

discoverIE Group

Delivering record profits in challenging times

Trading update

discoverIE's FY25 trading update confirmed that it generated record underlying earnings despite a 3% revenue decline. Encouragingly, Q425 orders were 11% higher q-o-q and up 15% y-o-y on an organic basis. Tariffs are not expected to have a material direct impact and, with a track record of protecting profitability during downturns and organic revenue growth at the upper end of its peer group over the cycle, we view the company as well-placed to navigate this uncertainty. Good growth in design wins over the last year provides the foundations for organic revenue growth when customers start to order in line with end demand.

Year end	Revenue (£m)	PBT (£m)	EPS (p)	DPS (p)	P/E (x)	Yield (%)
3/23	448.9	46.3	35.18	11.45	15.4	2.1
3/24	437.0	48.2	36.78	12.00	14.7	2.2
3/25e	423.9	49.4	37.48	12.50	14.4	2.3
3/26e	447.0	52.1	39.03	13.00	13.9	2.4

Note: PBT and diluted EPS as per discoverIE's underlying metric (excludes amortisation of acquired intangibles and exceptional items).

FY25 trading update confirms resilient performance

discoverIE expects to report underlying FY25 earnings slightly ahead of board expectations. Q425 revenue was down 4% on an organic constant exchange rate (CER) basis, while orders were up 11% q-o-q and 15% y-o-y. We have upgraded our FY25 underlying EPS by 1.1% and reduced our net debt forecasts to reflect lower year-end gearing of 1.45x. Recent tariffs announced by the US are not expected to have a material direct impact on discoverIE. Of the quarter of revenue that is generated in the US, more than half is manufactured in the US. The company expects to pass through tariff-related cost increases, but can offer to manufacture in the US or a choice of manufacturing sites globally to minimise these.

Track record of profit preservation during downturn

Across the board, electronics suppliers have felt the effects of original equipment manufacturers (OEMs) working down excess inventory built up during the post-COVID-19 period of supply chain disruption. discoverIE's organic revenue declines in recent quarters are not out of line when compared to peers in the electronics market and, over the last five years, discoverIE's cumulative organic revenue growth is at the upper end of its peer group. Despite weaker customer demand due to destocking over the last 18 months prompting six revenue forecast reductions, we have only trimmed earnings once (by 1%), since reversed by today's upgrade. The company's ability to protect profits while continuing to make acquisitions during the downturn positions it well for growth when OEM destocking completes and order intake returns to growth.

Valuation: Trading at a five-year low on P/E

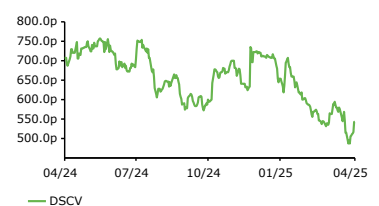
On a forward P/E basis, the stock is trading at a five-year low, despite the company's ability to increase profitability and generate cash in the face of revenue declines. The stock also trades at a significant discount to peers with similar organic revenue and EPS growth track records. We believe that organic order growth in Q425 points to the resumption of organic revenue growth.

Electrical components

16 April 2025

Price	541.00p
Market cap	£521m
Net cash/(debt) at end H125	£(98.7)m
Shares in issue	96.4m
Free float	96.0%
Code	DSCV
Primary exchange	LSE
Secondary exchange	N/A

Share price performance



%	1m	3m	12m
Abs	(8.5)	(16.5)	(29.3)
52-week high/low		782.8p	472.5p

Business description

discoverIE is a leading international designer and manufacturer of customised electronics to industry, supplying customer-specific electronic products and solutions to OEMs.

Next events

FY25 results 4 June 2025

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FY25 trading update confirms strong order intake in Q4

discoverIE's FY25 trading update confirmed that it expects underlying earnings to be slightly ahead of board expectations. Q425 revenue increased 19% q-o-q and was down 4% y-o-y on an organic CER basis. Sensors & Connectivity revenue was 5% higher whereas Magnetics & Controls was down 10%, as customers continued to destock.

Revenue for FY25 was down 3% (in line with our forecast), with organic CER revenue down 7%, acquisitions contributing 5% and currency -1%. Orders in Q425 increased 11% q-o-q and 15% y-o-y (organic CER) with similar growth in both businesses. The company expects H225 underlying operating margin to be comfortably ahead of H1, confirming further progress towards its FY28 target of 15%. Gearing at year-end stood at 1.45x, just below the target range of 1.5–2.0x.

We have revised our forecasts to reflect slightly stronger profitability in FY25 and lower than expected year-end gearing. We upgrade FY25 underlying EPS by 1.1%.

Exhibit 1: Changes to forecasts

£m	FY25e old	FY25e new	Change	y-o-y	FY26e old	FY26e new	Change	y-o-y
Revenues	423.9	423.9	0.0%	-3.0%	452.0	447.0	-1.1%	5.5%
EBITDA	73.3	73.8	0.7%	3.9%	78.3	78.3	0.0%	6.1%
EBITDA margin	17.3%	17.4%	0.1%	1.1%	17.3%	17.5%	0.2%	0.1%
Underlying operating profit	59.5	60.0	0.9%	5.0%	63.6	63.6	0.0%	5.9%
Underlying operating margin	14.0%	14.2%	0.1%	1.1%	14.1%	14.2%	0.2%	0.1%
Normalised operating profit	60.9	61.4	0.9%	3.3%	66.0	66.0	0.0%	7.4%
Normalised operating margin	14.4%	14.5%	0.1%	0.9%	14.6%	14.8%	0.2%	0.3%
Underlying PBT	48.9	49.4	1.1%	2.5%	52.1	52.1	0.0%	5.4%
Normalised PBT	50.3	50.8	1.0%	0.6%	54.5	54.5	0.0%	7.2%
Normalised net income	37.6	38.0	1.0%	0.2%	40.4	40.4	0.0%	6.5%
Normalised diluted EPS (p)	38.1	38.5	1.0%	0.0%	40.8	40.8	0.0%	5.9%
Underlying diluted EPS (p)	37.1	37.5	1.1%	1.9%	39.0	39.0	0.0%	4.1%
Reported basic EPS (p)	24.8	25.3	1.6%	56.1%	26.2	26.2	0.0%	3.9%
Dividend per share (p)	12.5	12.5	0.0%	4.2%	13.0	13.0	0.0%	4.0%
Net (debt)/cash	(109.2)	(100.0)	-8.4%	-3.9%	(94.3)	(83.7)	-11.2%	-16.3%
Net debt/EBITDA (x)	1.6	1.5			1.3	1.2		

Source: Edison Investment Research

Addressing share price underperformance

discoverIE's share price has been weak in the year-to-date, even prior to the tariffs announcement on 2 April. The stock hit a peak of 1,262p on 10 September 2021 and has since declined 57% to 541.0p, with a 23% decline over the last year to 2 April, and a further 5% decline since then. This is despite delivering increased profitability, operating margin and earnings in each year across that period. Over the same periods, the UK top 250 is down 19%, 0% and 2% respectively. Looking at the company's valuation on a forward P/E basis, Exhibit 12 shows that the company is trading at a five-year low (and was prior to 2 April).

We believe that even before 2 April, investors had concerns over discoverIE's organic revenue growth as it has been negative for several quarters. Tied to this is concern over the impact on earnings due to operational gearing. Since 2 April, there is now further uncertainty due to tariffs. To determine whether these concerns are warranted, we examine each in turn.

Adapting to ever-changing tariffs

Tariffs a consideration since 2018

The recently announced US tariffs are not the first that the company has had to navigate, although they are significantly more comprehensive. During Trump's first term, the US imposed tariffs on China, which remained in place during Biden's term. The company managed this through its global network of manufacturing sites. In January, February and March

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2025, Trump imposed additional tariffs on China. In February, the US imposed tariffs of 25% on Canada and Mexico, with the implementation delayed until 4 March. In retaliation, Canada imposed a 25% tariff on certain US products.

Recent US tariff announcements create uncertainty, more than double China import costs

On 2 April, Trump imposed new global tariffs: a baseline 10% applied to imports from c 185 countries and elevated tariffs on c 50 countries, including a 20% tariff on the EU, 24% on Japan, 34% on China and 25% on South Korea. Since then, China and the US have escalated their tariffs, currently (16 April) sitting at 145% for Chinese exports to the US and 125% for US exports to China.

On 9 April, the US announced a delay to the introduction of the elevated tariffs for 90 days, imposing the 10% rate on all countries bar China. If products exported from Mexico and Canada do not qualify under the United States–Mexico–Canada Agreement (USCMA), then the Canadian and Mexican tariffs announced in February are still in place, as are the automotive, aluminium and steel tariffs imposed in March. This leaves time for countries to negotiate bilaterally with the US, potentially reducing tariffs, and for companies to start to reconfigure supply chains if necessary.

A quarter of discoverIE's revenue is from the US

Around 24% of discoverIE's revenue is generated from sales in the US. Of this, around half is manufactured in the US (c 13% of group sales), for which the majority of materials are sourced in the US. The remainder (c 11% of group sales) are imported from other countries including the UK, Europe and Mexico. The company estimates that it is subject to a blended tariff rate below 10% for these sales (discoverIE products from Mexico and Canada currently qualify under USCMA so no US tariffs apply to them).

The company has seven manufacturing facilities in the US that have the capacity to make most products, so can reduce the impact of import tariffs by moving production there. In some cases, this is subject to major customer approval. It could also consider 'friendshoring' (moving production to countries with lower tariffs such as the UK), nearshoring (for example, to Mexico if USCMA is upheld) and setting up a sales office in the US to reduce landed cost.

The company expects to pass on the majority, if not all, of the cost increase to customers.

Indirect effects from the tariffs (whether implemented or threatened) are likely to include a lengthening in sales cycles as customers navigate this period of uncertainty, reconfiguring of supply chains as companies seek to avoid buying from the highest-tariffed countries, pricing pressure and lower demand for higher-priced discretionary purchases. As discoverIE's products are designed in and solutions make up a small proportion of the end product bill of materials, the company has good pricing power and should therefore see less pressure on pricing. The markets that discoverIE is selling into are, even if subject to short-term fluctuations due to the tariffs, structural growth markets.

Growing profits despite revenue reduction

The company saw organic revenue declines through the course of FY21 (ended 31 March 2021) due to COVID-19 disruption. From Q122, organic revenue growth rebounded and remained strong through FY22 and H123, partly due to supply chain shortages that prompted over-ordering by OEM customers. Organic growth started to moderate from Q323 and turned negative in Q324, as those customers worked through the excess inventory they had ordered. Until October 2023, the company's trading performance and acquisitions had driven a series of revenue and earnings upgrades. Since October 2023, we have cut our revenue forecasts six times, partly to reflect fx and partly to reflect organic revenue declines, although this has only resulted in one small trim to EPS, in our most [recent note](#) in February. This has since been reversed by today's forecast improvement.

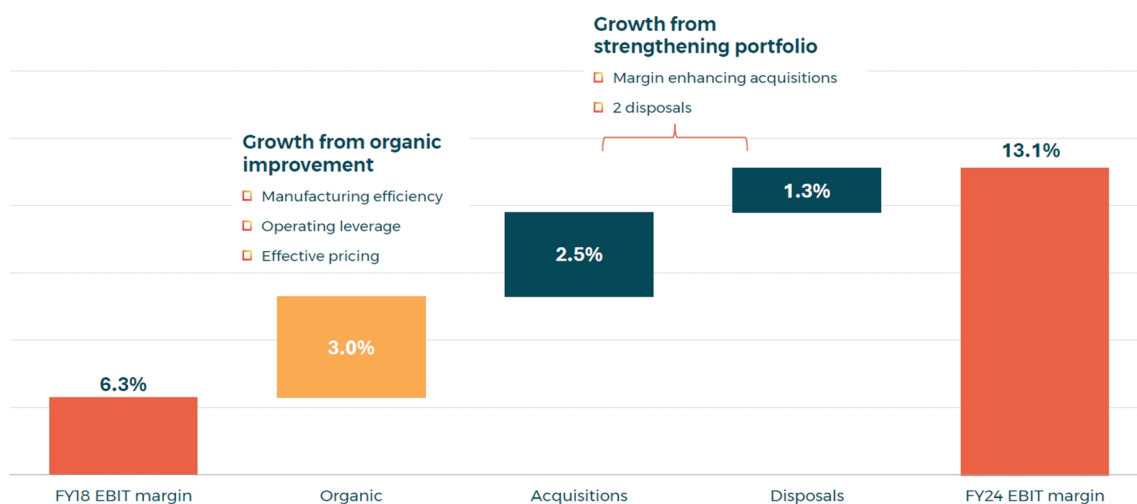
Exhibit 2: Changes to forecasts

Date	Event	Forecast changes		
		Revenue	EBIT	EPS
Jul-22	Q123 trading update	↑	↑	↑
Dec-22	H123 results	↑	↑	↗
Jan-23	Trading update & Magnasphere acquisition completes	↑	↑	↑
Apr-23	FY23 trading update	↑	↑	↑
Jun-23	FY23 results	↑	↑	↑
Sep-23	2J acquisition	↑	↑	↑
Oct-23	H124 trading update	↓	↔	↔
Dec-23	H124 results	↔	↔	↔
Feb-24	Q324 trading update	↓	↔	↔
Apr-24	FY24 trading update & Santon disposal	↓	↔	↔
Jun-24	FY24 results	↔	↔	↔
Oct-24	H125 trading update	↓	↓	↔
Dec-24	H125 results	↓	↔	↔
Jan-25	Burster acquisition	↑	↑	↑
Jan-25	Q325 trading update	↓	↓	↓
Apr-25	FY25 trading update	↔	↑	↑

Source: discoverIE, Edison Investment Research

discoverIE's operating model means that, as demand has ebbed and flowed, it has been able to flex its manufacturing capacity, as a material percentage of manufacturing cost comprises labour cost. The company has also been able to take advantage of cost synergies as it has integrated acquisitions (see detail from last year's [capital markets day](#)) and has closely controlled costs during the downturn. In December 2021, the company set an operating margin target of 13.5% by FY25. In FY24, while revenue declined 3%, operating profit grew 10% with the margin reaching 13.1%. It grew to 13.8% in H125 and we forecast a margin of 14.2% for FY25. The exhibit below shows how the company achieved margin growth over the period FY18–24. In June 2023, the company raised its medium-term target to 15% by FY28, with the increase expected to come roughly 50/50 from organic growth and acquisitions of higher-margin businesses.

Exhibit 3: Operating margin growth, FY18–24



Source: discoverIE

Assessing through-cycle organic growth

To put discoverIE's organic growth track record in context, we have undertaken analysis of the company's organic growth since FY20 and compared it to peers across several sub-sectors. We have also compared financial performance and valuation for these peer groups.

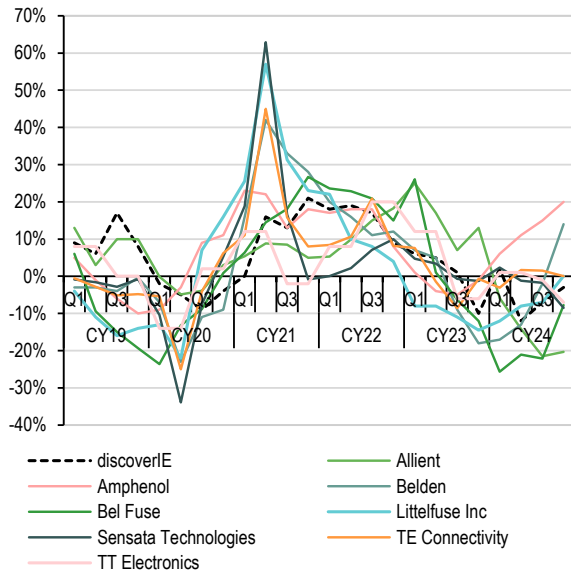
We have looked at four broad sub-sectors with exposure to OEMs that operate in similar markets to discoverIE's

customer base, in particular those with a high exposure to the industrial sector. We have included the following companies in our analysis:

1. Electronic components: Allient, Amphenol, Belden, Bel Fuse, Littelfuse, Sensata, TE Connectivity and TT Electronics.
2. Industrial equipment: Addtech, Halma and Lagercrantz. These companies follow a similar buy-and-build decentralised business model.
3. Semiconductors: Microchip, Texas Instruments and Vishay Intertechnology.
4. Distributors: Avnet, Arrow and Diploma.

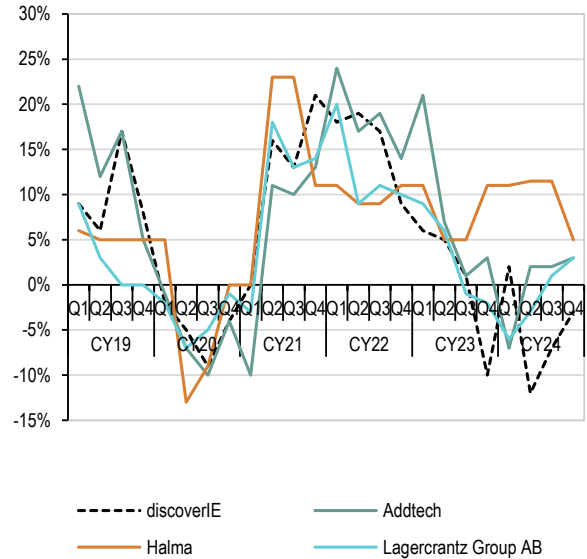
The charts below show the quarterly organic revenue growth trends within each group. discoverIE's performance sits within the middle of the range for electronic components. For industrial equipment, discoverIE has trended lower than peers in the last 12 months, we believe because they operate in a different stage of the value chain. The amplitude of the cycle for semiconductor and distributor peers is clearly larger than for discoverIE. Overall, the company's performance is within the range of its peers, which are all feeling the effects of OEM destocking.

Exhibit 4: Organic revenue growth: discoverIE versus electronic component suppliers



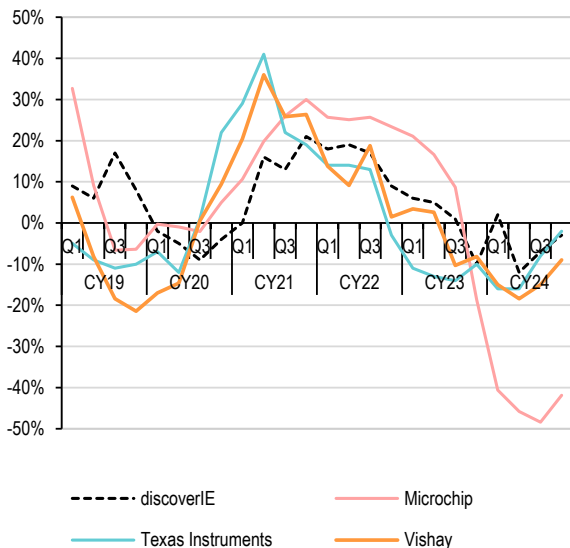
Source: Company reports

Exhibit 5: Organic revenue growth: discoverIE versus industrial equipment suppliers



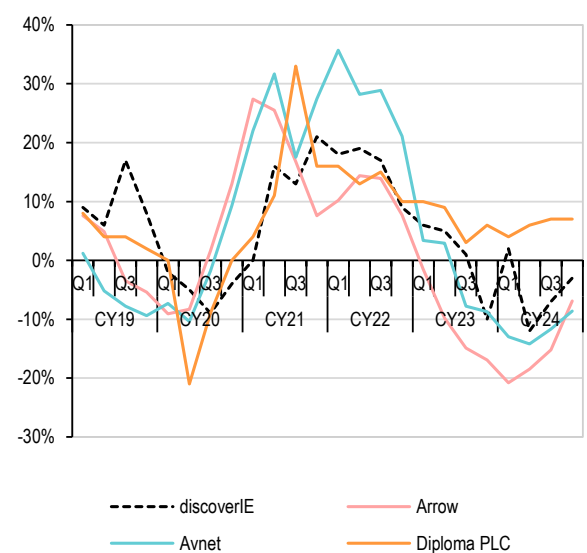
Source: Company reports

Exhibit 6: Organic revenue growth: discoverIE versus semiconductor companies



Source: Company reports

Exhibit 7: Organic revenue growth: discoverIE versus electronics distributors

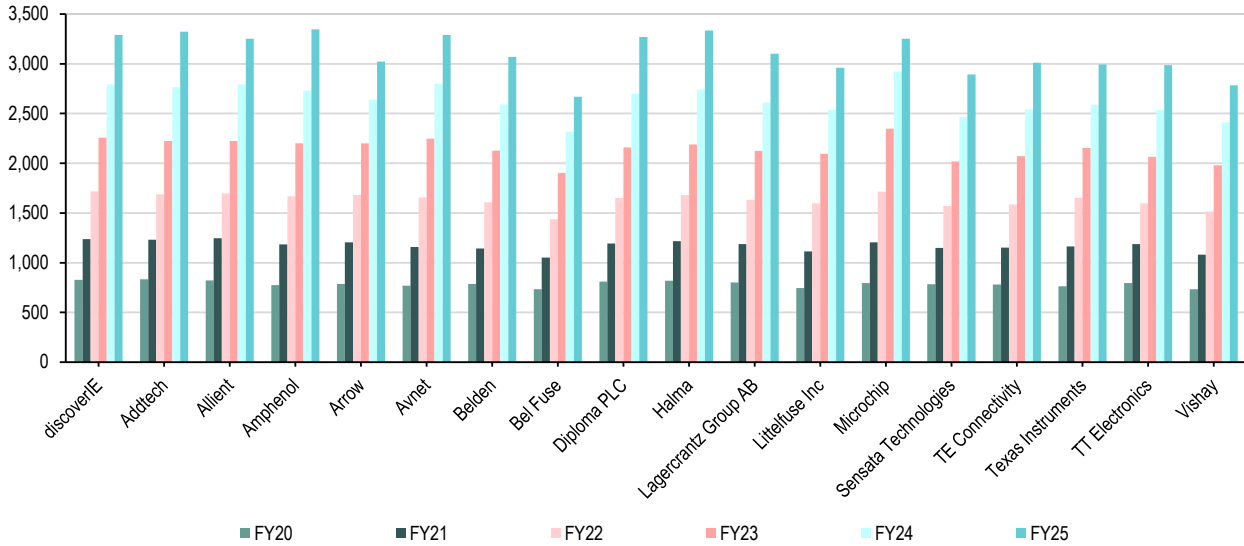


Source: Company reports

discoverIE ranks well for cumulative organic growth

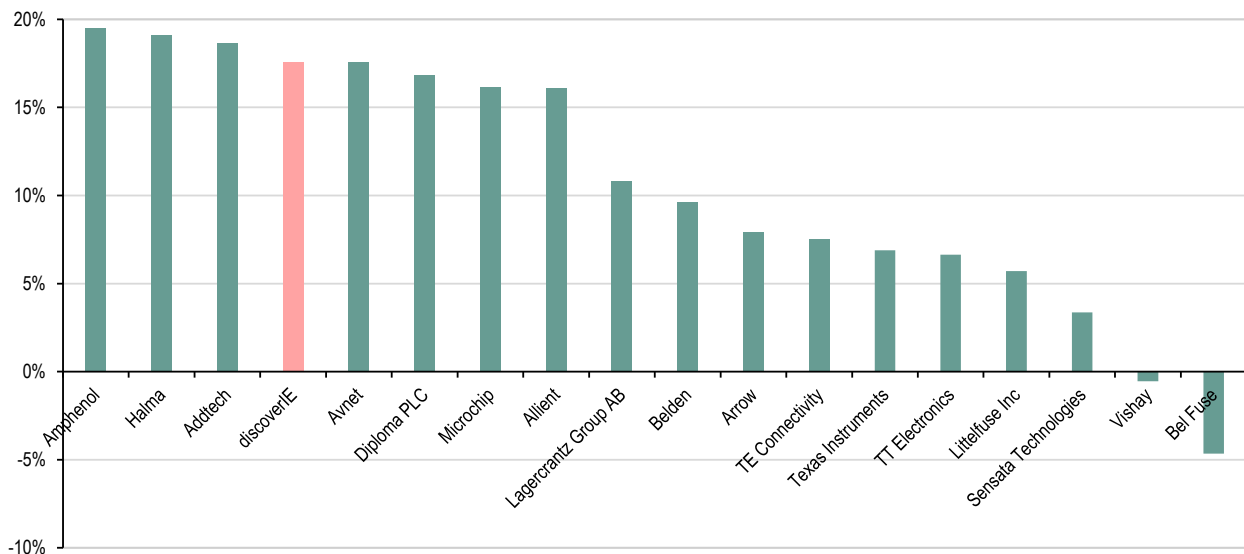
We have also calculated cumulative organic revenue growth from FY20 to the end of FY25 to smooth out the impact of cycles. We have matched peer group growth to discoverIE's 31 March fiscal year-end. This rebases quarterly revenue in FY19 to 100 per quarter and applies organic revenue growth rates from Q120 (Exhibit 7). The cumulative growth percentage divides the final cumulative growth total by 2,700 (seven years at 400 per year with no growth). discoverIE's cumulative growth rate ranks fourth out of the group of 18 companies (Exhibit 8).

Exhibit 8: Cumulative revenue growth FY20–25



Source: Company reports. Note: discoverIE D&M growth only prior to disposal of Custom Supply. Where no quarterly data disclosed, half-year data used for both quarters. Assume quarter-end March 2025 growth the same as prior quarter.

Exhibit 9: Cumulative organic revenue growth: FY19–25



Source: Company reports

When will growth resume?

The company had a false start in Q424, when organic revenue growth turned positive at 2%, after a 10% decline in Q324. Growth turned negative again from Q125 although orders grew organically in Q125 and Q225. The Sensing & Connectivity division saw organic growth in orders of 20% in H125 and organic revenue growth in Q325 and Q425. Due to the mix of customers in this division, it has tended to lead Magnetics & Controls by around six months. Prior to

the imposition of tariffs, we had expected organic growth to resume in early FY26. However, we expect there will be a period of uncertainty that will delay investment and purchasing decisions, although we expect this to be a market-wide phenomenon rather than company-specific.

Financial and valuation metrics versus peers

The tables below summarise the forecast financial performances of peers and current valuation metrics. Compared to electronic component suppliers, discoverIE is trading broadly in line with the average for revenue growth and EBIT margin in FY26 and slightly below for FY27. Industrial equipment suppliers are forecast to grow at a slightly faster rate this year and to generate higher EBIT margins in both years. A rebound in performance is forecast for semiconductor suppliers after several years of weakness. The high-volume distributors (Arrow, Avnet) are still forecast to see revenue declines in the current year, before returning to growth in the following year, and have structurally lower EBIT margins. Conversely, Diploma is showing better growth this year, generating EBIT margins above 20%.

On a P/E basis, discoverIE is trading at a small discount to the average for electronic components suppliers for FY26 and in line for FY27. We note that several of the peers in this group are trading on depressed multiples for company-specific reasons, bringing down the average: Sensata has a relatively large exposure to the automotive sector, which is heavily affected by tariffs and has higher gearing; and TT Electronics has had operational issues affecting profitability. Excluding them, discoverIE is trading at a 20% discount to the group for FY26 and 18% for FY27. The industrial equipment suppliers are trading at a substantial premium, with the two Swedish companies trading on P/E ratios of above 30x. The distributors' ratings closely match their profitability.

We note that the top performers for organic revenue growth in Exhibit 9, in common with discoverIE, grew their earnings over the last three years but trade at significantly higher multiples than discoverIE: for FY26, Amphenol is on 28.6x, Halma on 26.8x and Addtech on 38.2x compared to discoverIE on 13.5x.

Exhibit 10: Peer financial metrics

	Market cap (\$m)	Revenue growth		EBITDA margin		EBIT margin		Net debt/EBITDA
		CY	NY	CY	NY	CY	NY	CY
discoverIE	688	6.5%	3.7%	17.5%	17.5%	14.3%	14.4%	1.7
Allient	359	-1.4%	6.3%	12.7%	13.5%	6.4%	7.7%	2.8
Amphenol	79,323	21.8%	8.6%	25.9%	26.1%	22.0%	22.3%	0.7
Belden	3,770	8.1%	5.3%	17.3%	17.6%	14.5%	15.1%	1.7
Bel Fuse	884	18.8%	5.4%	16.6%	18.2%	13.6%	14.6%	2.1
Littelfuse	3,936	4.3%	7.9%	19.6%	25.0%	13.8%	16.6%	0.3
Sensata	2,990	-8.4%	4.3%	22.6%	23.1%	18.9%	19.2%	3.2
TE Connectivity	38,771	2.1%	7.0%	24.0%	23.9%	19.4%	19.8%	0.7
TT electronics	182	0.7%	3.9%	11.0%	12.6%	7.5%	9.4%	1.7
Average		5.8%	6.1%	18.7%	20.0%	14.5%	15.6%	1.7
Addtech	8,104	6.3%	6.0%	16.8%	16.9%	12.8%	13.2%	1.2
Halma	13,389	6.3%	6.0%	23.8%	24.1%	20.9%	21.1%	1.3
Lagercrantz	4,263	9.3%	6.4%	21.6%	22.6%	15.8%	16.1%	1.4
Average		7.3%	6.1%	20.7%	21.2%	16.5%	16.8%	1.3
Microchip	20,910	2.1%	26.0%	36.0%	43.1%	23.6%	32.8%	3.9
Texas Instruments	137,379	8.4%	12.8%	45.3%	49.3%	34.3%	38.6%	0.8
Vishay Intertechnology	1,541	3.5%	8.8%	10.9%	16.6%	4.1%	10.5%	0.9
Average		4.7%	15.9%	30.7%	36.3%	20.7%	27.3%	1.9
Arrow Electronics	5,187	-1.1%	8.0%	4.0%	4.9%	3.4%	4.3%	2.7
Avnet	4,001	-7.5%	6.3%	3.3%	4.2%	2.9%	3.7%	3.6
Diploma	7,008	7.7%	5.4%	24.0%	24.0%	21.2%	21.5%	1.4
Average		-0.3%	6.6%	10.4%	11.0%	9.2%	9.8%	2.5

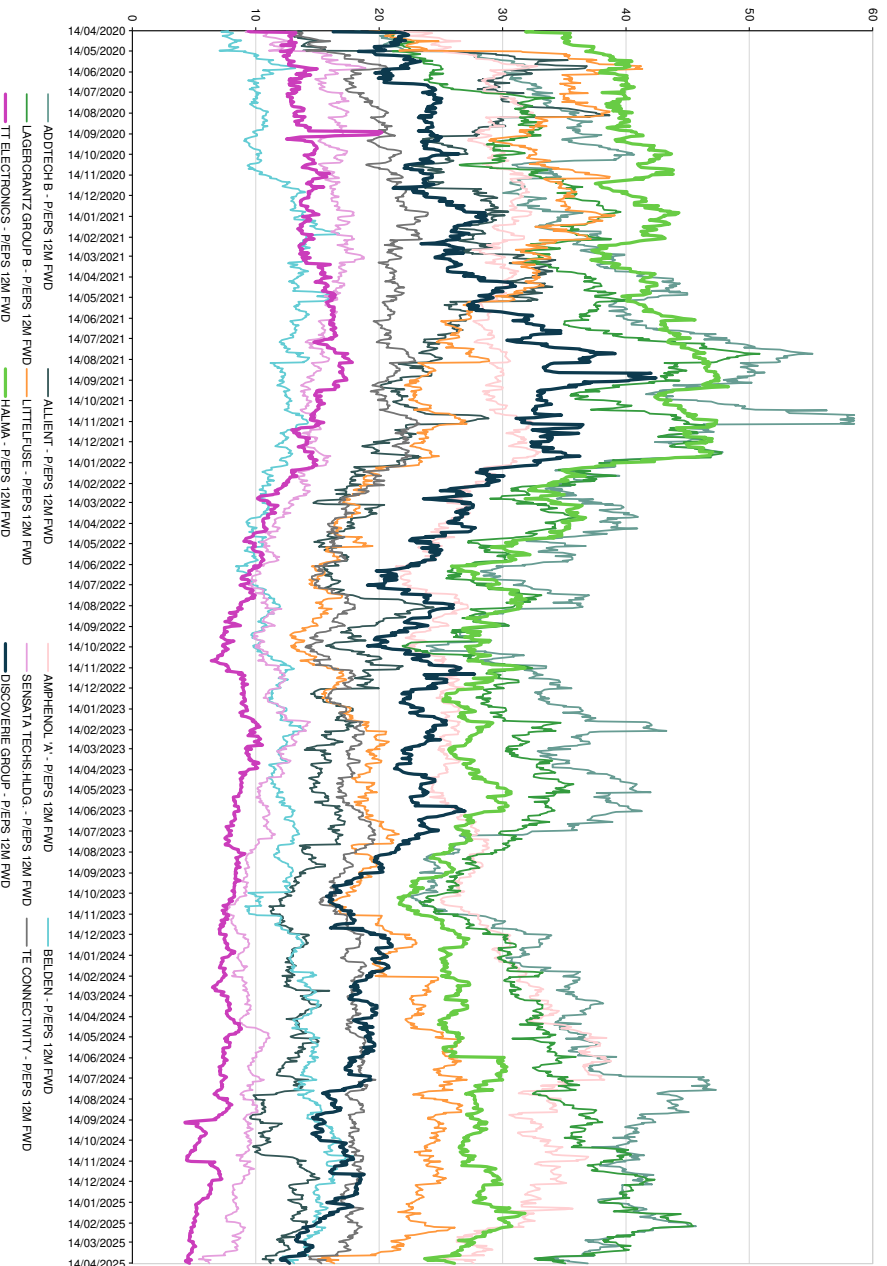
Source: LSEG Data & Analytics (15 April 2025)

Exhibit 11: Peer valuation metrics

	EV/sales (x)		EV/EBITDA (x)		EV/EBIT (x)		P/E (x)		Dividend yield	
	CY	NY	CY	NY	CY	NY	CY	NY	CY	NY
discoverIE	1.4	1.4	8.1	7.8	9.9	9.4	13.5	12.6	2.4%	2.6%
Allient	1.0	1.0	8.2	7.3	16.4	12.8	11.7	10.0	N/A	N/A
Amphenol	4.5	4.1	17.3	15.8	20.4	18.4	28.6	25.5	0.8%	1.0%
Belden	1.7	1.6	9.9	9.2	11.8	10.7	13.5	12.1	0.2%	0.2%
Bel Fuse	1.9	1.8	11.3	9.7	13.7	12.2	14.6	15.4	N/A	N/A
Littelfuse	1.8	1.7	9.1	6.6	12.9	10.0	17.5	13.8	1.9%	2.0%
Sensata	1.6	1.5	6.9	6.4	8.2	7.8	6.4	5.8	N/A	N/A
TE Connectivity	2.6	2.4	10.8	10.1	13.4	12.2	16.2	14.6	2.0%	2.1%
TT electronics	0.4	0.4	4.1	3.4	6.0	4.6	6.9	4.6	7.1%	8.3%
Average	1.9	1.8	9.7	8.6	12.8	11.1	14.4	12.7	2.4%	2.7%
Addtech	3.7	3.5	21.8	20.4	28.6	26.2	38.2	34.7	1.1%	1.2%
Halma	4.6	4.3	19.3	18.0	21.9	20.5	26.8	24.9	0.9%	1.0%
Lagercrantz	4.4	4.1	20.3	18.1	27.6	25.5	36.2	32.8	1.2%	1.3%
Average	4.2	4.0	20.5	18.8	26.0	24.1	33.8	30.8	1.1%	1.2%
Microchip	6.0	4.8	16.8	11.1	25.5	14.6	31.1	15.6	4.9%	5.3%
Texas Instruments	8.5	7.5	18.6	15.2	24.6	19.4	28.6	22.2	3.6%	3.8%
Vishay Intertechnology	0.6	0.6	5.5	3.4	14.8	5.3	18.6	7.4	N/A	N/A
Average	5.0	4.3	13.7	9.9	21.6	13.1	26.1	15.1	4.2%	4.5%
Arrow Electronics	0.3	0.3	7.4	5.7	8.6	6.4	9.8	6.4	N/A	N/A
Avnet	0.3	0.3	8.8	6.5	10.0	7.4	13.6	8.3	2.8%	2.9%
Diploma	4.0	3.8	16.5	15.7	18.7	17.4	24.7	22.8	1.6%	1.6%
Average	1.5	1.4	10.9	9.3	12.4	10.4	16.1	12.5	2.2%	2.3%

Source: LSEG Data & Analytics (15 April 2025)

The chart below shows the forward P/E trend for discoverIE compared to electronics components and industrial equipment suppliers. Most companies have recovered from lows reached in October/November 2023, apart from discoverIE, Sensata and TT Electronics.

Exhibit 12: Forward P/E over five years


Source: LSEG Data & Analytics (15 April)

Exhibit 13: Financial summary

	£m	2021	2022	2023	2024	2025e	2026e
Year end 31 March		IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
PROFIT & LOSS							
Revenue		302.8	379.2	448.9	437.0	423.9	447.0
EBITDA		44.0	56.1	65.4	71.1	73.8	78.3
Normalised operating Profit (before am, SBP and except.)		31.9	44.8	54.3	59.5	61.4	66.0
Underlying operating Profit (before am. and except.)		30.8	41.4	51.8	57.2	60.0	63.6
Amortisation of acquired intangibles		(11.1)	(14.0)	(15.8)	(16.2)	(15.8)	(16.0)
Exceptionals		(2.6)	(6.5)	(1.4)	(9.8)	(1.2)	(2.0)
Share-based payments		(1.1)	(3.4)	(2.5)	(2.3)	(1.4)	(2.4)
Operating Profit		17.1	20.9	34.6	31.2	43.0	45.6
Net Interest		(3.6)	(3.8)	(5.5)	(9.0)	(10.6)	(11.5)
Profit Before Tax (norm)		28.3	41.0	48.8	50.5	50.8	54.5
Profit Before Tax (FRS 3)		13.5	17.1	29.1	22.2	32.4	34.1
Tax		(4.0)	(7.4)	(7.8)	(6.7)	(8.2)	(8.8)
Profit After Tax (norm)		21.6	30.8	36.1	37.9	38.0	40.4
Profit After Tax (FRS 3)		9.5	9.7	21.3	15.5	24.2	25.3
Discontinued operations		2.5	15.5	0.0	0.0	0.0	0.0
Net income (norm)		21.6	30.8	36.1	37.9	38.0	40.4
Net income (FRS 3)		12.0	25.2	21.3	15.5	24.2	25.3
Average number of shares outstanding (m)		88.8	93.0	95.4	95.8	95.9	96.4
EPS - normalised & diluted (p)		23.4	32.1	36.7	38.5	38.5	40.8
EPS - underlying, diluted (p)		22.4	29.4	35.2	36.8	37.5	39.0
EPS - IFRS basic (p)		13.5	27.1	22.3	16.2	25.3	26.2
EPS - IFRS diluted (p)		13.0	26.3	21.7	15.8	24.6	25.5
Dividend per share (p)		10.15	10.80	11.45	12.00	12.50	13.00
EBITDA Margin (%)		14.5	14.8	14.6	16.3	17.4	17.5
Normalised operating margin (before amortisation, SBP and except.) (%)		10.5	11.8	12.1	13.6	14.5	14.8
discoverIE underlying operating margin (%)		10.2	10.9	11.5	13.1	14.2	14.2
BALANCE SHEET							
Fixed Assets		244.6	326.5	335.9	381.0	392.8	381.6
Intangible Assets		190.8	263.3	272.0	329.5	339.1	324.8
Tangible Assets		45.9	45.4	44.4	41.1	43.3	46.4
Deferred tax assets		7.9	17.8	19.5	10.4	10.4	10.4
Current Assets		183.6	266.2	249.8	287.7	269.5	289.4
Stocks		67.7	77.8	90.0	80.1	85.5	90.1
Debtors		84.9	78.0	74.6	88.8	73.2	77.2
Cash		29.2	108.8	83.9	110.8	109.8	121.1
Current Liabilities		(107.8)	(190.3)	(151.2)	(185.4)	(183.3)	(188.2)
Creditors		(102.2)	(114.2)	(107.3)	(101.0)	(98.9)	(103.8)
Lease liabilities		(4.8)	(4.7)	(4.0)	(5.7)	(5.7)	(5.7)
Short-term borrowings		(0.8)	(71.4)	(39.9)	(78.7)	(78.7)	(78.7)
Long-term Liabilities		(112.0)	(112.0)	(130.9)	(181.7)	(172.0)	(161.8)
Long-term borrowings		(75.6)	(67.6)	(86.7)	(136.1)	(131.1)	(126.1)
Lease liabilities		(16.7)	(16.4)	(14.8)	(14.4)	(14.4)	(14.4)
Other long-term liabilities		(19.7)	(28.0)	(29.4)	(31.2)	(26.5)	(21.3)
Net Assets		208.4	290.4	303.6	301.6	307.0	321.0
CASH FLOW							
Operating Cash Flow		56.8	42.5	52.1	66.0	78.8	70.6
Net Interest		(3.1)	(3.3)	(4.8)	(7.7)	(10.1)	(11.0)
Tax		(7.2)	(7.1)	(9.0)	(12.5)	(12.9)	(14.1)
Capex		(3.9)	(6.2)	(5.6)	(4.9)	(7.5)	(8.5)
Acquisitions/disposals		(20.5)	(46.8)	(25.1)	(82.8)	(25.9)	(2.0)
Financing		(6.6)	47.2	(7.5)	(9.3)	(6.6)	(6.6)
Dividends		(2.8)	(9.4)	(10.5)	(11.2)	(11.7)	(12.2)
Net Cash Flow		12.7	16.9	(10.4)	(62.4)	4.1	16.3
Opening net cash/(debt)		(61.3)	(47.2)	(30.2)	(42.7)	(104.0)	(100.0)
HP finance leases initiated		0.0	0.0	0.0	0.0	0.0	0.0
Other		1.4	0.1	(2.1)	1.1	0.0	0.0
Closing net cash/(debt)		(47.2)	(30.2)	(42.7)	(104.0)	(100.0)	(83.7)

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