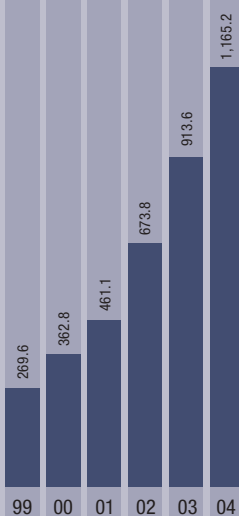


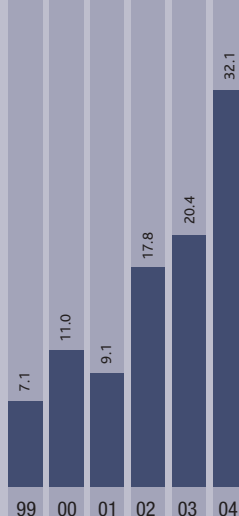
FINANCIAL HIGHLIGHTS

	Year ended 31 December 2004 €'000	Year ended 31 December 2003 €'000	Year on year % Change
TURNOVER			
Retail	688,651	551,136	+25.0
Telephone	236,546	177,418	+33.3
Online	239,968	185,070	+29.7
Total Group turnover	1,165,165	913,624	+27.5
Group profit before taxation	32,140	20,410	+57.5
Profit after taxation	27,478	17,551	+56.6
Profits retained for the year	18,138	11,391	+59.2
EARNINGS PER SHARE			
Basic earnings per share	€0.5661	€0.3697	+53.1
Diluted earnings per share	€0.5431	€0.3502	+55.1
DIVIDENDS PER SHARE			
Interim paid	€0.0620	€0.0430	+44.2
Final proposed	€0.1252	€0.0859	+45.7
TOTAL	€0.1872	€0.1289	+45.2

GROUP TURNOVER
(€m)



GROUP PROFIT
(€m)



EARNINGS PER SHARE
(€)

