

The logo for GUS, featuring the letters 'GUS' in a white, serif font against a blue background. The background consists of several overlapping, semi-transparent blue squares of varying shades, creating a grid-like pattern.

Terry Duddy

Chief Executive
Argos Retail Group

Agenda

Argos Retail Group

Terry Duddy

Argos

Kate Swann

Argos Supply Chain

Maria Thompson

ARG Financial Services

Trevor Hilliard

Break

Home Shopping

Paul Loft

Argos Additions

Eugene Brazil

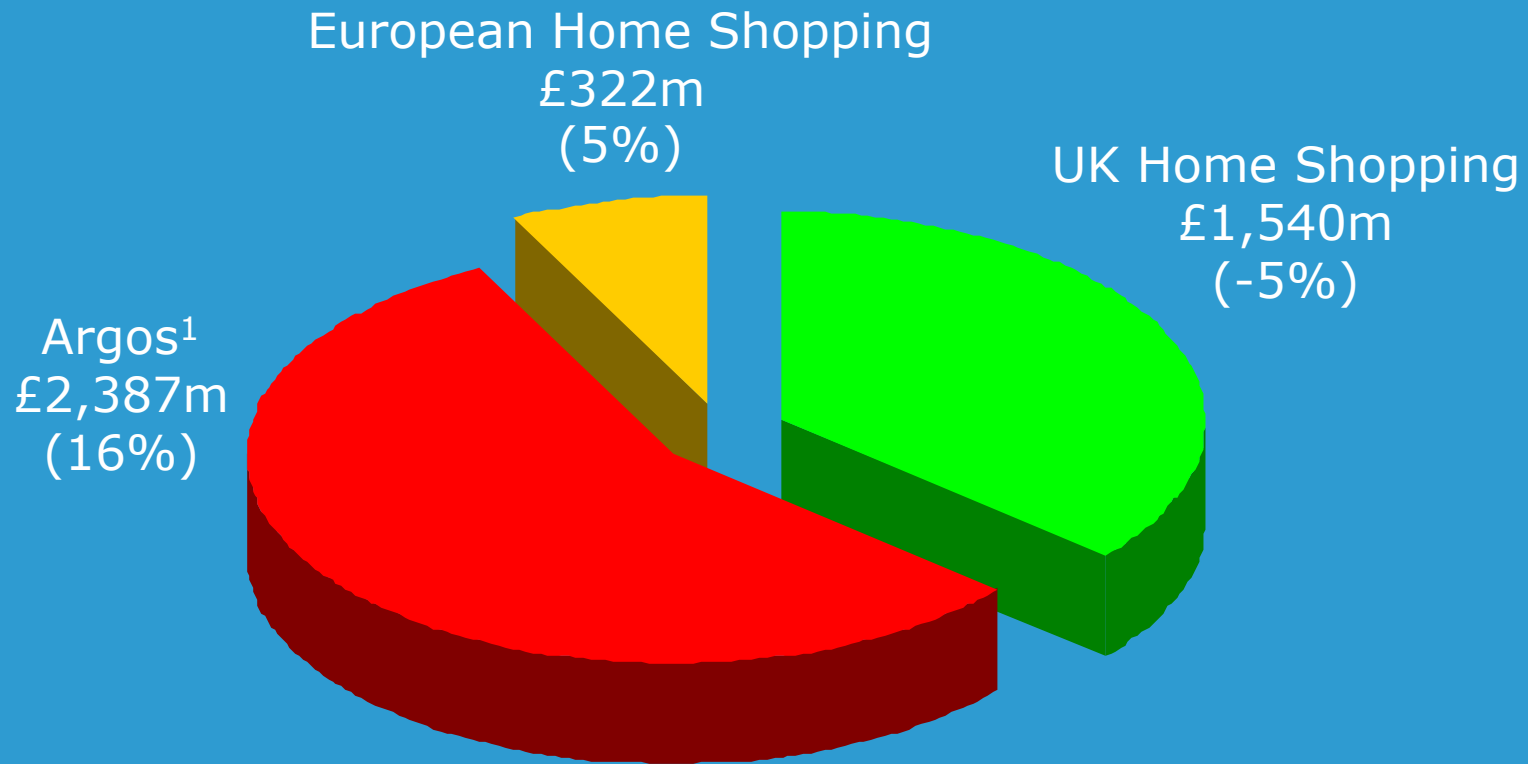
Summary

Terry Duddy

Q&A

ARG Sales

Total sales - £4,250m



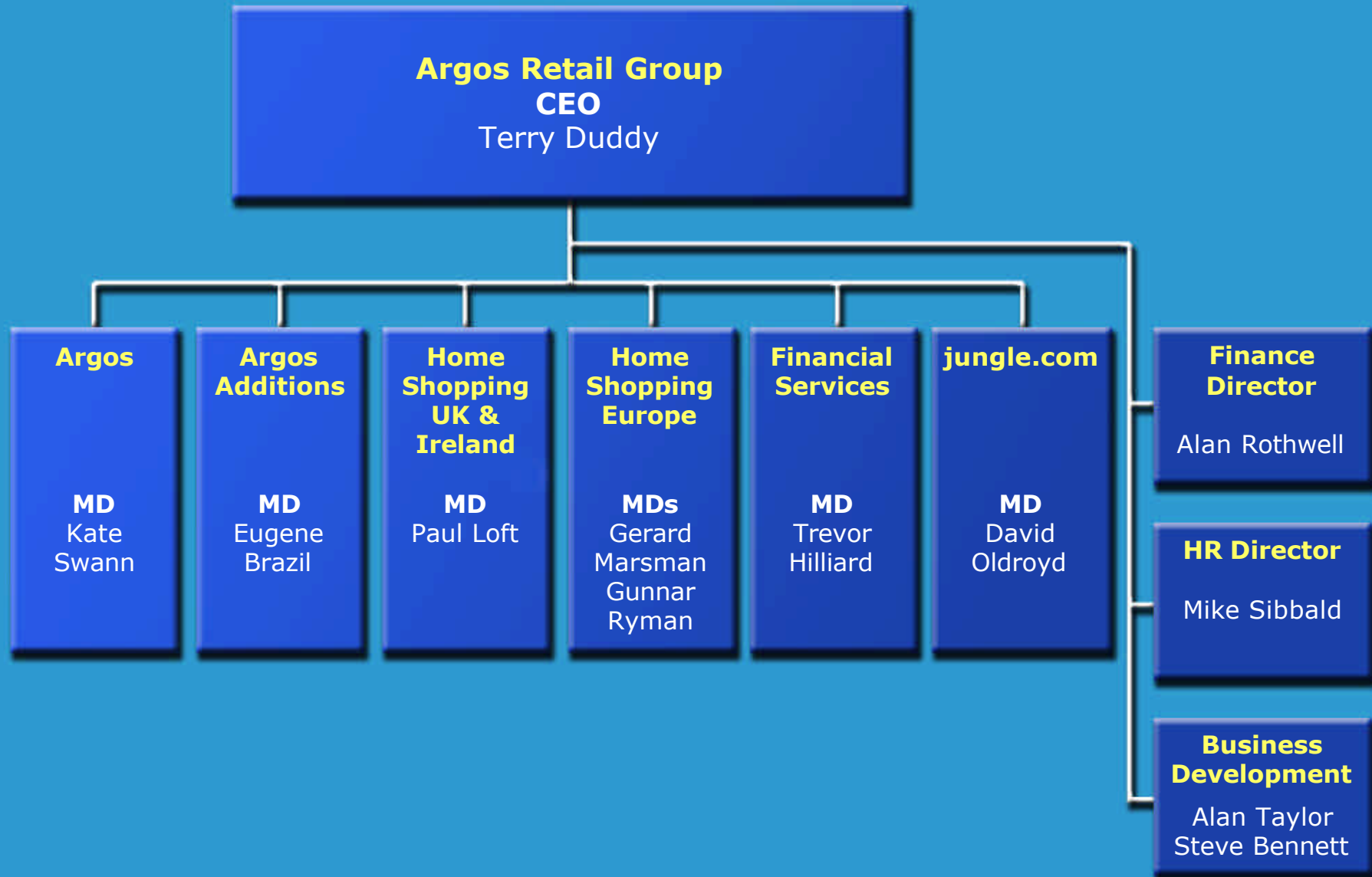
Year to March 2001

¹ Includes Argos Additions and jungle.com
Numbers in brackets is annual underlying growth in 2001

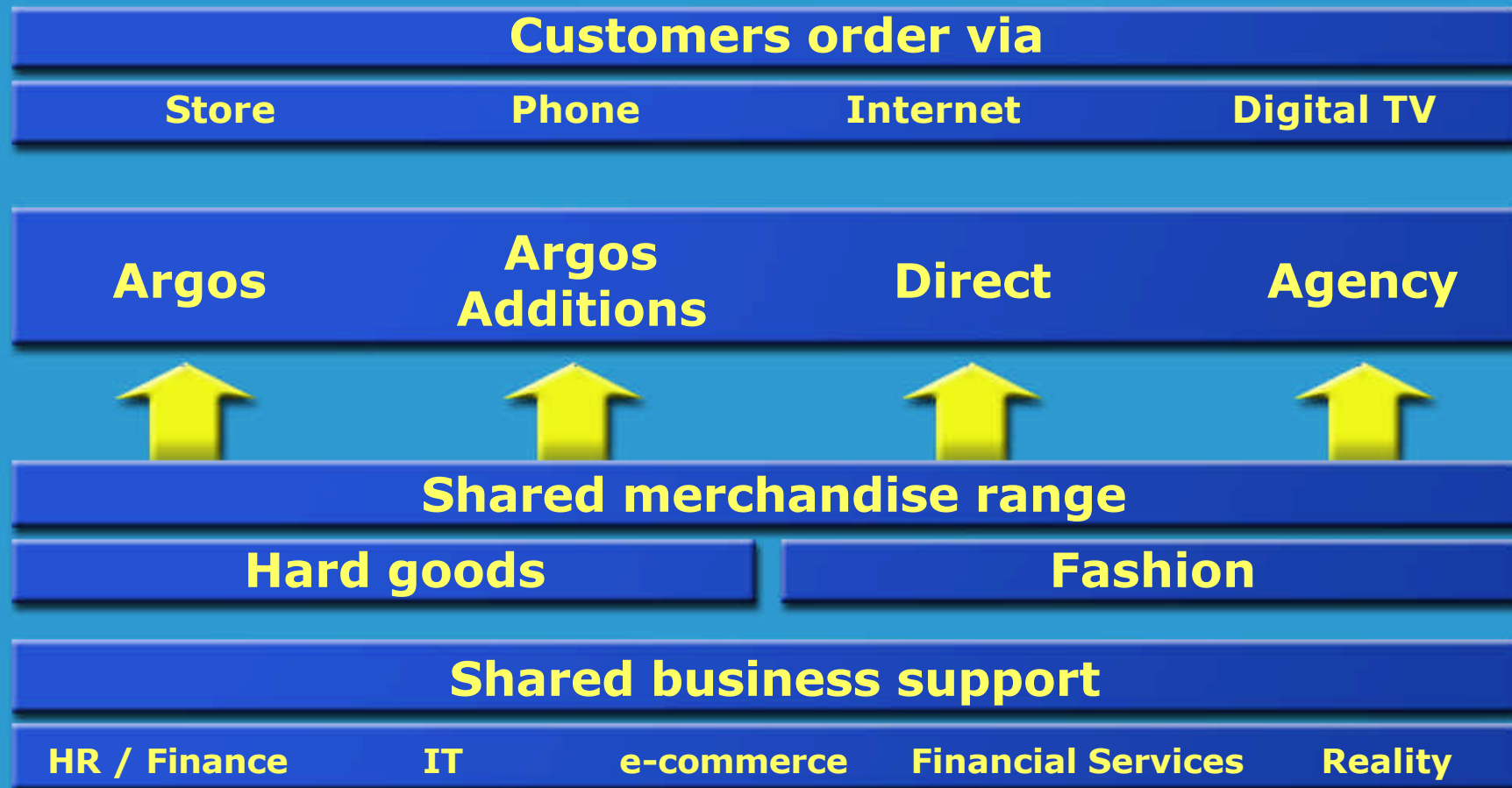
Objectives

- Develop Argos momentum
- Stabilise Home Shopping
- Pursue growth opportunities

ARG Organisation



ARG Multi-brand, Multi-channel Business



ARG Profit

Year to 31 March

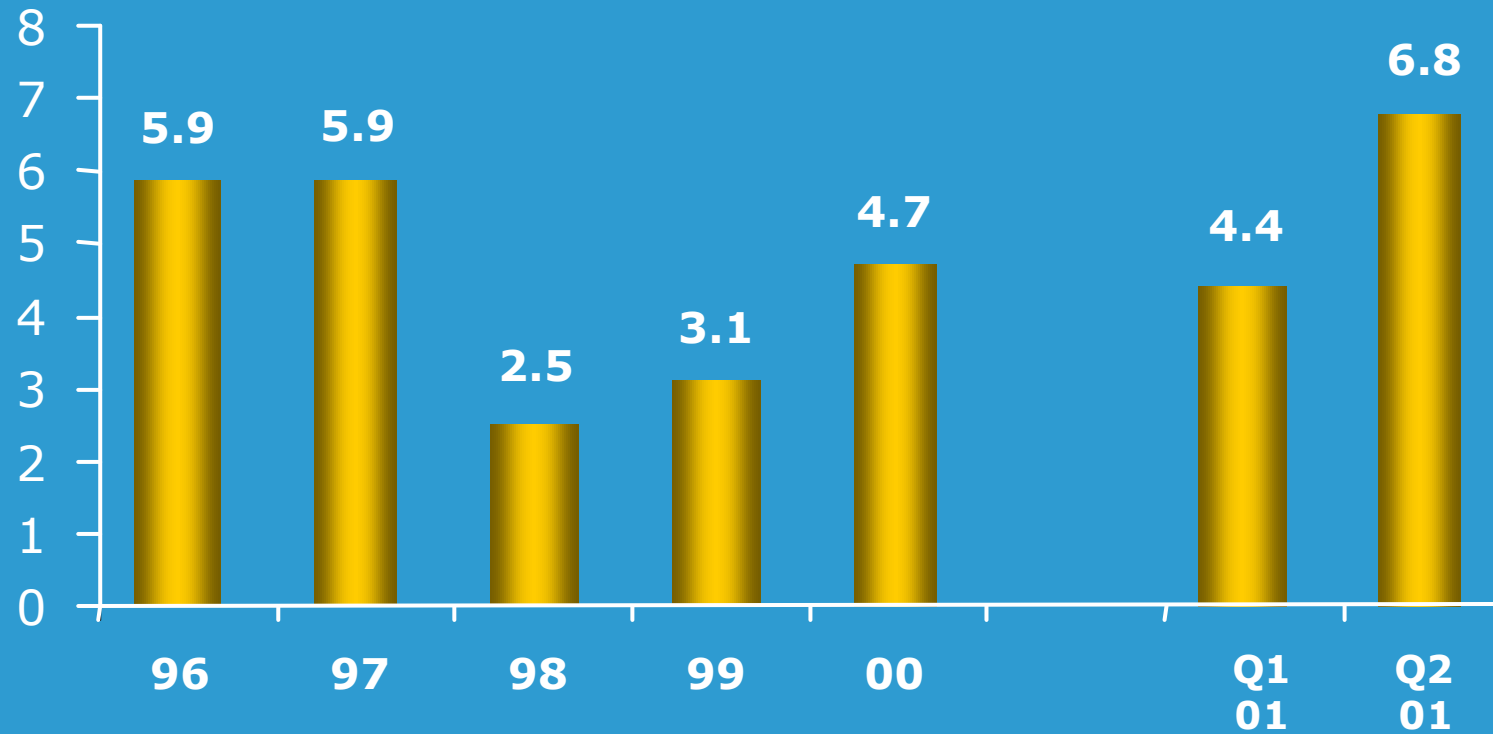
	2001 £m	2000 £m	Investment Spend in 2001 £m
Argos	160.8	137.4	(9.0) ¹
Home Shopping UK	25.1	11.8 ²	-
Financial Services	4.5	14.4	(8.0)
Home Shopping Europe	21.7	25.1	
Total ARG operating profit	212.1	188.7	(17.0)

1 Argos Additions and jungle.com

2 After £11.5m of restructuring charges

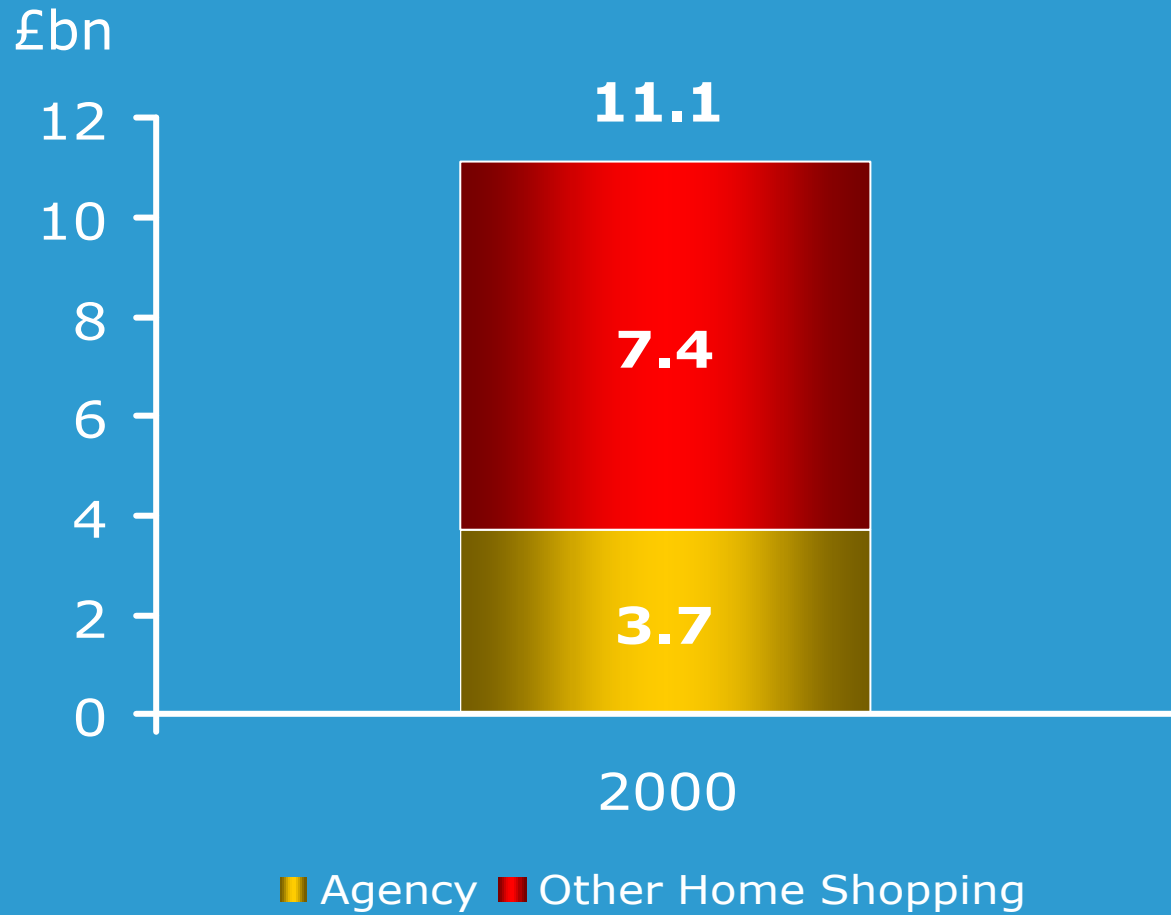
Non-food Market Growth

% growth
in like for like
sales value



Source: British Retail Consortium / KPMG Monitor - like for like growth of non-food, non-clothing market

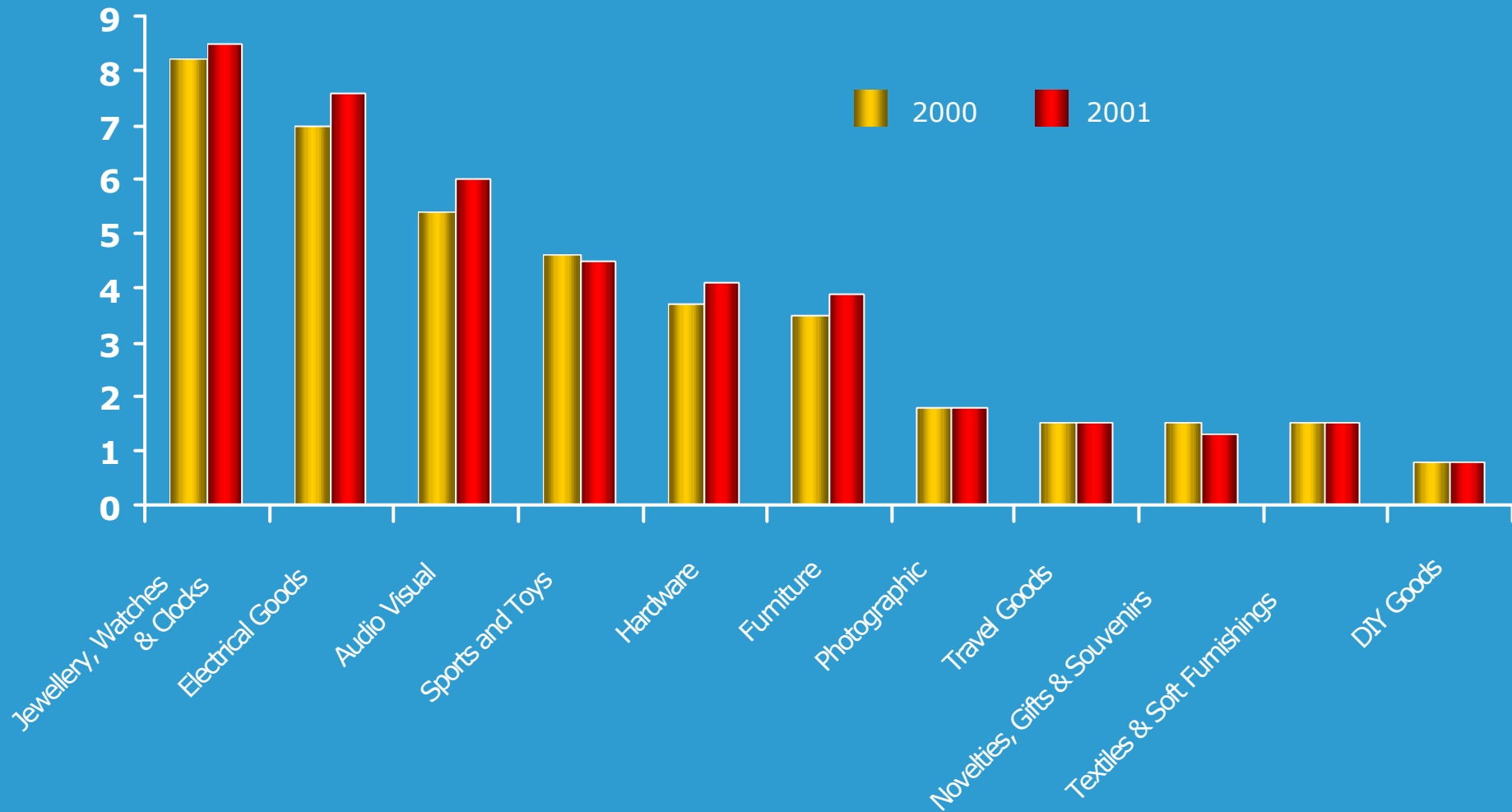
Home Shopping Market Growing



Source: Verdict Retail

ARG Market Share

% Share



Source: ONS and ARG estimates

Summary

- What customers want
- Potential for growth
- Competitive advantage
- Leveraging scale