

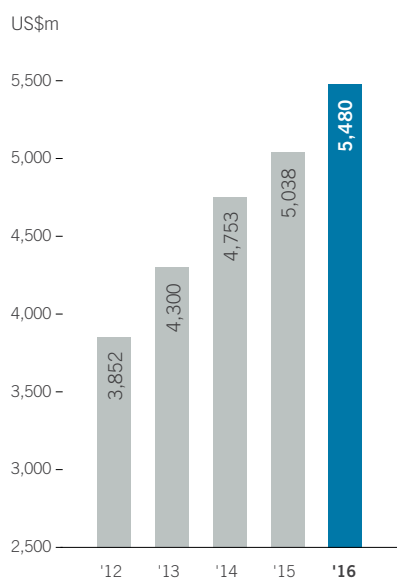
Financial Highlights

	2016 US\$' million	2015 US\$' million	Changes
Revenue	5,480	5,038	+8.8%
Gross profit margin	36.2%	35.7%	+50 bps
EBIT	450	400	+12.6%
Profit attributable to Owners of the Company	409	354	+15.4%
Basic earnings per share (US cents)	22.32	19.37	+15.2%
Dividend per share (approx. US cents)	6.44	5.05	+27.4%

- Revenue increased 8.8% to a record US\$5.5 billion
- Revenue adjusted for foreign currency grew 9.8%
- MILWAUKEE business continues to grow with strong momentum
- RYOBI business delivered double-digit revenue growth

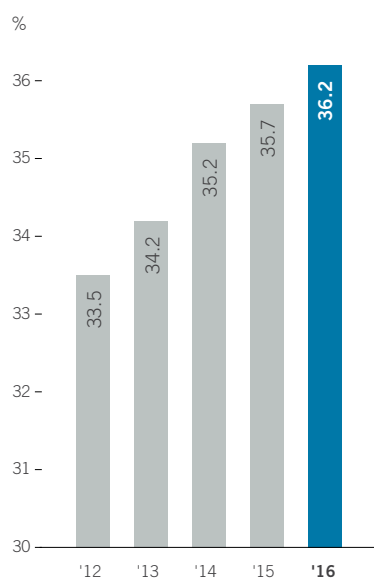
Revenue

US\$ **5,480** million
+8.8%



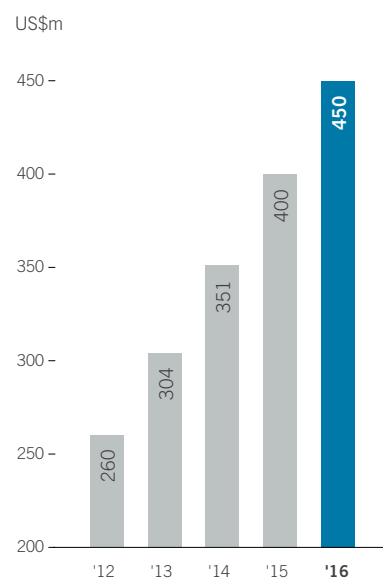
Gross Profit Margin

36.2%
+50 bps

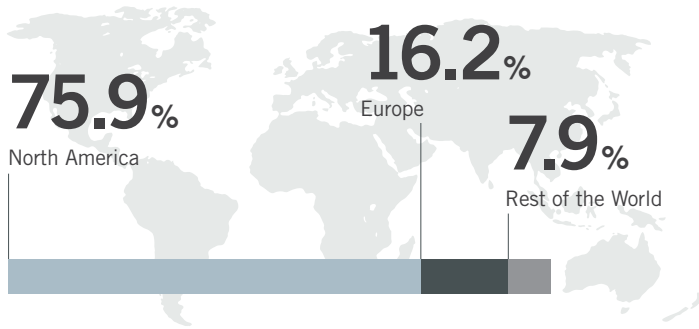


EBIT

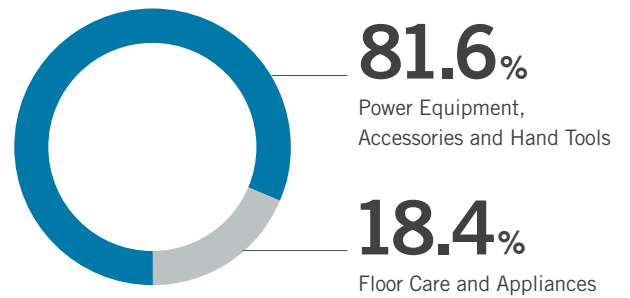
US\$ **450** million
+12.6%



Sales by Location



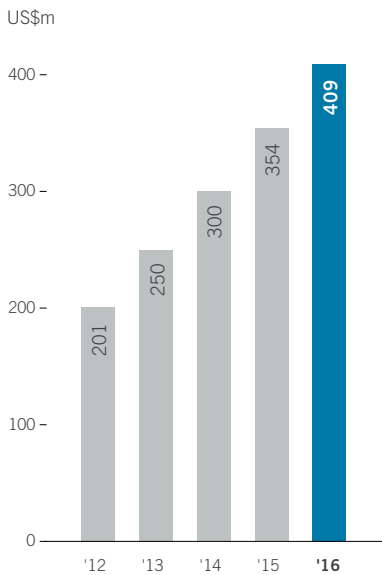
Sales by Business



- Gross margin expanded from 35.7% to 36.2%, an increase of 50 basis points
- Net profit increased 15.4% for the year, delivering double-digit growth for nine consecutive years
- Efficient working capital management at 16.4% of revenue

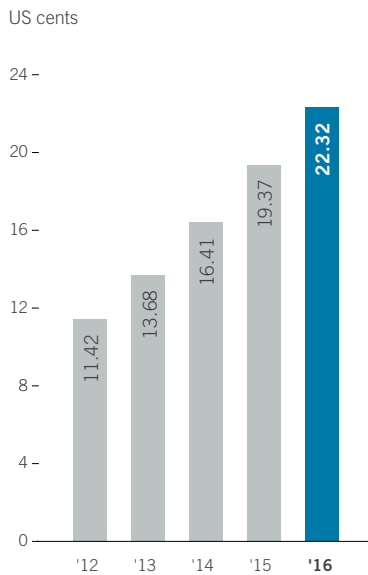
Profit Attributable to Owners of Company

US\$ **409** million
+15.4%



Basic Earnings per Share

US **22.32** cents
+15.2%



Dividend per Share

US **6.44** cents
+27.4%

