

	17Q1	17Q2	17Q3	17Q4	18Q1	18Q2	18Q3	18Q4	19Q1	19Q2	19Q3
Revenue	748,374	1,496,687	2,231,297	2,916,166	637,649	1,316,795	2,052,323	2,822,946	620,958	1,261,763	1,846,107
Cost of sales	-446,810	-1,007,210	-1,488,378	-1,971,684	-514,388	-918,459	-1,380,440	-1,927,812	-440,212	-897,479	-1,320,296
Gross profit	233,986	489,477	742,919	944,482	190,839	398,336	671,883	895,134	180,746	364,284	525,811
Other operating income	615	1,049	1,451	9,513	1,300	2,124	2,526	22,189	4,096	4,924	5,161
Operating expenses	-75,145	-128,920	-191,250	-294,158	-62,322	-118,619	-200,305	-280,785	-64,727	-142,062	-191,182
Restructuring expenses	-1,562	-5,842	-7,868	-9,245	0	0	0	0	0	0	0
Profit from operations	157,894	355,764	545,252	650,592	129,817	281,841	474,104	636,538	120,115	227,146	339,790
Finance cost	-1,510	-5,404	-8,021	-11,367	-3,191	-6,418	-10,047	-13,529	-3,526	-7,849	-11,672
Profit before tax	156,384	350,360	537,231	639,225	126,626	275,423	464,057	62,300	116,589	219,297	328,118
Tax expense	-37,591	-84,257	-125,634	-146,590	-30,400	-69,064	-111,892	-154,478	-27,989	-54,432	-80,122
Profit for financial period	118,793	266,103	411,597	492,635	96,226	206,359	352,165	468,531	88,600	164,865	247,996
EPS	42	93	144	173	34	72	123	164	31	58	87
<i>Gross margin</i>	31%	33%	33%	32%	30%	30%	33%	32%	29%	29%	28%
<i>Operating margin</i>	21%	24%	24%	22%	20%	21%	23%	23%	19%	18%	18%
<i>Net profit margin</i>	16%	18%	18%	17%	15%	16%	17%	17%	14%	13%	13%
<i>Revenue growth</i>	-	-	-	-	-15%	-12%	-8%	-3%	-3%	-4%	-10%
<i>Operating profit growth</i>	-	-	-	-	-18%	-21%	-13%	-2%	-7%	-19%	-28%
<i>Net profit growth</i>	-	-	-	-	-19%	-22%	-14%	-5%	-8%	-20%	-30%

	17Q1	17Q2	17Q3	17Q4	18Q1	18Q2	18Q3	18Q4	19Q1	19Q2	19Q3
<b>NON CURRENT ASSETS</b>											
Property, plant and equipment	34,836	34,836	34,836	34,836	34,289	37,642	38,570	44,031	71,541	67,138	63,669
Computer software	1,524	1,524	1,524	1,524	1,500	1,476	1,451	1,429	1,429	1,429	1,429
Goodwill	411,618	411,618	411,618	411,618	411,618	411,618	411,618	411,618	411,618	411,618	411,618
Deferred tax assets	37,666	37,666	37,666	37,666	38,762	29,102	34,888	31,311	34,167	38,028	36,693
Derivative financial instruments	0	0	0	0	0	0	0	0	96	158	330
	485,644	485,644	485,644	485,644	488,189	479,838	486,527	488,389	518,851	518,371	513,739
<b>CURRENT ASSETS</b>											
Assets held for sale	399	399	399	399	62	0	119	116	116	0	417
Inventories	236,636	236,636	236,636	236,636	230,024	195,034	246,897	162,282	186,844	187,238	177,558
Receivables	303,727	303,727	303,727	303,705	236,394	324,592	248,047	361,479	278,922	268,684	248,112
Derivative financial instruments	60	0	0	0	0	1,877	2,723	797	353	1,267	2,759
Tax recoverable	6,595	6,595	6,595	6,595	7,577	11,119	8,384	9,416	11,459	7,941	4,960
Deposits, cash and bank balances	11,554	11,554	111,554	11,554	19,650	23,511	24,142	78,627	19,971	9,745	28,635
	558,911	558,911	558,911	558,889	493,707	556,133	530,312	612,717	497,666	474,875	462,441
<b>CURRENT LIABILITIES</b>											
Payables	278,757	276,757	276,757	276,757	226,214	270,980	240,576	235,867	192,356	183,757	141,237
Deferred income	0	0	0	0	0	0	0	0	0	0	0
Derivative financial instruments	2,408	2,408	2,408	2,408	2,860	3	8	198	818	375	11
Current tax liabilities	5,267	5,267	5,267	5,267	5,573	5,260	15,196	33,374	22,633	17,701	20

Borrowings	378,000	378,000	378,000	378,000	390,000	385,000	340,000	410,000	396,000	396,000	431,000
Lease liabilities	0	0	0	0	0	0	0	0	6,181	6,962	5,458
Bank overdraft	0	0	0	0	0	0	0	0	0	0	0
	662,432	662,432	662,432	662,432	624,647	661,243	595,780	679,439	617,988	604,795	577,726
<b>CAPITAL AND RESERVES</b>											
Share capital	142,765	142,765	142,765	142,765	142,765	142,765	142,765	142,765	142,765	142,765	142,765
Cash flow hedge reserve	-1,812	-1,812	-1,812	-1,812	-2,154	1,437	1,898	374	-308	659	2,328
Retained earnings	241,170	241,170	241,170	241,148	214,618	230,526	276,396	278,528	232,929	223,535	232,428
Shareholder's funds	382,123	382,123	382,123	382,101	355,229	374,728	421,059	421,667	375,386	366,959	377,521
<b>NON CURRENT LIABILITIES</b>											
Deferred tax liabilities	2,599	0	0	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	0	0	0	0	23,143	21,446	20,933
Derivative financial instruments	0	0	0	0	0	0	0	0	0	46	0
Net assets per share	1	1	1	1	1	1	1	1	1	1	1
<i>Receivable days</i>	38	38	38	38	31	42	32	47	74	71	65
<i>Inventory days</i>	44	44	44	44	44	37	47	31	69	69	65
<i>Payable days</i>	52	51	51	51	43	51	46	45	71	68	52
<i>Cash conversion cycle</i>	30	31	31	31	31	28	33	33	71	72	79

	17Q1	17Q2	17Q3	17Q4	18Q1	18Q2	18Q3	18Q4	19Q1	19Q2	19Q3
<b>OPERATING ACTIVITIES</b>											
Cash receipts from customers	734,404	1,679,735	2,473,389	3,167,321	721,775	1,422,307	2,184,771	2,950,649	703,544	1,354,487	1,959,424
Cash paid to suppliers and employees	-641,213	-1,452,299	-2,129,527	-2,666,030	-568,284	-1,124,448	-1,698,424	-2,333,412	-565,922	-1,105,946	-1,606,875
<b>CASH FROM OPERATIONS</b>	93,191	227,436	343,862	501,291	153,491	297,859	486,347	617,237	137,622	248,541	352,549
Income tax paid	-10,106	-41,017	-93,540	-128,941	-32,068	-66,060	-102,149	-123,530	-43,414	-75,438	-115,019
<b>NET CASH FLOW FROM OPERATING ACTIVITIES</b>	83,085	186,419	250,322	372,350	121,423	231,799	384,198	493,707	94,208	173,103	237,530
<b>INVESTING ACTIVITIES</b>											
Property plant and equipment											
- additions	-4,468	-6,998	-15,355	-23,855	-1,038	-5,986	-10,609	-19,566	-1,670	-1,944	-2,572
- disposals	2	985	1,847	9,899	42	42	1,059	2,324	1,179	2,453	2,719
Asset held for sale - disposals	40,675	62,041	111,726	93,214	1,420	2,000	2,000	2,000	0	680	680
Additions of computer software	0	0	0	0	0	0	0	0	0	0	0
Interest income received	615	902	1,157	1,477	218	523	926	1,288	467	670	670
<b>NET CASH FLOW FROM INVESTING ACTIVITIES</b>	36,824	56,930	99,375	80,735	642	-3,421	-6,624	-13,954	-24	1,859	1,497
<b>FINANCING ACTIVITIES</b>											
Dividends paid to shareholders	-351,201	-465,423	-588,201	-710,970	-122,778	-217,003	-316,939	-431,151	-134,199	-219,858	-294,096
Interest expense paid	-1,510	-5,404	-8,021	-11,367	-3,191	-6,418	-10,047	-13,529	-3,227	-7,265	-10,817

Drawdown of revolving credit	215,000	185,000	240,000	893,000	12,000	7,000	-38,000	447,000	-14,000	-14,000	21,000
Repayment of revolving credit	0	0	0	-645,000	0	0	0	-415,000	0	0	0
Interest expense on lease liabilities	0	0	0	0	0	0	0	0	-299	-584	-855
Repayment on lease liabilities	0	0	0	0	0	0	0	0	-1,115	-2,137	-4,251
NET CASH FLOW USED IN FINANCING ACTIVITIES	-137,711	-285,827	-356,222	-474,337	113,969	-216,421	-364,986	-412,680	-152,840	-243,844	-289,019
Increase/(decrease) in cash and cash equivalents	-17,802	-42,478	-6,525	-21,252	8,096	11,957	12,588	67,073	-58,656	-68,882	-49,992
C&CE as at 1 January	32,806	32,806	32,806	32,806	11,554	11,554	11,554	11,554	78,627	78,627	78,627
C& CE as at 31 March	15,004	-9,672	26,281	11,554	19,850	23,511	24,142	78,627	19,971	9,745	28,635
<i>Dividend growth</i>	-	-	-	-	-65%	-53%	-46%	-39%	9%	1%	-7%