

## HIGHLIGHTS:

- Another year of good growth. Sales up 7% to £4.0bn and underlying growth in profit of 12.5% to £782m and in EPS of 15% to 420p.
- Strong net cash generation of £574m before dividends and share buybacks.
- Final ordinary dividend of 100p, making 150p for the year, up 16%. Remains covered 2.8 times.
- £572m returned to shareholders through a combination of ordinary dividends £211m, special dividends £223m and share buybacks £138m.
- Strategy remains focused on products, profitability and returning cash to shareholders through dividends and share buybacks.



### Total Sales\* **+7.2%**

Underlying continuing business

<b>Jan 15</b>	<b>£4.0bn</b>
Jan 14	£3.8bn
Jan 13	£3.6bn
Jan 12	£3.5bn
Jan 11	£3.3bn

### Profit before tax **+12.5%**

Underlying continuing business

<b>Jan 15</b>	<b>£782m</b>
Jan 14	£695m
Jan 13	£622m
Jan 12	£570m
Jan 11	£543m

### Earnings per share **+14.7%**

Underlying

<b>Jan 15</b>	<b>419.8p</b>
Jan 14	366.1p
Jan 13	297.7p
Jan 12	255.4p
Jan 11	221.9p

### Dividends per share **+16.3%**

Excluding special dividends

<b>Jan 15</b>	<b>150p</b>
Jan 14	129p
Jan 13	105p
Jan 12	90p
Jan 11	78p

\* Total Sales excludes VAT and includes the full value of commission based sales (see p. 89)