

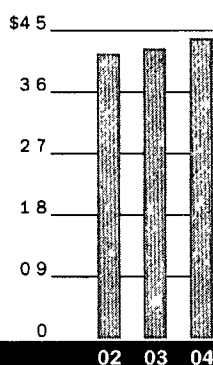
Financial Highlights

(\$ in millions, except per-share data)

	2004	2003	2002
Revenues	\$ 4,462.9	\$ 4,061.4	\$ 3,960.5
Operating earnings before restructuring	496.6	394.6	393.8
Continuing income before restructuring and unusual items	339.8	266.0	243.5
Net income	339.8	148.3	213.7
Diluted Income Per Common Share			
Continuing income before restructuring and unusual items	\$ 3.58	\$ 2.83	\$ 2.60
Net income	3.58	1.58	2.28
Shares used in computation of earnings per share (in millions)	94.8	93.8	93.7
Cash dividends declared per common share	\$ 1.40	\$ 1.40	\$ 1.40
Number of employees	26,900	27,200	28,400
Number of record shareholders	24,526	26,300	26,800
Operating Revenues by Business Segment			
Electrical Products	\$ 3,722.2	\$ 3,358.4	\$ 3,324.9
Tools and Hardware	740.7	703.0	635.6
Operating Earnings by Business Segment Before Restructuring			
Electrical Products	\$ 511.2	\$ 435.1	\$ 400.6
Tools and Hardware	62.7	39.0	27.3
Total assets	\$ 5,340.8	\$ 4,965.3	\$ 4,687.9
Total indebtedness	1,461.6	1,343.3	1,438.6
Shareholders' equity	2,286.5	2,118.2	2,002.4
Return on revenues before restructuring and unusual items	7.6%	6.5%	6.1%
Return on average shareholders' equity	15.4%	7.2%	10.6%
Return on invested capital before restructuring and unusual items	9.7%	8.2%	7.7%
Total debt as a percent of total capitalization	39.0%	38.8%	41.8%

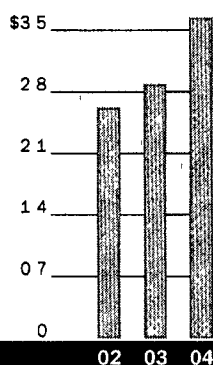
These Financial Highlights contain non-GAAP financial measures. See the reconciliation of these measures to the most directly comparable GAAP measures on page 28 of this Report.

Revenues
(in billions)

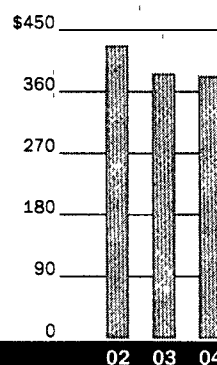


Diluted Earnings Per Share⁽¹⁾

⁽¹⁾ From continuing operations before restructuring and unusual items



Free Cash Flow
(in millions)



Debt-to-Total-Capitalization Ratio
(in percent)

