

RETAIL
ANALYSIS OF SALES AND PROFITS

	<u>£m 1988</u>		<u>CGR 1988-1993 (% p.a.)</u>	
	<u>SALES</u>	<u>PROFITS</u>	<u>SALES</u>	<u>PROFITS</u>
ARGOS	834	59	17.9	19.3
Jewellers Guild	22	(3)	-	-
BATUS				
Saks	640	57	9.2	15.1
Marshall Field's	565	47	6.7	12.6
Ivey's	154	(1)	12.1	-
Breuners Retail	86	(9)	8.9	-
Breuners Rental	16	-	8.2	-
Corporate, etc.	87	(6)	-	-
BATUS TOTAL	<u>1548</u>	<u>88</u>	<u>8.5</u>	<u>17.7</u>
HORTEN	986	24	3.8	14.0
IMASCO (a)				
Shoppers Drug	36	11	11.4	15.6
Peoples Drug	340	(2)	(1.7)	-
Hardees	324	25	11.3	12.6
UCS	48	2	8.4	13.9
IMASCO TOTAL	<u>748</u>	<u>36</u>	<u>N/A</u>	<u>N/A</u>
TOTAL RETAIL	<u>4138</u>	<u>204</u>	<u>N/A</u>	<u>N/A</u>

(a) 1988 figures show B.A.T Industries' share

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