

Summary 1998 to 2007

	UK GAAP 1997/98 £000	UK GAAP 1998/99 £000
Revenue (note 2)	213,777	217,758
Overseas sales (note 2)	126,863	134,189
Profit before taxation, acquired intangibles amortisation and goodwill written off (note 3)	42,391	41,823
Net tangible assets/capital employed	98,249	102,101
Borrowings	2,784	7,730
Cash and cash equivalents	22,639	29,894
Employees	2,861	2,827
Earnings per ordinary share (note 2)	6.87p	7.91p
Adjusted earnings per ordinary share (note 3)	8.26p	7.99p
Year on year increase/(decrease) in adjusted earnings per ordinary share	17.8%	(3.3%)
Return on sales (notes 2 and 4)	19.8%	19.2%
Return on capital employed (note 5)	49.5%	45.4%
Year on year increase in dividends per ordinary share	20%	20%
Ordinary share price at financial year end	124p	92p
Market capitalisation at financial year end	£447.3m	£330.6m

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.
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 sale or closure but exclude profit on sale or closure.
4. Return on sales is defined as profit before taxation, goodwill/acquired intangible asset 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 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	IFRS 2006/07 £000
233,485	268,322	267,597	267,293	292,640	299,119	299,119	337,348	354,606
150,727	181,831	183,259	188,161	206,102	218,745	218,745	249,055	258,050
43,751	49,698	48,255	46,508	50,284	50,389	49,912	59,641	66,091
89,755	99,991	117,515	86,854	95,935	80,750	104,417	105,396	113,048
14,700	7,758	15,047	27,667	26,934	33,344	33,344	32,308	29,762
21,900	21,484	45,657	27,574	48,482	45,348	45,348	35,826	22,051
2,975	3,059	2,859	2,793	2,925	3,002	3,002	3,187	3,326
6.08p	8.91p	8.58p	7.76p	6.09p	7.97p	9.38p	11.08p	11.86p
8.41p	9.34p	9.10p	8.55p	9.44p	9.42p	9.45p	11.27p	12.50p
5.3%	11.1%	(2.6%)	(6.0%)	10.4%	(0.2%)	N/A	19.3%	10.9%
18.7%	18.5%	18.0%	17.4%	17.2%	16.8%	16.7%	17.7%	18.6%
44.7%	48.4%	45.7%	41.7%	50.5%	52.1%	48.8%	56.9%	60.1%
20%	15%	15%	10%	7%	5%	5%	5%	5%
95p	129p	164p	114p	149p	161p	161p	188p	220p
£340.1m	£465.7m	£598.2m	£416.7m	£546.5m	£593.8m	£593.8m	£693.4m	£821.8m