

# Ten Year Summary

Year ended 31 March 2012

	2012 £000	2011 £000	2010 £000	2009 £000	2008 £000	2007 £000	2006 £000	2005 £000	2004 £000	2003 £000
<b>Results</b>										
Revenue	<b>65,663</b>	61,885	57,995	58,487	56,870	51,248	41,889	33,375	23,830	15,579
Operating profit/(loss) before gains and losses on property assets	<b>35,079</b>	32,058	29,068	30,946	29,342	27,067	21,645	15,030	4,719	(449)
Cash flow from operating activities	<b>27,388</b>	23,534	19,063	10,203	14,388	16,726	16,125	9,664	5,761	2,125
Profit/(loss) before taxation	<b>(35,551)</b>	6,901	10,209	(71,489)	102,618	152,837	118,547	42,836	1,243	(2,294)
Adjusted profit before taxation	<b>23,643</b>	20,207	16,514	13,791	15,006	14,233	12,601	7,791	n/d	n/d
Net assets	<b>494,500</b>	544,949	547,285	502,317	580,886	487,979	244,139	159,168	58,391	58,951
EPRA earnings per share	<b>18.22p</b>	15.49p	12.99p	11.89p	11.72p	10.01p	8.86p	5.53p	n/d	n/d
Declared total dividend per share	<b>10.0p</b>	9.0p	4.0p	nil p	9.5p	9.0p	5.0p	2.0p	1.05p	1.0p
<b>Key statistics</b>										
Number of stores open*	<b>65</b>	62	60	54	48	43	37	32	29	26
Sq ft occupied (000)*	<b>2,458</b>	2,130	1,915	1,775	1,850	1,835	1,672	1,470	1,268	875
Occupancy growth in year (000 sq ft)*	<b>328</b>	215	140	(75)	15	163	202	202	393	325
Number of customers*	<b>36,300</b>	32,800	30,500	28,500	30,500	30,100	27,800	24,600	20,400	13,800
Average no. of employees during the year	<b>279</b>	273	252	239	218	191	178	160	140	116

\* - includes stores operating in Big Yellow Limited Partnership  
Results to 2004 under UK GAAP, 2005 onwards under IFRS.  
n/d – measure not disclosed in that year

The paper used in this report is produced with FSC mixed sources pulp which is partially recyclable, biodegradable, pH Neutral, heavy metal absence and acid-free. It is manufactured within a mill which complies with the international environmental ISO 14001 standard.

Fulmar Colour is FSC certified, PEFC certified and ISO 14001 certified showing that it is committed to all round excellence and improving environmental performance is an important part of this strategy. We aim to reduce at source the effect our operations have on the environment, and are committed to continual improvement, prevention of pollution and compliance with any legislation or industry standards.

Fulmar Colour is a Carbon Neutral Printing Company.



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