

## Summary 1993 to 2002

|   | 1992/93 | 1993/94 | 1994/95 | 1995/96 | 1996/97 |
|---|---------|---------|---------|---------|---------|
| <b>Turnover</b>   | 116,145 | 135,318 | 153,739 | 173,652 | 200,140 |
| <b>Overseas sales</b>   | 59,808  | 74,976  | 90,045  | 104,432 | 119,235 |
| <b>Profit before taxation, goodwill amortisation and exceptional items</b>  | 20,891  | 25,075  | 29,234  | 33,619  | 37,076  |
| <b>Net tangible assets (note 1)</b>   | 46,064  | 55,518  | 63,833  | 77,650  | 81,209  |
| <b>Borrowings</b>   | 8,726   | 6,898   | 7,096   | 8,350   | 3,763   |
| <b>Cash and short-term deposits</b>   | 17,248  | 16,794  | 19,759  | 27,459  | 13,447  |
| <b>Employees</b>  | 1,902   | 2,099   | 2,226   | 2,384   | 2,677   |
| <b>Earnings per ordinary share (Notes 1, 2 and 3)</b>   | 4.19p   | 4.79p   | 5.59p   | 6.44p   | 7.01p   |
| <b>Earnings per ordinary share before goodwill amortisation and exceptional items (Notes 1 and 2)</b>                     | 4.19p   | 4.79p   | 5.59p   | 6.44p   | 7.01p   |
| <b>Year on year increase/(decrease) in earnings per ordinary share before goodwill amortisation and exceptional items</b> | 28.9%   | 14.3%   | 16.7%   | 15.2%   | 8.9%    |
| <b>Net tangible assets per ordinary share (Notes 1 and 2)</b>   | 13.2p   | 15.6p   | 17.9p   | 21.7p   | 22.5p   |
| <b>Year on year increase/(decrease) in net tangible assets per ordinary share</b>   | 17.9%   | 18.2%   | 14.7%   | 21.2%   | 3.7%    |
| <b>Profit before taxation, goodwill amortisation and exceptional items as a % of turnover</b>                             | 18.0%   | 18.5%   | 19.0%   | 19.4%   | 18.5%   |
| <b>Return on capital employed (Note 4)</b>  | 45.4%   | 45.2%   | 45.8%   | 43.3%   | 45.7%   |
| <b>Year on year increase in dividends per ordinary share</b>  | 20%     | 20%     | 20%     | 20%     | 20%     |
| <b>Ordinary share price at financial year end (Note 2)</b>  | 108p    | 127p    | 113p    | 138p    | 134p    |
| <b>Market capitalisation at financial year end</b>  | £375.2m | £446.9m | £401.5m | £492.1m | £479.2m |

### Notes:

- Figures for 2000/01 have been restated to reflect the change in accounting policy relating to deferred tax following the adoption of FRS19 in 2001/02. Earlier figures have not been restated.
- Restated for the capitalisation issues made in 1993, 1995 and 1997.
- Earnings per ordinary share figures have been restated where appropriate on an FRS3 basis for items previously disclosed as extraordinary.
- Return on capital employed is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a % of net tangible assets.

## £000

| 1997/98 | 1998/99 | 1999/00 | 2000/01 | 2001/02 |
|---------|---------|---------|---------|---------|
| 213,777 | 217,758 | 233,485 | 268,322 | 267,597 |
| 126,863 | 134,189 | 150,727 | 181,831 | 183,259 |
| 42,391  | 41,823  | 43,751  | 49,698  | 48,255  |

|        |         |        |        |         |
|--------|---------|--------|--------|---------|
| 98,249 | 102,101 | 89,755 | 99,991 | 117,515 |
| 2,784  | 7,730   | 14,700 | 7,758  | 15,047  |
| 22,639 | 29,894  | 21,900 | 21,484 | 45,657  |
| 2,861  | 2,827   | 2,975  | 3,059  | 2,859   |

|       |       |       |       |       |
|-------|-------|-------|-------|-------|
| 6.87p | 7.91p | 6.08p | 8.91p | 8.58p |
| 8.26p | 7.99p | 8.41p | 9.34p | 9.10p |

|       |        |       |       |        |
|-------|--------|-------|-------|--------|
| 17.8% | (3.3%) | 5.3%  | 11.1% | (2.6%) |
| 27.1p | 28.2p  | 24.9p | 27.7p | 32.2p  |

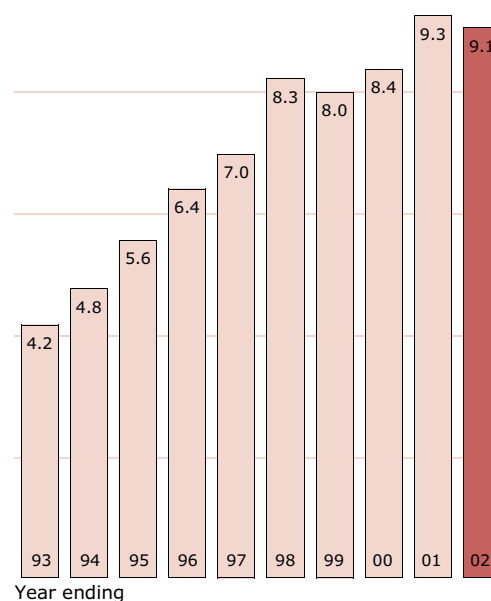
|       |      |         |       |       |
|-------|------|---------|-------|-------|
| 20.4% | 4.1% | (11.7%) | 11.2% | 16.2% |
|-------|------|---------|-------|-------|

|       |       |       |       |       |
|-------|-------|-------|-------|-------|
| 19.8% | 19.2% | 18.7% | 18.5% | 18.0% |
| 43.1% | 41.0% | 48.7% | 49.7% | 41.1% |
| 20%   | 20%   | 20%   | 15%   | 15%   |

|         |         |         |         |         |
|---------|---------|---------|---------|---------|
| 124p    | 92p     | 95p     | 129p    | 164p    |
| £447.3m | £330.6m | £340.1m | £465.7m | £598.2m |

## Earnings per share before goodwill amortisation and exceptional items

pence



## Net tangible assets per share

pence

