

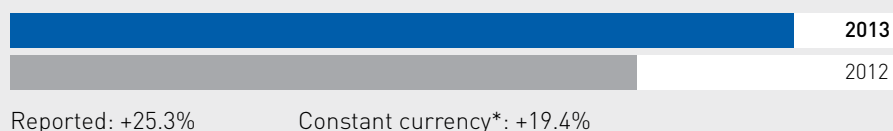


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Financial Highlights

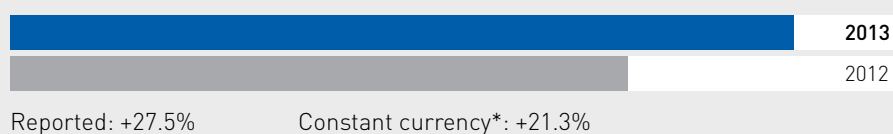
Revenue

€12,966.3m
2012: €10,350.9m[†]



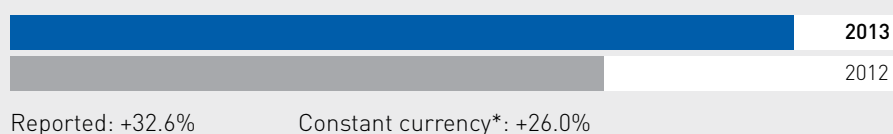
Operating profit**

€229.2m
2012: €179.7m[†]



Adjusted earnings per share**

209.96 cent
2012: 158.31 cent[†]



Dividend per share

85.68 cent
2012: 77.89 cent



Operating cash flow

€324.5m
2012: €277.3m



Return on total capital employed

15.6%
2012: 14.2%



[†] continuing activities i.e. excluding DCC SerCom's Enterprise distribution business which was disposed of in June 2012

^{*} constant currency figures quoted are based on retranslating 2012/13 figures at prior year translation rates

^{**} all references to 'operating profit' and 'adjusted earnings per share' included in the Overview and Business Performance sections of this Report are stated excluding net exceptionals and amortisation of intangible assets