

## Consolidated Income Statement

For the year ended 31 March 2004  
(Expressed in United States dollars)

	Note	2004 \$'000	2003 \$'000
<b>Turnover</b>	3	<b>183,747</b>	174,390
<b>Cost of sales</b>		<b>(86,745)</b>	(81,484)
		<b>97,002</b>	92,906
<b>Other revenue</b>	4	<b>2,227</b>	2,820
<b>Other net income/(loss)</b>	4	<b>367</b>	(186)
<b>Selling expenses</b>		<b>(70,257)</b>	(71,892)
<b>Administrative expenses</b>		<b>(11,403)</b>	(8,325)
<b>Other operating expenses</b>		<b>(2,769)</b>	(2,179)
<b>Profit from operations</b>		<b>15,167</b>	13,144
<b>Finance costs</b>	5(a)	<b>(1,459)</b>	(1,992)
<b>Negative goodwill on investment in subsidiary</b>	5(d)	<b>–</b>	808
<b>Profit from ordinary activities before taxation</b>	5	<b>13,708</b>	11,960
<b>Income tax</b>	6(a)	<b>(1,862)</b>	(1,206)
<b>Profit from ordinary activities after taxation</b>		<b>11,846</b>	10,754
<b>Minority interests</b>		<b>(606)</b>	(989)
<b>Profit attributable to shareholders</b>	9 & 30	<b>11,240</b>	9,765
<b>Dividends</b>	10	<b>3,348</b>	1,068
<b>Earnings per share</b>	11		
Basic		<b>0.0336 cent</b>	0.0431 cent
Diluted		<b>0.0112 cent</b>	0.0103 cent

The notes on pages 30 to 75 form part of these financial statements.