

# 5 year financial summary

	FY17	FY18	FY19	FY20 <sup>1</sup>	FY21
Total sales	£955.6m	£1,050.1m	£1,100.4m	£1,057.9m	£1,336.2m
Total sales growth	8.5%	9.9%	4.8%	(3.9%)	26.3%
Gross margin %	48.9%	48.0%	49.6%	50.3%	51.6%
Profit before tax <sup>2</sup>	£109.3m	£102.0m	£125.9m	£109.1m	£157.8m
Free cash flow <sup>3</sup>	£12.8m	£51.0m	£152.8m	£174.7m	£108.5m
Net cash / (debt)	(£122.1m)	(£124.0m)	(£25.3m)	£45.4m	£128.8m
Diluted EPS <sup>2</sup>	42.8p	40.0p	49.9p	42.9p	62.9p
Dividends paid	£51.6m	£53.4m	£54.6m	£106.0m	£24.3m

<sup>1</sup> FY20 and subsequent periods reported on an IFRS 16 basis. All prior years reported under IAS 17

<sup>2</sup> FY17 and FY18 presented before exceptional items

<sup>3</sup> To ensure the measure is comparable after the implementation of IFRS 16, free cash flow is defined as net cash generated from operating activities less capex (net of disposals), net interest paid, interest on lease liabilities and repayment of lease liabilities

