

Summary 1992 to 2001

	1991/92	1992/93	1993/94	1994/95	1995/96
Turnover	94,547	116,145	135,318	153,739	173,652
Overseas sales	44,311	59,808	74,976	90,045	104,432
Profit before taxation, goodwill amortisation and exceptional items	15,514	20,891	25,075	29,234	33,619
Net tangible assets	38,404	46,064	55,518	63,833	77,650
Borrowings	8,424	8,726	6,898	7,096	8,350
Cash and short-term deposits	12,701	17,248	16,794	19,759	27,459
Employees	1,841	1,902	2,099	2,226	2,384
Earnings per ordinary share (Notes 1 and 2)	2.92p	4.19p	4.79p	5.59p	6.44p
Earnings per ordinary share before goodwill amortisation and exceptional items (Note 1)	3.25p	4.19p	4.79p	5.59p	6.44p
Year on year increase/(decrease) in earnings per ordinary share before goodwill amortisation and exceptional items	13.2%	28.9%	14.3%	16.7%	15.2%
Net tangible assets per ordinary share (Note 1)	11.2p	13.2p	15.6p	17.9p	21.7p
Year on year increase/(decrease) in net tangible assets per ordinary share	14.3%	17.9%	18.2%	14.7%	21.2%
Profit before taxation, goodwill amortisation and exceptional items as a % of turnover	16.4%	18.0%	18.5%	19.0%	19.4%
Return on capital employed (Note 3)	40.4%	45.4%	45.2%	45.8%	43.3%
Year on year increase in dividends per ordinary share	25%	20%	20%	20%	20%
Ordinary share price at financial year end (Note 1)	68p	108p	127p	113p	138p
Market capitalisation at financial year end	£229.8m	£375.2m	£446.9m	£401.5m	£492.1m

Notes:

1. Restated for the capitalisation issues made in 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, goodwill amortisation and exceptional items expressed as a % of net tangible assets.

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1996/97	1997/98	1998/99	1999/00	2000/01
200,140	213,777	217,758	233,485	268,322
119,235	126,863	134,189	150,727	181,831
37,076	42,391	41,823	43,751	49,698

81,209	98,249	102,101	89,755	102,874
3,763	2,784	7,730	14,700	7,758
13,447	22,639	29,894	21,900	21,484
2,677	2,861	2,827	2,975	3,059

7.01p	6.87p	7.91p	6.08p	9.10p
7.01p	8.26p	7.99p	8.41p	9.52p

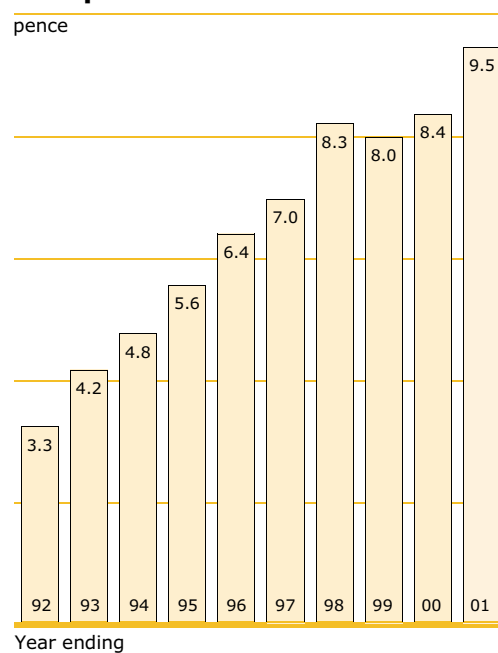
8.9%	17.8%	(3.3%)	5.3%	13.2%
22.5p	27.1p	28.2p	24.9p	28.5p

3.7%	20.4%	4.1%	(11.7%)	14.5%
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18.5%	19.8%	19.2%	18.7%	18.5%
45.7%	43.1%	41.0%	48.7%	48.3%
20%	20%	20%	20%	15%

134p	124p	92p	95p	129p
£479.2m	£447.3m	£330.6m	£340.1m	£465.7m

Earnings per share before goodwill amortisation and exceptional items



Net tangible assets per share

