

## Consolidated profit and loss account

For the year ended 31 March 2003

	NOTE	2003 £M	2002 £M
<b>Turnover</b>	2	<b>743.7</b>	759.6
Cost of sales		<b>(351.6)</b>	(372.4)
<b>Gross profit</b>		<b>392.1</b>	387.2
Distribution and marketing expenses		<b>(279.8)</b>	(265.9)
Administration expenses			
– before amortisation of goodwill		<b>(10.2)</b>	(12.6)
– amortisation of goodwill		<b>(11.3)</b>	(12.0)
		<b>(21.5)</b>	(24.6)
<b>Operating profit</b>	2		
– before amortisation of goodwill		<b>102.1</b>	108.7
– amortisation of goodwill		<b>(11.3)</b>	(12.0)
		<b>90.8</b>	96.7
Net interest payable	3	<b>(1.2)</b>	(3.2)
<b>Profit on ordinary activities before taxation</b>	4	<b>89.6</b>	93.5
Profit before taxation and amortisation of goodwill		<b>100.9</b>	105.5
Taxation on profit on ordinary activities	7	<b>(29.3)</b>	(30.6)
<b>Profit on ordinary activities after taxation</b>	8	<b>60.3</b>	62.9
Dividend	9	<b>(73.9)</b>	(69.2)
<b>Retained loss for the financial year</b>		<b>(13.6)</b>	(6.3)
<b>Earnings per share</b>			
Basic	10		
– before amortisation of goodwill		<b>16.5p</b>	17.3p
– after amortisation of goodwill		<b>13.9p</b>	14.5p
Diluted	10		
– before amortisation of goodwill		<b>16.5p</b>	17.2p
– after amortisation of goodwill		<b>13.9p</b>	14.5p

## Consolidated statement of total recognised gains and losses

For the year ended 31 March 2003

	2003 £M	2002 £M
<b>Profit for the financial year</b>	<b>60.3</b>	62.9
Translation differences	<b>(10.8)</b>	0.5
<b>Total recognised gains and losses relating to the year</b>	<b>49.5</b>	63.4

All profits and losses shown are stated at historical cost and relate to continuing operations.  
The statement of movements on Group reserves is at note 31.

The notes on pages 43 to 57 form part of these accounts.