

Summary 1997 to 2006

	UK GAAP 1996/97 £000	UK GAAP 1997/98 £000
Revenue (note 2)	200,140	213,777
Overseas sales (note 2)	119,235	126,863
Profit before taxation, acquired intangibles amortisation and goodwill written off (note 3)	37,076	42,391
Net tangible assets/capital employed	81,209	98,249
Borrowings	3,763	2,784
Cash and cash equivalents	13,447	22,639
Employees	2,677	2,861
Earnings per ordinary share (note 2)	7.01p	6.87p
Adjusted earnings per ordinary share (note 3)	7.01p	8.26p
Year on year increase/(decrease) in adjusted earnings per ordinary share	8.9%	17.8%
Return on sales (notes 2 and 4)	18.5%	19.8%
Return on capital employed (note 5)	48.2%	49.5%
Year on year increase in dividends per ordinary share	20%	20%
Ordinary share price at financial year end	134p	124p
Market capitalisation at financial year end	£479.2m	£447.3m

Notes:

1. The amounts disclosed for periods up to and including 2003/04 are stated on the basis of UK GAAP, as it is not practicable to restate amounts prior to the date of transition to IFRS. The principal differences between UK GAAP and IFRS are explained in note 29 to the accounts, which explains the transition to IFRS.
2. From continuing and discontinued operations.
3. Adjusted to remove amortisation of goodwill and acquired intangible assets. IFRS figures include results of discontinued operations up to the date of their sales or closure but exclude profit on sale or closure.
4. Return on sales is defined as profit before taxation, goodwill amortisation and exceptional items expressed as a percentage of revenue.
5. Return on capital employed is defined in note 3 to the accounts.
6. UK GAAP figures prior to 2000/01 have not been restated for the adoption of FRS 19 (Deferred Taxation).

UK GAAP 1998/99 £000	UK GAAP 1999/00 £000	UK GAAP 2000/01 £000	UK GAAP 2001/02 £000	UK GAAP 2002/03 £000	UK GAAP 2003/04 £000	UK GAAP 2004/05 £000	IFRS 2004/05 £000	IFRS 2005/06 £000
217,758	233,485	268,322	267,597	267,293	292,640	299,119	299,119	337,348
134,189	150,727	181,831	183,259	188,161	206,102	218,745	218,745	249,055
41,823	43,751	49,698	48,255	46,508	50,284	50,389	49,912	59,641
102,101	89,755	99,991	117,515	86,854	95,935	80,750	104,417	105,396
7,730	14,700	7,758	15,047	27,667	26,934	33,344	33,344	32,308
29,894	21,900	21,484	45,657	27,574	48,482	45,348	45,348	35,826
2,827	2,975	3,059	2,859	2,793	2,925	3,002	3,002	3,187
7.91p	6.08p	8.91p	8.58p	7.76p	6.09p	7.97p	9.38p	11.08p
7.99p	8.41p	9.34p	9.10p	8.55p	9.44p	9.42p	9.45p	11.27p
(3.3%)	5.3%	11.1%	(2.6%)	(6.0%)	10.4%	(0.2%)	N/A	19.3%
19.2%	18.7%	18.5%	18.0%	17.4%	17.2%	16.8%	16.7%	17.7%
45.4%	44.7%	48.4%	45.7%	41.7%	50.5%	52.1%	48.8%	56.9%
20%	20%	15%	15%	10%	7%	5%	5%	5%
92p	95p	129p	164p	114p	149p	161p	161p	188p
£330.6m	£340.1m	£465.7m	£598.2m	£416.7m	£546.5m	£593.8m	£593.8m	£693.4m