

Five Year Record

	2008*	2007	2006†	2005	2004
Unit sales	10,202	15,905	16,701	12,636	12,360
Revenue	£1,755.1m	£3,014.9m	£3,141.9m	£2,285.7m	£2,131.3m
Average selling price [△]	£172,994	£189,558	£188,129	£180,892	£172,431
Profit from operations	£198.3m	£657.3m	£637.3m	£527.8m	£498.0m
Profit before tax	£126.6m	£585.1m	£566.7m	£495.4m	£468.0m
Basic earnings per share	35.3p	138.3p	133.8p	118.4p	113.5p
Diluted earnings per share	35.2p	137.6p	133.1p	118.0p	112.8p
Dividend per share	5.00p	51.20p	46.50p	31.00p	27.50p
Net assets per share	518.0p	781.4p	680.2p	574.9p	486.5p
Total shareholders' equity	£1,555.2m	£2,345.4m	£2,031.3m	£1,692.0m	£1,405.6m
Return on capital employed	6.2%	21.7%	23.1%	28.8%	30.6%

All figures shown before goodwill amortisation/impairment where applicable.

* 2008 figures stated before exceptional items.

† 2006 figures stated after reorganisation costs.

△ Average selling price calculated from nominal value of revenue (before IAS 18 adjustment to fair value shared equity).