

Our Company

Inchcape is a leading, independent international automotive distributor and retailer operating in 26 emerging and developed markets. Inchcape has diversified multi-channel revenue streams including sale of new and used vehicles, parts, service, finance and insurance.

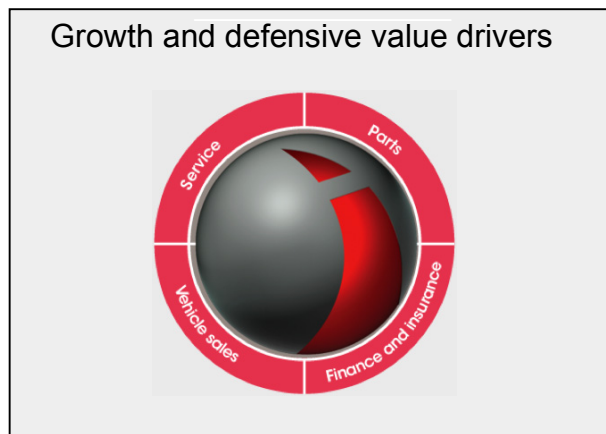
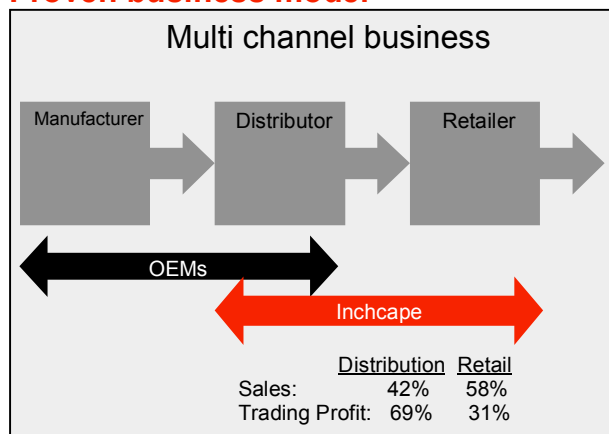
Inchcape's vision is to be the world's most customer-centric automotive retail group and represents some of the world's leading automotive brands, including Audi, BMW/MINI, Jaguar, Land Rover, Mercedes-Benz, Porsche, Subaru.

Inchcape, which has been listed on the London Stock Exchange since 1958 (Ticker: INCH), is headquartered in London and employs around 14,300 people worldwide

Our Vision & Strategy



Proven business model



Premium brand partners

Long standing relationships with a portfolio of the strongest motor manufacturers



Broad geographic spread



Scale operations in 26 markets across both mature and emerging markets. Market leader in 14 of these markets.

Exciting growth opportunities in Asia Pacific and the Emerging markets, where Inchcape generates 65% of its trading profit*

* % Inchcape Trading profit 2006-09

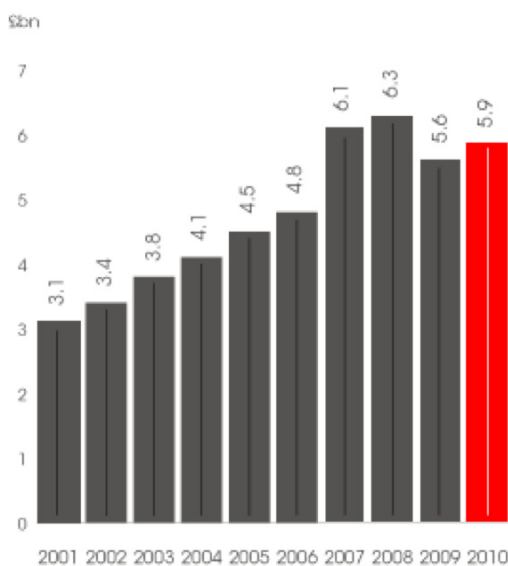
Our Results

In 2010, the Group has delivered a PBT of £214.0m, a robust growth of 38% on 2009, with a strong cash conversion which resulted in a balance sheet with a net cash position of £205.8m.

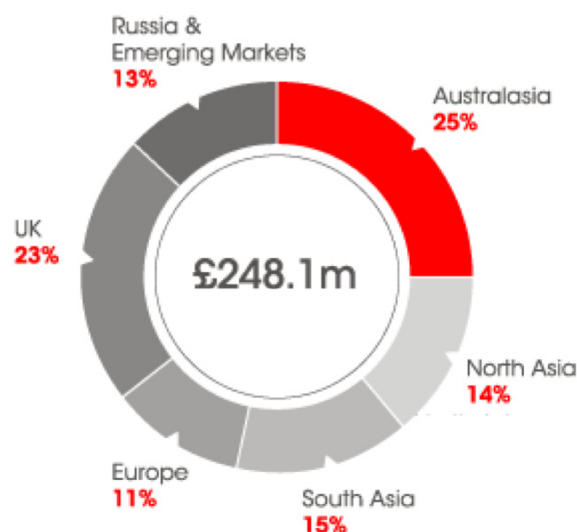
This result demonstrates the strength of Inchcape's unique business model with its portfolio of leading premium brands, broad geographic spread and diversified revenue streams.

Given our robust profit growth, strong cash conversion, the improved financial position of the Group and our confidence in the future, the Board is recommending a final dividend of 6.6p for 2010.

Compound revenue growth of 6.6% over the last 10 years



2010 trading profit



Full Year 2010 Results

£m	2010	2009	change
Revenue	5,885.4	5,583.7	5.4%
Operating profit*	225.5	175.2	28.7%
RoS*	3.8%	3.1%	70bps
PBT*	214.0	155.1	38.0%
Basic adj. EPS*	32.0p	27.1p	18.1%
Net cash	205.8	0.8	

* Adjusted to exclude the impact of exceptional items

Return on sales*

