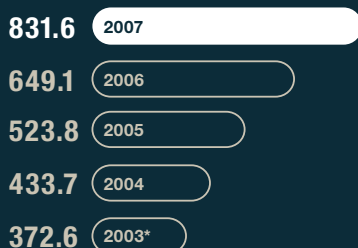


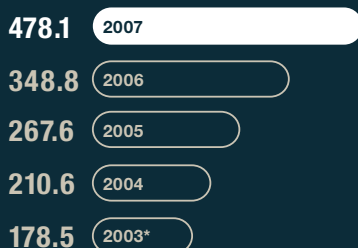
# Highlights

2007

## Revenue (£m)



## Gross Profit (£m)



## Profit before tax (£m)



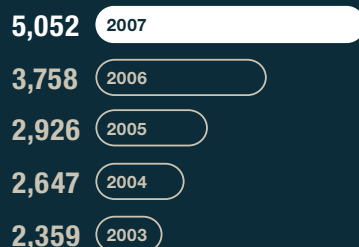
## Basic earnings per share (pence)



## Dividend per share (pence)



## Headcount at year end



- Record levels of revenue and profits
- Gross margin increased to 57.5% (2006: 53.7%)
- Conversion rate<sup>‡</sup> up to 31.3% (2006: 27.9%)
- Over 60% of gross profits generated outside the UK
- EMEA gross profits up 55% and now largest region
- Americas gross profits up 79%
- Cash generated from operations up 88.6% to £148.7m (2006: £78.8m)
- 15.1m shares repurchased at a cost of £74.9m (includes 3.5m shares repurchased into trust)
- Group headcount increased by 34% to 5,052 employees

\*2003 amounts stated under UK GAAP. †the amount of operating profit as a proportion of gross profit.