

Consolidated Income Statement

For the year ended 31 March 2005
(Expressed in United States dollars)

| | Note | 2005 \$'000 | 2004 \$'000 |
|---|--------|-------------------|-------------------|
| Turnover | 2 | 212,955 | 183,747 |
| Cost of sales | | <u>(97,283)</u> | <u>(86,745)</u> |
| | | 115,672 | 97,002 |
| Other revenue | 3 | 2,332 | 2,227 |
| Other net income | 3 | 518 | 367 |
| Selling expenses | | (79,390) | (70,257) |
| Administrative expenses | | (14,103) | (11,403) |
| Other operating expenses | | <u>(2,843)</u> | <u>(2,769)</u> |
| Profit from operations | | 22,186 | 15,167 |
| Finance costs | 4(a) | <u>(1,231)</u> | <u>(1,459)</u> |
| Profit from ordinary activities before taxation | 4 | 20,955 | 13,708 |
| Income tax | 5(a) | <u>(4,564)</u> | <u>(1,862)</u> |
| Profit from ordinary activities after taxation | | 16,391 | 11,846 |
| Minority interests | | <u>(13)</u> | <u>(606)</u> |
| Profit attributable to shareholders | 8 & 31 | <u>16,378</u> | <u>11,240</u> |
| Dividends | 9 | <u>5,035</u> | <u>3,348</u> |
| Earnings per share | 10 | | |
| Basic | | <u>2.21 cents</u> | <u>3.36 cents</u> |
| Diluted | | <u>1.66 cents</u> | <u>1.12 cents</u> |

The notes on pages 23 to 61 form part of these financial statements.