

FIVE-YEAR SUMMARY

For the year ended 31 December	2013 ³ US\$m	2014 ² US\$m	2015 US\$m	2016 US\$m	2017 US\$m
Continuing operations (before exceptional and acquisition related items):					
Revenue	1,531.1	1,539.1	1,472.5	1,457.3	1,510.3
Cost of sales	(989.7)	(982.1)	(921.2)	(892.3)	(932.9)
Gross profit	541.4	557.0	551.3	565.0	577.4
Operating costs	(418.2)	(434.7)	(411.4)	(407.1)	(403.7)
Operating profit	123.2	122.3	139.9	157.9	173.7
Share of profits from joint ventures	0.7	1.5	1.5	0.8	1.3
Investment income	14.1	11.5	10.5	4.3	2.1
Finance costs ⁴	(46.2)	(19.5)	(41.7)	(35.9)	(25.1)
Profit before taxation	91.8	115.8	110.2	127.1	152.0
Taxation	(50.8)	(45.0)	(46.2)	(47.2)	(48.5)
Profit from continuing operations	41.0	70.8	64.0	79.9	103.5
Adjusted earnings per share (cents)	2.36	3.01	4.00	4.91	6.37
Dividend per share (cents)	–	–	–	1.25 ¹	1.44
Adjusted free cash flow (\$m)	65.9	86.9	71.0	78.1	87.2
Return on capital employed (%)	21%	25%	33%	35%	35%

Notes:

1 On a pro-forma basis (final dividend in 2016: 0.84c per share).

2 Restated following the closure of UK Crafts in 2016, and disposal of EMEA Crafts in 2015.

3 Presented on a pro-forma basis to include an allocation of amounts from Guinness Peat Group plc, whilst Coats was still a subsidiary company of the investment Group. Restated following the disposal of EMEA Crafts and closure of UK Crafts. Adjusted earnings per share based on 2014 share numbers as Guinness Peat Group plc performed share buybacks in 2013, significantly changing the capital structure.

4 Includes foreign exchange gains / losses on parent group cash balances.