

Five Year Record

	2007 IFRS	2006 IFRS	2005 IFRS	2004 IFRS	2003 UK GAAP Restated*
Unit sales	15,905	16,701	12,636	12,360	12,163
Revenue	£3,014.9m	£3,141.9m	£2,285.7m	£2,131.3m	£1,883.0m
Average selling price	£189,558	£188,129	£180,892	£172,431	£154,810
Profit from operations†	£657.3m	£637.3m	£527.8m	£498.0m	£381.7m
Profit before tax†	£585.1m	£566.7m	£495.4m	£468.0m	£352.5m
Basic earnings per share†	138.3p	133.8p	118.4p	113.5p	86.8p
Diluted earnings per share†	137.6p	133.1p	118.0p	112.8p	86.0p
Dividend per share	51.20p	46.50p	31.00p	27.50p	18.30p
Net assets per share	781.4p	680.2p	574.9p	486.5p	398.7p
Total shareholders' equity	£2,345.4m	£2,031.3m	£1,692.0m	£1,405.6m	£1,126.3m
Return on capital employed†	21.7%	23.1%	28.8%	30.6%	25.5%

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

†2006 figures stated after reorganisation costs, all figures shown before goodwill amortisation/impairment where applicable.

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

Financial Calendar

Shares ex dividend	5 March 2008
Record date for Final dividend entitlement	7 March 2008
Interim Management Statement	24 April 2008
Final dividend payment date	25 April 2008
Trading update	8 July 2008
Announcement of Interim Results	21 August 2008
Shares ex dividend	3 September 2008
Record date for Interim dividend entitlement	5 September 2008
Interim dividend payment date	17 October 2008
Interim Management Statement	18 November 2008