

Five Year Record

	2006 IFRS	2005 IFRS	2004 IFRS	2003 UK GAAP Restated*	2002 UK GAAP Restated*
Unit sales	16,701	12,636	12,360	12,163	12,352
Revenue	£3,141.9m	£2,285.7m	£2,131.3m	£1,883.0m	£1,711.1m
Average selling price	£188,129	£180,892	£172,431	£154,810	£138,530
Profit from operations†	£652.7m	£527.8m	£498.0m	£381.7m	£299.8m
Profit before tax†	£582.1m	£495.4m	£468.0m	£352.5m	£267.6m
Basic earnings per share†	137.5p	118.4p	113.5p	86.8p	67.0p
Diluted earnings per share†	136.7p	118.0p	112.8p	86.0p	66.3p
Dividend per share	46.50p	31.00p	27.50p	18.30p	15.15p
Net assets per share	680.2p	574.9p	486.5p	398.7p	334.7p
Total shareholders' equity	£2,031.3m	£1,692.0m	£1,405.6m	£1,126.3m	£937.0m
Return on capital employed†	23.7%	28.8%	30.6%	25.5%	22.0%

*Comparatives for 2002–2003 restated for impact of UITF 38 (Accounting for ESOP trusts).

†2006 figures stated before reorganisation costs, comparatives to 2003 shown before goodwill amortisation.

The amounts disclosed for 2003 and earlier periods are stated under UK GAAP because it is not practicable to restate amounts for periods prior to the date of transition to IFRSs.