

## HIGHLIGHTS:

- Sales up 5.4% to over £3.7bn and underlying profit growth of 11.8% to £695m.
- Strong net cash generation of £271m before share buybacks of £296m.
- EPS and ordinary dividend both up 23%; dividend remains covered 2.8 times.
- Special dividends announced for 2014, 50p paid in February and 50p payable in May.
- Strategy remains focused on products, profitability and returning cash to shareholders.



**Revenue** **+5.4%**  
Underlying continuing business

<b>Jan 14</b>	<b>£3,740m</b>
Jan 13	£3,548m
Jan 12	£3,441m
Jan 11	£3,298m
Jan 10	£3,261m

**Profit before tax** **+11.8%**  
Underlying continuing business

<b>Jan 14</b>	<b>£695m</b>
Jan 13	£622m
Jan 12	£570m
Jan 11	£543m
Jan 10	£499m

**Earnings per share** **+23.0%**  
Underlying

<b>Jan 14</b>	<b>366.1p</b>
Jan 13	297.7p
Jan 12	255.4p
Jan 11	221.9p
Jan 10	188.5p

**Dividends per share** **+22.9%**  
Excluding special dividends

<b>Jan 14</b>	<b>129p</b>
Jan 13	105p
Jan 12	90p
Jan 11	78p
Jan 10	66p