

## Analyst Consensus

<b>£m, unless stated</b>	<b>FY19</b>	<b>FY20</b>
<b>Sales</b>	<b>9302</b>	<b>9402</b>
<b>Operating Profit</b>	<b>360</b>	<b>371</b>
Net interest	-33	-34
<b>PBT</b>	<b>327</b>	<b>338</b>
Tax	-76	-81
<b>Profit after tax</b>	<b>251</b>	<b>257</b>
Minorities	-4	-4
Profit for the financial year	247	253
<b>Basic EPS (p)</b>	<b>60.6</b>	<b>63.4</b>
Diluted EPS (p)	59.9	62.6
<b>DPS (p)</b>	<b>26.6</b>	<b>27.3</b>
<b>Net cash/ (debt)</b>	<b>14</b>	<b>77</b>

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Redburn, Geoff Lowery	18/03/2019
JP Morgan, Sam Bland	01/03/2019
HSBC, Paul Rossington	06/03/2019
Berenberg, Ben May	01/03/2019
Barclays, Guarav Jain	21/05/2019
Numis, Simon Bowler	13/03/2019
Zeus, Mike Allen	06/03/2019
Jefferies, James Wheatcroft	30/04/2019

Please note that some analysts may assume that Inchcape will conduct a share buyback programme when producing their individual forecasts.

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