

APPENDIX 2.3
(referred to in paragraph 2.14)

**Gillette UK: profit and loss accounts
for the five years to 30 November 1991**

£ million

	<i>Years ended 30 November</i>				
	<i>1987</i>	<i>1988</i>	<i>1989</i>	<i>1990</i>	<i>1991</i>
Turnover	113.1	126.2	145.4	159.4	179.4
Cost of sales	<u>99.2</u>	<u>114.7</u>	<u>125.4</u>	<u>135.2</u>	<u>145.0</u>
Gross profit	13.9	11.5	20.0	24.2	34.4
Distribution expenses	(2.7)	(2.9)	(2.7)	(3.0)	(3.2)
Administrative expenses	(4.1)	(4.3)	(4.7)	(6.0)	(9.5)
Other operating income/(costs)	<u>1.4</u>	<u>0.6</u>	<u>1.8</u>	<u>0.0</u>	<u>(0.1)</u>
Operating profit	8.5	4.9	14.4	15.2	21.6
Net interest payable and similar charges	(0.7)	(2.8)	(3.6)	(8.9)	(6.7)
Exceptional items	<u>(2.6)</u>	<u>(1.8)</u>	<u>(1.8)</u>	<u>(7.5)</u>	<u>0.0</u>
Profit/(loss) on ordinary activities before taxation	5.2	0.3	9.0	(1.2)	14.9
Tax on profit on ordinary activities	<u>(2.3)</u>	<u>(0.3)</u>	<u>(4.1)</u>	<u>0.8</u>	<u>(2.9)</u>
Profit on ordinary activities after taxation	2.9	0.0	4.9	(0.4)	12.0
Extraordinary items	(1.4)	0.0	0.0	0.0	0.0
Dividends	<u>(6.8)</u>	<u>(1.5)</u>	<u>(9.9)</u>	<u>(1.0)</u>	<u>0.0</u>
Retained profit/(loss)	(5.3)	(1.5)	(5.0)	(1.4)	12.0

Source: Gillette UK.