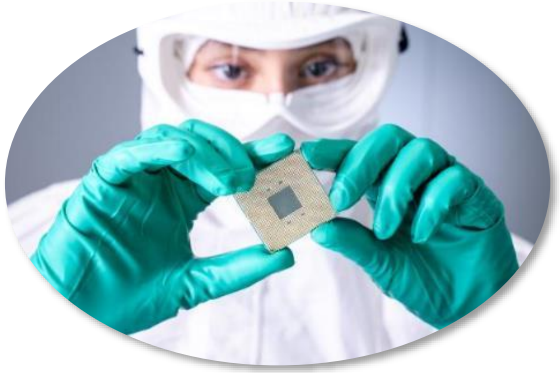
3. Key Growth Drivers

Key Growth Drivers

Ansell

Differentiated Customer Solutions Aligned To Industry Trends

Favourable industry trends generating growing demand for **differentiated safety solutions** and supporting **premium margins**



Diverse Vertical & Geographic Presence

Balanced end market exposure creates opportunities for growth through the cycle

Productivity-Enhancing Investments To Enable Growth & Mitigate Cost Inflation

Significant investments in digitisation and automation driving **improved productivity** and **enhancing customer experience**

Balanced, Disciplined & Effective Capital Allocation

Strong balance sheet and cash flows supporting internal investments, strategic M&A and returns to shareholders

Differentiated Customer Solutions Aligned To Industry Trends

Growing Demand For Differentiated Products Supporting Premium Margins

Ansell

Core Market Growth Drivers

Growth in workforce requiring mechanical and chemical hand and body protection across a diverse range of industrial end markets

Increase in global surgical procedures, translating to higher demand for surgical gloves and consumables

Growth in global cleanroom manufacturing, increasing demand for cleanroom safety solutions

Industry Trends Supporting Differentiated Customer Solutions, Faster Growth & Higher Margins

Innovation pipeline addressing unmet safety needs, enabled by tailored AnsellGUARDIAN® proprietary hazard and safety assessments

Importance of product dimensions beyond just protection, including performance and comfort, increasing demand for more differentiated products

Continued global shift to higher-priced synthetic surgical products as awareness improves around hand health

Increasing levels of regulatory complexity and growing awareness around risks of exposure to hazardous chemicals, creating demand for advanced chemical solutions

Growing importance of sustainability in customer purchasing decisions, increasing demand for sustainably produced products and related services

RightCycle

Diverse Vertical & Geographic Presence

Balanced End Market Exposure Creates Opportunities For Growth Through The Cycle

Ansell

Prioritising Growing Verticals Where We Can Win With Differentiated Safety Solutions

Non-economic demand drivers include **regulation, compliance, shifts in end user preferences and innovation**

Sensitivity To The Economic Cycle

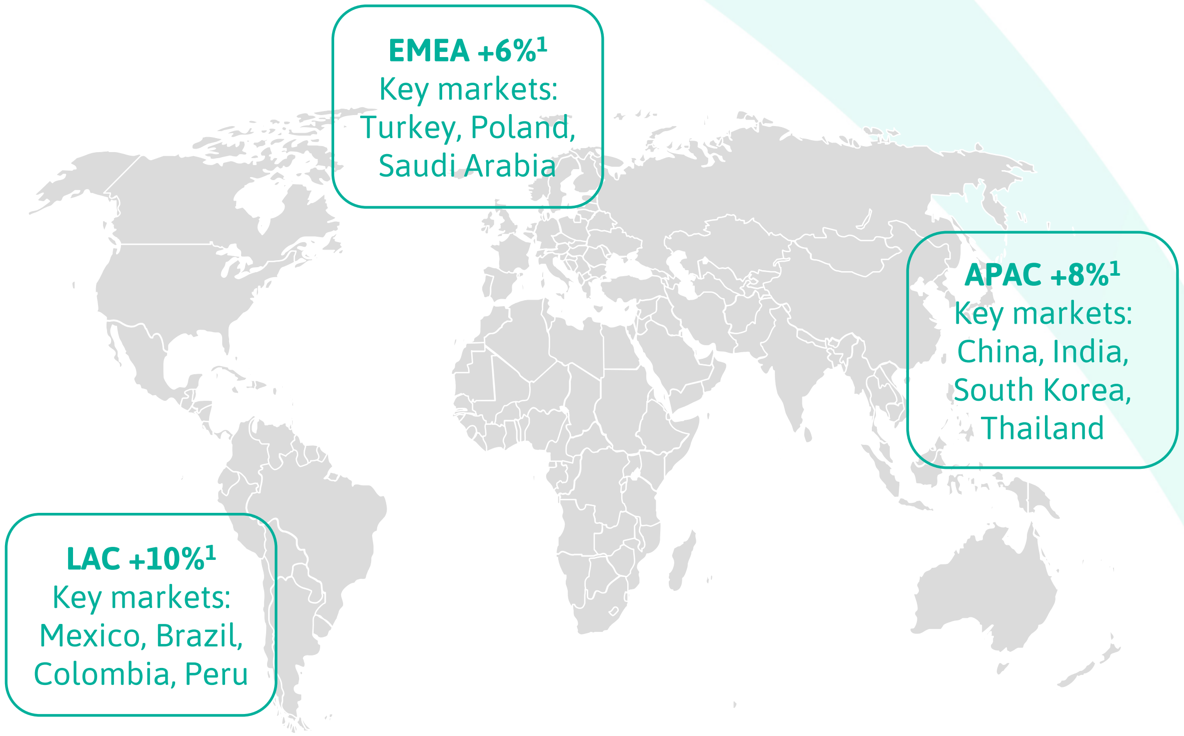
More Sensitive ← → Less Sensitive

> $200m Sales	Automotive	Metal Fab, Machinery & Equipment	Scientific		Medical (Acute Care)
$100-200m Sales		Chemical	Food Processing		
< $100m Sales	Oil & Gas	Warehousing & Logistics	Utilities	Auto After-Market	Medical (Alternate Care)

Emerging Markets Delivering Accelerated Growth

8% FY25 vs FY19 Sales CAGR[1]

Secular growth drivers include **accelerated population and industrial production growth versus mature markets** and **increasing safety awareness driving product adoption**



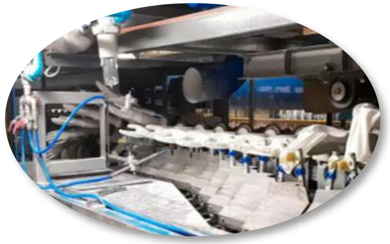
1. CAGR compares FY25 to FY19 at Constant Currency and excludes the effects of acquisitions, divestments and business exits

Productivity-Enhancing Investments To Enable Growth & Mitigate Cost Inflation

Automation & Digitisation Investments Improving Productivity & Enhancing Customer Experience

Manufacturing Productivity

- Success with multiple incremental automation initiatives **now driving larger scale step change automation ambition,** including integrated packaging solutions

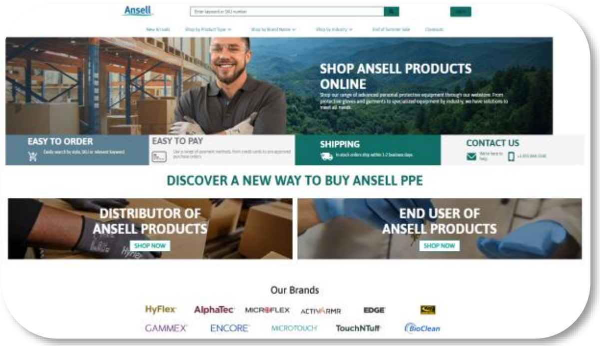


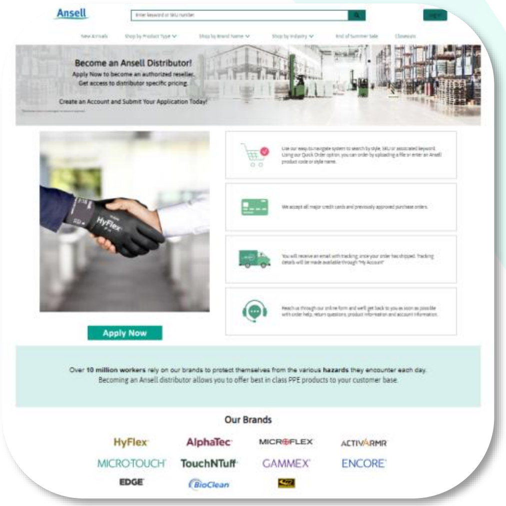
Single Global ERP Solution

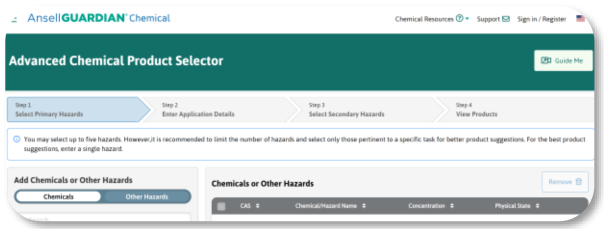
- In process of **consolidating all manufacturing and commercial operations under a single, cloud-based ERP system**

Customer Experience & Sales Optimisation

- **Improved e-commerce capability** – webstore and marketplaces
- **Leveraging AI** to improve our **AnsellGUARDIAN® product recommendations** and **access a larger number of end users**
- Upgraded **digital marketing and customer service platforms**
- **Collaborative forecasting, planning and inventory management** leveraging advanced analytics with leading distributor partners







Balanced, Disciplined & Effective Capital Allocation

Strong Financial Position Provides Flexibility To Pursue Growth Investments

Ansell

Strong Balance Sheet

- **Moody’s Baa2 investment grade rating**
- **Targeting 1.5-2.5x Net Debt/EBITDA**

Dividends

- Paying out between **40-50% of net profit after tax**

Capital Allocation Priorities

Investments to reinforce differentiation and increase presence in markets with strong long-term fundamentals

Priority 1
Internal Investments

- Prioritise **high-returning internal investments** to drive growth and improve productivity
- $216m spent on growth capex from FY20-FY25, including investments in capacity to meet long term demand for differentiated, higher margin industrial single use products and synthetic surgical gloves

Priority 2
M&A

- **Selective and disciplined approach to M&A**, with strict strategic and returns criteria
- Ringers acquisition in FY19 created platform for growth in impact protection category
- KBU acquisition in FY24 delivered enhanced presence in attractive scientific markets

Priority 3
Share Buybacks

- **Opportunistic approach to share buybacks,** balanced against returns on other available organic or inorganic investments
- $135m spent on share buybacks from FY20-FY25

Our Long-Term Growth Ambition

Ansell

What Does Long Term Success Look Like?

Sales Growth Through Differentiated Customer Solutions

- ✓ **Organic sales growth in the 3-5% range**, driven by product and service innovation, intimate end user relationships and deep channel partner integration, and Ansell brand leadership

Operational Excellence Enhancing Productivity & Customer Satisfaction

- ✓ Productivity savings mitigating cost inflation
- ✓ Digital investments enhancing customer experience and driving scale benefits
- ✓ **Earnings growth ahead of sales growth**

Disciplined Capital Allocation Building Long Term Competitive Advantage

- ✓ **Strong cash conversion** funding internal investments to **reinforce differentiation and enhance growth and returns**

Achieving targets outlined in our **2040 Sustainability Action Plan**

Performance Accelerators

- ✓ Growth through new channels and services
- ✓ Upsized, faster product innovation aligned to unmet customer needs
- ✓ Driving industry to advanced protection standards, including in emerging markets
- ✓ Industry-leading sustainability proposition

- ✓ Unique to Ansell manufacturing process innovation and continued success with automation creating step-change cost advantage

- ✓ Balance sheet strength enabling value-enhancing M&A

Appendix: Segment Overview, Financial History

Segment Overview

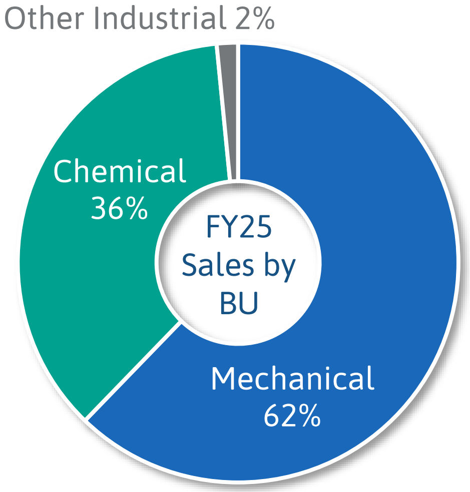
Ansell

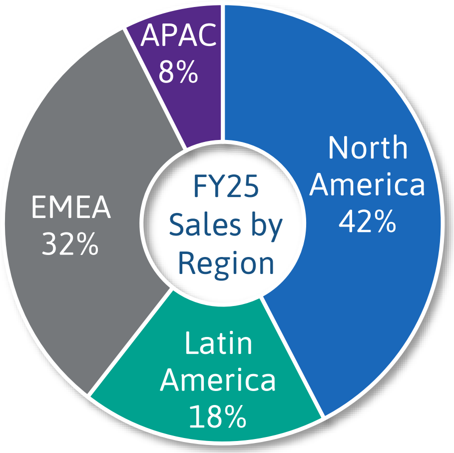
Industrial Segment (FY25 Sales $899m)



High performance hand protection solutions, chemical protective clothing and safety eyewear for a wide range of industrial applications

Products protect workers in industries including automotive, chemical, metal fabrication, machinery and equipment, food, construction, mining, oil and gas, utilities, logistics and first responders



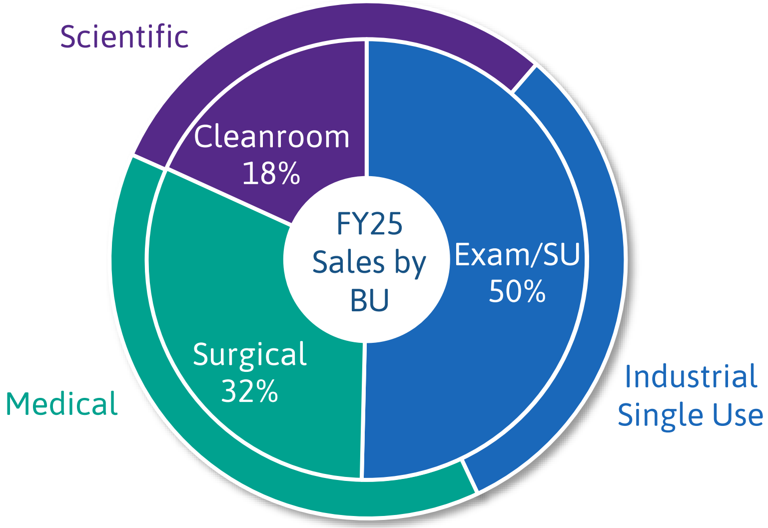


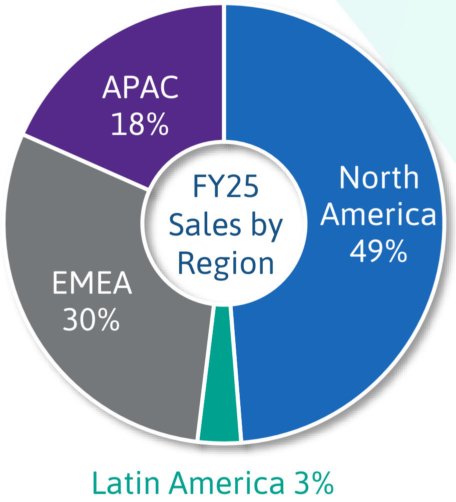
Healthcare Segment (FY25 Sales $1,105m)



Innovative portfolio of gloves, garments and consumables for a wide range of industries and applications:

- Scientific: laboratories and cleanroom manufacturers of products including pharmaceuticals, medical devices and semiconductors
- Industrial: manufacturers, auto repair shops and chemical plants
- Medical: hospitals, surgical centres, dental surgeries, veterinary clinics and first responders





Industrial Segment – Mechanical

Ansell

FY25 Sales	$559m
Market Position	#1 mechanical hand protection (>2x next largest competitor)
Market Structure	Fragmented, few global players, private label
Market Growth	Low single digits
Key Verticals	Automotive; Machinery & Equipment; Metal Fabrication; Utilities; Warehousing & Logistics; Oil & Gas
Inhouse Production	64% sales

Products

- Mechanical hand and arm protection, and safety eyewear
- Designed and engineered to provide the optimal balance of comfort, performance, and protection against mechanical risks such as cut, abrasion, oil, crush/pinch and impact

How Is Ansell Differentiated?

- Premium products of high quality, broadest portfolio in the market
- Innovation based on comfort (thinner, lighter products), performance (durability, grip, touchscreen capability), protection needs (higher cut, impact, multi-hazard) and sustainability (materials, packaging, reduced waste)

Key Brands

HyFlex®

RINGERS GLOVES

Sales Drivers

- Industrial production and number of workers requiring mechanical hand protection
- Growing customer preference for protection solutions that balance comfort and performance (e.g. thinner gloves with higher cut protection)
- Increased safety awareness and product adoption in emerging markets

Industrial Segment – Chemical

Ansell

FY25 Sales	$325m
Market Position	#1 chemical hand protection, #2 chemical body protection
Market Structure	Fragmented, few global players, private label
Market Growth	Low single digits
Key Verticals	Chemical; Machinery & Equipment; Automotive; Food Processing; Oil & Gas; Utilities; Research & Labs
Inhouse Production	70% sales

Products

- Wide range of chemical-resistant hand and body protection products to help protect workers against hazards ranging from extreme high-risk scenarios (e.g. nuclear, biological safety, industrial accidents) to daily manufacturing tasks
- Products rigorously tested to meet the highest safety standards, providing optimal resistance against hazardous industrial chemicals and substances

How Is Ansell Differentiated?

- Leading range of multi-hazard hand and body protection solutions; for workers exposed to high-risk situations and hazardous substances
- Unique, broad-spectrum protection products simplifying selection and adoption for safety managers
- AnsellGUARDIAN® chemical database containing permeation and degradation data for thousands of chemicals, supporting product selection process

Key Brands

AlphaTec®

KLEENGUARD™

Sales Drivers

- Industrial production and number of workers requiring chemical hand & body protection
- Demand for multi-hazard chemical protection solutions
- Increasingly demanding global regulations around chemical safety

Healthcare Segment – Exam/Single Use

Ansell

FY25 Sales	$557m
Market Position	#1 industrial single use gloves
Market Structure	Fragmented, few global players, mostly OEM manufacturers
Market Growth	Low-mid single digits
Key Verticals	Research & Labs; Chemical; Auto Aftermarket; Food Processing; Acute Care; Emergency Services; Alternate Care
Inhouse Production	49% sales

Products

- Single use and medical exam grade gloves for scientific, industrial and medical workers
- Products designed with advanced material formulations and proprietary technologies. Benefits include superior dexterity and grip, enhanced chemical resistance and improved hand health

How Is Ansell Differentiated?

- Innovation and leadership in heavy-weight and long cuff single use gloves used in scientific and industrial settings requiring stronger, more durable products that offer chemical protection
- Polymer formulation know-how and differentiated manufacturing processes creating multi-layer and hybrid blends, delivering broad-spectrum protection not typically seen in single use products

Key Brands

TouchNTuff®

KIMTECH™

MICROFLEX®

Sales Drivers

- Investment in research and development increasing number of workers in laboratory settings
- Chemical safety awareness increasing demand for disposable chemical protection solutions

Healthcare Segment – Exam/Single Use

Our Exam/SU business specialises in **heavy-weight, durable gloves offering chemical protection**. We have limited exposure to the large market for medical exam gloves.

<table>
<tr><th></th><th>Scientific</th><th>Industrial Single Use</th><th colspan="2">Medical Exam</th></tr>
<tr><td></td><td colspan="2">Differentiated Medium To Heavy-Weight Products
Ansell Market Leader</td><td>Niche Markets</td><td>Standard Thin
Minimal Share</td></tr>
<tr><td>% FY25 Sales</td><td>~20%</td><td>~65%</td><td colspan="2">~15%</td></tr>
<tr><td>Product Descriptions</td><td colspan="2">Highly resilient, heavier products offering chemical protection, for longer wear times for demanding work
Includes extended cuffs for enhanced protection for high-risk jobs
      </td><td>Chemical-resistant gloves for first responders
Ultra thin gloves for jobs requiring tactility and fine motor control
</td><td>Basic medical exam gloves
Large market, subject to over-capacity and intense price competition post pandemic peak
</td></tr>
<tr><td>Key Verticals</td><td>Research & Labs</td><td>Chemical
Auto Aftermarket
Food Processing</td><td>Emergency Services
Alternate Care (Dental, Veterinary)</td><td>Acute Care
Alternate Care (Other)</td></tr>
</table>

Healthcare Segment – Surgical

Ansell

FY25 Sales	$347m
Market Position	#1 surgical gloves
Market Structure	Consolidated
Market Growth	Low-mid single digits
Key Verticals	Acute Care
Inhouse Production	95% sales

Products

- Surgical gloves designed to respond to healthcare professionals' evolving needs, protecting both them and their patients in all surgical settings
- SANDEL® branded safety solutions that reduce the risk of preventable injuries, errors and infections in high-risk environments

How Is Ansell Differentiated?

- Leading range of synthetic surgical gloves designed to meet specific needs of healthcare professionals
- Benefits include ergonomic comfort, reduced hand fatigue, advanced allergy prevention and superior barrier protection
- Sustainability differentiation including efficient packaging and use of renewable energy aligned to more demanding sustainability criteria in many major markets

Key Brands

GAMMEX®

Sales Drivers

- Population growth and increase in surgical procedures
- Shift towards adoption of global standards driving growth in emerging markets and global demand for synthetic surgical gloves

Healthcare Segment – Cleanroom

FY25 Sales	$201m
Market Position	#1 cleanroom gloves
Market Structure	Regional branded players, private label
Market Growth	Mid-high single digits
Key Verticals	Pharmaceuticals; Medical Devices; Biotech; Semiconductors / Electronics
Inhouse Production	34% sales

Products

- Innovative solutions for critical life sciences and micro-electronics applications carried out within a clean environment, specifically designed, processed and packed to eliminate the risk of contamination and to comply with strict regulatory standards
- Products include cleanroom gloves, apparel, goggles, masks and wipes

How Is Ansell Differentiated?

- Fully supported product range
- Specialised sales force providing technical support to assist customers with product validation and documentation
- Ability to sell a broader safety solution beyond hand protection

Key Brands

KIMTECH™

Sales Drivers

- Growing global population increasing demand for medicines and medical technologies
- Increased global production of semi-conductors
- Expanded use of cleanroom manufacturing in industrial settings e.g. gigafactories

Financial History

Ansell

($m)		FY14[1]	FY15[1]	FY16[1]	FY17[1]	FY18[1]	FY19[1]	FY20[1]	FY21[1]	FY22	FY23	FY24	FY25
Ansell													
Sales		1,377.5	1,428.1	1,352.8	1,374.5	1,489.8	1,499.0	1,613.7	2,026.9	1,952.1	1,655.1	1,619.3	2,003.3
EBIT[2,3,4,5,6]		175.5	210.9	188.2	178.4	193.43	200.9	216.7	338.0	245.1	206.3	195.5	282.1
% Margin[3,4,5,6]		12.7%	14.8%	13.9%	13.0%	13.0%	13.4%	13.4%	16.7%	12.6%	12.5%	12.1%	14.1%
Adjusted Earnings Per Share (US¢)[3,4,5,6]		Pre Sexual Wellness divestment				102.2	110.5	120.2	192.2	138.6	115.3	105.5	126.1
Dividend Per Share (US¢)						45.50	46.75	50.00	76.80	55.45	45.90	38.40	50.20
Cash Conversion[7]		Pre Sexual Wellness divestment				88.5%	101.8%	117.7%	60.9%	90.0%	79.9%	131.4%	91.3%
Net Debt/EBITDA[8]						(0.1x)	0.6x	0.6x	0.7x	0.9x	1.2x	1.8x	1.6x
Segments													
Industrial	Sales	716.5	668.5	654.8	655.9	715.5	703.7	719.1	790.7	762.5	750.9	785.1	898.6
	EBIT	90.5	89.0	82.8	79.8	86.9	98.7	92.4	112.4	107.0	103.9	129.3	155.5
	% Margin	12.6%	13.3%	12.6%	12.2%	12.1%	14.0%	12.8%	14.2%	14.0%	13.8%	16.5%	17.3%
Healthcare	Sales	661.0	759.6	698.0	718.6	774.3	795.3	894.6	1,236.2	1,189.6	904.2	834.2	1,104.7
	EBIT	88.0	130.7	116.5	110.1	120.1	115.3	141.8	248.8	150.7	113.4	81.1	141.9
	% Margin	13.3%	17.2%	16.7%	15.3%	15.5%	14.5%	15.9%	20.1%	12.7%	12.5%	9.7%	12.8%
Corporate Costs		(3.0)	(8.8)	(11.1)	(11.5)	(13.6)	(13.1)	(17.5)	(23.2)	(12.6)	(11.0)	(14.9)	(15.3)

1. With the exception of Cash Conversion in FY18-FY21 and Net Debt/EBITDA in FY18-FY19, FY14-FY21 have been adjusted or restated retrospectively to apply the accounting policy change upon adoption of the April 2021 IFRIC Agenda Decision 'Configuration or Customisation Costs in a Cloud Computing Arrangement (IAS 38 Intangible Assets)'. Please note adjustments are included in Corporate Costs
2. FY14-FY16 Segment EBIT adjusted to include overhead costs previously allocated to Sexual Wellness and revised allocation methodology appropriate to new segments
3. EBIT, % Margin and Adjusted Earnings Per Share for FY18 and FY19 adjusted to exclude transformation costs and non-recurring items
4. EBIT, % Margin and Adjusted Earnings Per Share for FY22 and FY23 adjusted to exclude Russia exit costs
5. EBIT, % Margin and Adjusted Earnings Per Share for FY24 adjusted to exclude one-off costs associated with the Accelerated Productivity Investment Program and the KBU acquisition and legal costs associated with the shareholder class action. FY24 Adjusted Earnings Per Share excludes the effect of new shares issued and interest income on cash proceeds from the KBU equity raising
6. EBIT, % Margin and Adjusted Earnings Per Share for FY25 adjusted to exclude one-off costs associated with the Accelerated Productivity Investment Program, the KBU acquisition and integration, a non-cash charge against the value of retired brands, and legal costs associated with the shareholder class action
7. Cash Conversion defined as the percentage of net receipts from operations, excluding one-off items, to EBITDA
8. Net Debt/EBITDA is based on LTM EBITDA, adjusted to exclude one-off items. FY24 Net Debt/EBITDA adjusts Net Debt to account for the purchase price, related taxes and transaction costs paid for the KBU acquisition, and includes LTM KBU EBITDA

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