

HALF YEAR AND SECTOR ANALYSIS

	First half £m	Second half £m	Year to Jan 2015 £m	First half £m	Second half £m	Year to Jan 2014 £m
Total Sales*						
NEXT Retail	1,080.9	1,267.3	2,348.2	1,006.2	1,234.3	2,240.5
NEXT Directory	709.2	831.4	1,540.6	611.4	762.5	1,373.9
NEXT International Retail	40.2	46.0	86.2	40.4	45.2	85.6
NEXT Sourcing	3.3	4.2	7.5	5.2	5.8	11.0
Lipsy	17.5	19.3	36.8	15.8	19.5	35.3
Property Management	2.6	3.0	5.6	2.3	2.5	4.8
Other activities	2.8	0.1	2.9	3.7	3.4	7.1
Total	1,856.5	2,171.3	4,027.8	1,685.0	2,073.2	3,758.2
Profit before tax						
NEXT Retail	152.3	231.5	383.8	124.3	223.4	347.7
NEXT Directory	172.1	204.7	376.8	156.1	202.4	358.5
NEXT International Retail	5.1	6.6	11.7	5.1	7.0	12.1
NEXT Sourcing	15.9	25.5	41.4	13.6	20.5	34.1
Lipsy	1.9	3.2	5.1	0.8	1.9	2.7
Property Management	2.0	4.9	6.9	1.1	0.7	1.8
Other activities	(10.2)	(3.4)	(13.6)	(16.1)	(18.0)	(34.1)
Operating profit	339.1	473.0	812.1	284.9	437.9	722.8
Exceptional items	-	12.6	12.6	-	-	-
Net finance costs	(14.9)	(15.0)	(29.9)	(13.1)	(14.5)	(27.6)
Total	324.2	470.6	794.8	271.8	423.4	695.2

FIVE YEAR HISTORY

Year to January	2015 £m	2014 £m	2013 £m	2012 £m	2011 £m
Underlying continuing business					
Total Sales *	4,027.8	3,758.2	3,562.5	3,456.2	3,312.0
Revenue	3,999.8	3,740.0	3,547.8	3,441.1	3,297.7
Operating profit - underlying	812.1	722.8	650.2	598.7	566.8
Net finance costs - underlying	(29.9)	(27.6)	(28.6)	(28.4)	(23.4)
Profit before taxation - underlying	782.2	695.2	621.6	570.3	543.4
Exceptional items (pre-tax)	12.6	-	44.9	47.2	-
Ventura profit before tax (discontinued)	-	-	-	2.9	8.0
Taxation	(159.9)	(142.0)	(157.9)	(145.6)	(150.5)
Profit after taxation	634.9	553.2	508.6	474.8	400.9
Total equity	321.9	286.2	285.6	222.7	232.4
Shares purchased for cancellation	2.2m	6.2m	7.5m	12.5m	10.0m
Dividends per share					
- ordinary	150.0p	129.0p	105.0p	90.0p	78.0p
- special	150.0p	50.0p	-	-	-
Basic earnings per share					
Underlying	419.8p	366.1p	297.7p	255.4p	221.9p
Total	428.3p	366.1p	320.1p	282.0p	221.9p

* As defined in Note 1.