

Summary 1996 to 2005

	95/96	96/97	97/98	98/99	99/00	00/01
Turnover	173,652	200,140	213,777	217,758	233,485	268,322
Overseas sales	104,432	119,235	126,863	134,189	150,727	181,831
Profit before taxation, goodwill amortisation and exceptional items	33,619	37,076	42,391	41,823	43,751	49,698
Net tangible assets	77,650	81,209	98,249	102,101	89,755	99,991
Borrowings	8,350	3,763	2,784	7,730	14,700	7,758
Cash and short-term deposits	27,459	13,447	22,639	29,894	21,900	21,484
Employees	2,384	2,677	2,861	2,827	2,975	3,059
Earnings per ordinary share (Note 1)	6.44p	7.01p	6.87p	7.91p	6.08p	8.91p
Earnings per ordinary share before goodwill amortisation and exceptional items (Note 1)	6.44p	7.01p	8.26p	7.99p	8.41p	9.34p
Year on year increase/(decrease) in earnings per ordinary share before goodwill amortisation and exceptional items	15.2%	8.9%	17.8%	(3.3%)	5.3%	11.1%
Net tangible assets per ordinary share (Note 1)	21.7p	22.5p	27.1p	28.2p	24.9p	27.7p
Year on year increase/(decrease) in net tangible assets per ordinary share	21.2%	3.7%	20.4%	4.1%	(11.7%)	11.2%
Return on sales (Note 2)	19.4%	18.5%	19.8%	19.2%	18.7%	18.5%
Return on capital employed (Note 3)	43.3%	45.7%	43.1%	41.0%	48.7%	49.7%
Year on year increase in dividends per ordinary share	20%	20%	20%	20%	20%	15%
Ordinary share price at financial year end (Note 1)	138p	134p	124p	92p	95p	129p
Market capitalisation at financial year end	£492.1m	£479.2m	£447.3m	£330.6m	£340.1m	£465.7m

Notes:

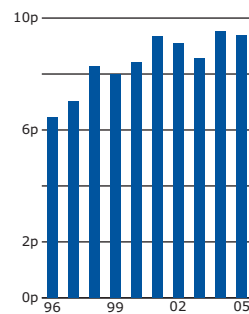
1. Restated for the capitalisation issue made in 1997.
2. Return on sales is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a percentage of turnover.
3. Return on capital employed is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a percentage 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 (Deferred Taxation).

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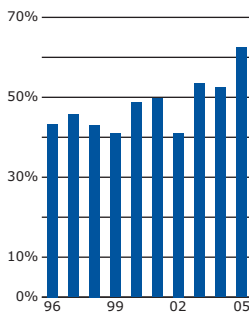
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01/02	02/03	03/04	04/05
267,597	267,293	292,640	299,119
183,259	188,161	206,102	218,745
48,255	46,508	50,284	50,389
117,515	86,854	95,935	80,750
15,047	27,667	26,934	33,344
45,657	27,574	48,482	45,348
2,859	2,793	2,925	3,002
8.58p	7.76p	6.09p	7.97p
9.10p	8.55p	9.44p	9.42p
(2.6%)	(6.0%)	10.4%	(0.2%)
32.2p	23.8p	26.2p	21.9p
16.2%	(26.1%)	10.1%	(16.4%)
18.0%	17.4%	17.2%	16.8%
41.1%	53.5%	52.4%	62.4%
15%	10%	7%	5%
164p	114p	149p	161p
£598.2m	£416.7m	£546.5m	£593.8m

Earnings per share
(before goodwill amortisation
and exceptional items)



Return on capital
employed



Overseas sales

