

Summary 1994 to 2003

	93/94	94/95	95/96	96/97	97/98	98/99
Turnover	135,318	153,739	173,652	200,140	213,777	217,758
Overseas sales	74,976	90,045	104,432	119,235	126,863	134,189
Profit before taxation, goodwill amortisation and exceptional items	25,075	29,234	33,619	37,076	42,391	41,823
Net tangible assets	55,518	63,833	77,650	81,209	98,249	102,101
Borrowings	6,898	7,096	8,350	3,763	2,784	7,730
Cash and short-term deposits	16,794	19,759	27,459	13,447	22,639	29,894
Employees	2,099	2,226	2,384	2,677	2,861	2,827
Earnings per ordinary share (Note 1)	4.79p	5.59p	6.44p	7.01p	6.87p	7.91p
Earnings per ordinary share before goodwill amortisation and exceptional items (Note 1)	4.79p	5.59p	6.44p	7.01p	8.26p	7.99p
Year on year increase/(decrease) in earnings per ordinary share before goodwill amortisation and exceptional items	14.3%	16.7%	15.2%	8.9%	17.8%	(3.3%)
Net tangible assets per ordinary share (Note 1)	15.6p	17.9p	21.7p	22.5p	27.1p	28.2p
Year on year increase/(decrease) in net tangible assets per ordinary share	18.2%	14.7%	21.2%	3.7%	20.4%	4.1%
Profit before taxation, goodwill amortisation and exceptional items as a % of turnover	18.5%	19.0%	19.4%	18.5%	19.8%	19.2%
Return on capital employed (Note 2)	45.2%	45.8%	43.3%	45.7%	43.1%	41.0%
Year on year increase in dividends per ordinary share	20%	20%	20%	20%	20%	20%
Ordinary share price at financial year end (Note 1)	127p	113p	138p	134p	124p	92p
Market capitalisation at financial year end	£446.9m	£401.5m	£492.1m	£479.2m	£447.3m	£330.6m

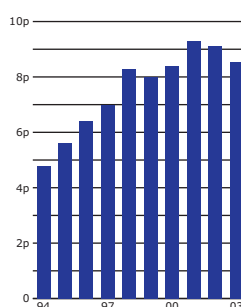
Notes:

1. Restated for the capitalisation issues made in 1995 and 1997.
2. Return on capital employed is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a % of net tangible assets.
3. Figures prior to 2001/02 have not been restated for the adoption of FRS 19.

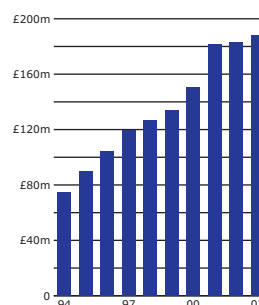
£000

99/00	00/01	01/02	02/03
233,485	268,322	267,597	267,293
150,727	181,831	183,259	188,161
43,751	49,698	48,255	46,508
89,755	99,991	117,515	86,854
14,700	7,758	15,047	27,667
21,900	21,484	45,657	27,574
2,975	3,059	2,859	2,793
6.08p	8.91p	8.58p	7.76p
8.41p	9.34p	9.10p	8.55p
5.3%	11.1%	(2.6%)	(6.0%)
24.9p	27.7p	32.2p	23.8p
(11.7%)	11.2%	16.2%	(26.1%)
18.7%	18.5%	18.0%	17.4%
48.7%	49.7%	41.1%	53.5%
20%	15%	15%	10%
95p	129p	164p	114p
£340.1m	£465.7m	£598.2m	£416.7m

Earnings per share
(before goodwill amortisation
and exceptional items)



Overseas sales



Net tangible
assets per share

