

Summary 1995 to 2004

	94/95	95/96	96/97	97/98	98/99	99/00
Turnover	153,739	173,652	200,140	213,777	217,758	233,485
Overseas sales	90,045	104,432	119,235	126,863	134,189	150,727
Profit before taxation, goodwill amortisation and exceptional items	29,234	33,619	37,076	42,391	41,823	43,751
Net tangible assets	63,833	77,650	81,209	98,249	102,101	89,755
Borrowings	7,096	8,350	3,763	2,784	7,730	14,700
Cash and short-term deposits	19,759	27,459	13,447	22,639	29,894	21,900
Employees	2,226	2,384	2,677	2,861	2,827	2,975
Earnings per ordinary share (Note 1)	5.59p	6.44p	7.01p	6.87p	7.91p	6.08p
Earnings per ordinary share before goodwill amortisation and exceptional items (Note 1)	5.59p	6.44p	7.01p	8.26p	7.99p	8.41p
Year on year increase/(decrease) in earnings per ordinary share before goodwill amortisation and exceptional items	16.7%	15.2%	8.9%	17.8%	(3.3)%	5.3%
Net tangible assets per ordinary share (Note 1)	17.9p	21.7p	22.5p	27.1p	28.2p	24.9p
Year on year increase/(decrease) in net tangible assets per ordinary share	14.7%	21.2%	3.7%	20.4%	4.1%	(11.7%)
Return on sales (Note 2)	19.0%	19.4%	18.5%	19.8%	19.2%	18.7%
Return on capital employed (Note 3)	45.8%	43.3%	45.7%	43.1%	41.0%	48.7%
Year on year increase in dividends per ordinary share	20%	20%	20%	20%	20%	20%
Ordinary share price at financial year end (Note 1)	113p	138p	134p	124p	92p	95p
Market capitalisation at financial year end	£401.5m	£492.1m	£479.2m	£447.3m	£330.6m	£340.1m

Notes:

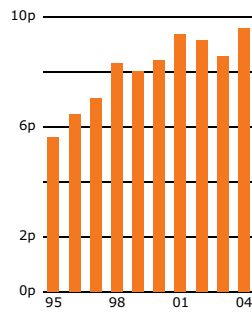
1. Restated for the capitalisation issues made in 1995 and 1997.
2. Return on sales is defined as profit before taxation, goodwill amortisation and exceptional items as a % of turnover.
3. Return on capital employed is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a % of net tangible assets (being equity shareholders' funds less intangible assets).
4. Figures prior to 2000/01 have not been restated for the adoption of FRS 19.

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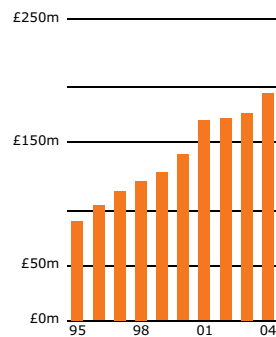
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00/01	01/02	02/03	03/04
268,322	267,597	267,293	292,640
181,831	183,259	188,161	206,102
49,698	48,255	46,508	50,284
99,991	117,515	86,854	95,935
7,758	15,047	27,667	26,934
21,484	45,657	27,574	48,482
3,059	2,859	2,793	2,925
8.91p	8.58p	7.76p	6.09p
9.34p	9.10p	8.55p	9.44p
11.1%	(2.6%)	(6.0%)	10.4%
27.7p	32.2p	23.8p	26.2p
11.2%	16.2%	(26.1%)	10.1%
18.5%	18.0%	17.4%	17.2%
49.7%	41.1%	53.5%	52.4%
15%	15%	10%	7%
129p	164p	114p	149p
£465.7m	£598.2m	£416.7m	£546.5m

Earnings per share
(before goodwill amortisation
and exceptional items)



Overseas sales



Net tangible assets
per share

