

## FIVE YEAR RECORD

	52 weeks to 1 April 2005 £m	52 weeks to 31 March 2006 £m	52 weeks to 30 March 2007 £m	52 weeks to 28 March 2008 £m	53 weeks to 3 April 2009 £m
<b>Revenue</b>	628.4	681.7	744.0	797.4	<b>809.5</b>
Cost of sales	(292.0)	(335.0)	(367.9)	(394.9)	<b>(388.1)</b>
<b>Gross profit</b>	336.4	346.7	376.1	402.5	<b>421.4</b>
Operating expenses	(247.1)	(257.6)	(282.6)	(301.5)	<b>329.7</b>
Operating profit before exceptional items	89.5	89.1	93.5	101.0	<b>104.0</b>
Exceptional operating expenses	(0.2)	—	—	—	<b>(12.3)</b>
<b>Operating profit</b>	89.3	89.1	93.5	101.0	<b>91.7</b>
Net finance costs	(15.0)	(12.1)	(12.6)	(10.8)	<b>(14.2)</b>
Profit before tax and exceptional items	74.0	77.0	83.5	90.2	<b>94.4</b>
Exceptional operating expenses	(0.2)	—	—	—	<b>(12.3)</b>
Exceptional finance costs	0.5	—	(2.6)	—	<b>(4.6)</b>
<b>Profit before tax</b>	74.3	77.0	80.9	90.2	<b>77.5</b>
Taxation	(23.8)	(23.4)	(24.3)	(26.2)	<b>(26.3)</b>
Taxation on exceptional items	0.6	—	0.8	—	<b>4.6</b>
<b>Profit attributable to equity shareholders</b>	51.1	53.6	57.4	64.0	<b>55.8</b>
Basic earnings per share	23.7p	23.6p	25.8p	29.3p	<b>26.6p</b>
Basic earnings per share before exceptional items	24.1p	23.6p	26.6p	29.3p	<b>32.5p</b>
Weighted average number of shares	215.6m	227.1m	222.9m	218.4m	<b>209.5m</b>

## KEY PERFORMANCE INDICATORS

	52 weeks to 1 April 2005	52 weeks to 31 March 2006	52 weeks to 30 March 2007	52 weeks to 28 March 2008	53 weeks to 3 April 2009
Revenue growth		+8.6%	+9.1%	+7.2%	<b>+1.5%</b>
Gross margin	53.5%	50.9%	50.6%	50.5%	<b>52.1%</b>
Operating margin	14.2%	13.1%	12.6%	12.7%	<b>11.4%</b>