

Summary 1991 to 2000

| | 1990/91 | 1991/92 | 1992/93 | 1993/94 | 1994/95 |
|---|---------|---------|---------|---------|---------|
| Turnover | 81,869 | 94,547 | 116,145 | 135,318 | 153,739 |
| Overseas sales | 34,203 | 44,311 | 59,808 | 74,976 | 90,045 |
| Profit before taxation, exceptional items and goodwill amortisation | 13,255 | 15,514 | 20,891 | 25,075 | 29,234 |
| Net tangible assets | 32,445 | 38,404 | 46,064 | 55,518 | 63,833 |
| Borrowings | 7,081 | 8,424 | 8,726 | 6,898 | 7,096 |
| Cash and short-term deposits | 8,100 | 12,701 | 17,248 | 16,794 | 19,759 |
| Employees | 1,718 | 1,841 | 1,902 | 2,099 | 2,226 |
| Earnings per ordinary share (Notes 1 and 2) | 2.16p | 2.92p | 4.19p | 4.79p | 5.59p |
| Earnings per ordinary share before exceptional items and goodwill amortisation (Note 1) | 2.87p | 3.25p | 4.19p | 4.79p | 5.59p |
| Year on year (decrease)/increase in earnings per ordinary share before exceptional items and goodwill amortisation | (6.8%) | 13.2% | 28.9% | 14.3% | 16.7% |
| Net tangible assets per ordinary share (Note 1) | 9.8p | 11.2p | 13.2p | 15.6p | 17.9p |
| Year on year increase/(decrease) in net tangible assets per ordinary share | 5.4% | 14.3% | 17.9% | 18.2% | 14.7% |
| Profit before taxation, exceptional items and goodwill amortisation as a % of turnover | 16.2% | 16.4% | 18.0% | 18.5% | 19.0% |
| Return on capital employed (Note 3) | 40.9% | 40.4% | 45.4% | 45.2% | 45.8% |
| Year on year increase in dividends per ordinary share | 27% | 25% | 20% | 20% | 20% |
| Ordinary share price at financial year end (Note 1) | 50p | 68p | 108p | 127p | 113p |
| Market capitalisation at financial year end | £163.7m | £229.8m | £375.2m | £446.9m | £401.5m |

Notes:

1. Restated for the capitalisation issues made in 1991, 1993, 1995 and 1997.
2. Earnings per ordinary share figures have been restated where appropriate on an FRS3 basis for items previously disclosed as extraordinary.
3. Return on capital employed is defined as profit before taxation, exceptional items and goodwill amortisation expressed as a % of net tangible assets.

£000

| 1995/96 | 1996/97 | 1997/98 | 1998/99 | 1999/00 |
|---------|---------|---------|---------|---------|
| 173,652 | 200,140 | 213,777 | 217,758 | 233,485 |
| 104,432 | 119,235 | 126,863 | 134,189 | 150,727 |
| 33,619 | 37,076 | 42,391 | 41,823 | 43,751 |

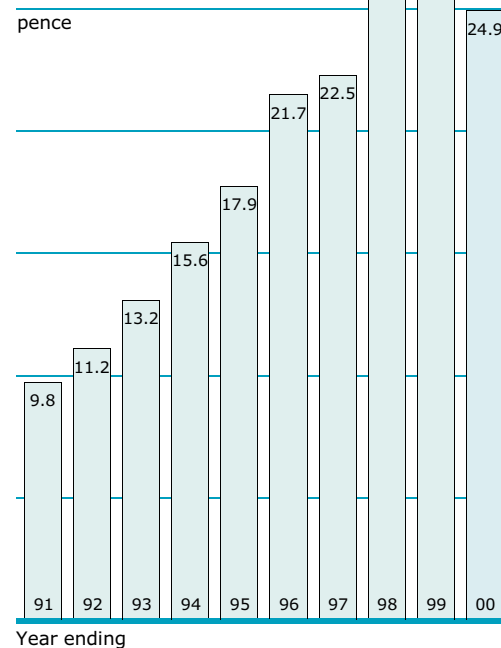
| | | | | |
|--------|--------|--------|---------|--------|
| 77,650 | 81,209 | 98,249 | 102,101 | 89,755 |
| 8,350 | 3,763 | 2,784 | 7,730 | 14,700 |
| 27,459 | 13,447 | 22,639 | 29,894 | 21,900 |
| 2,384 | 2,677 | 2,861 | 2,827 | 2,975 |

| | | | | |
|-------|-------|-------|-------|-------|
| 6.44p | 7.01p | 6.87p | 7.91p | 6.08p |
| 6.44p | 7.01p | 8.26p | 7.99p | 8.41p |

| | | | | |
|-------|-------|-------|--------|---------|
| 15.2% | 8.9% | 17.8% | (3.3%) | 5.3% |
| 21.7p | 22.5p | 27.1p | 28.2p | 24.9p |
| 21.2% | 3.7% | 20.4% | 4.1% | (11.7%) |
| 19.4% | 18.5% | 19.8% | 19.2% | 18.7% |
| 43.3% | 45.7% | 43.1% | 41.0% | 48.7% |
| 20% | 20% | 20% | 20% | 20% |

| | | | | |
|---------|---------|---------|---------|---------|
| 138p | 134p | 124p | 92p | 95p |
| £492.1m | £479.2m | £447.3m | £330.6m | £340.1m |

Net tangible assets per share



Profit before taxation, exceptional items and goodwill amortisation

