

Summary 2001 to 2010

	UK GAAP 2000/01 £000	UK GAAP 2001/02 £000
Revenue (note 2)	268,322	267,597
Overseas sales (note 2)	181,831	183,259
Profit before taxation, acquired intangibles amortisation and goodwill written off (note 3)	49,698	48,255
Net tangible assets/capital employed	99,991	117,515
Borrowings	7,758	15,047
Cash and cash equivalents	21,484	45,657
Employees (note 2)	3,059	2,859
Earnings per ordinary share (note 2)	8.91p	8.58p
Adjusted earnings per ordinary share (note 3)	9.34p	9.10p
Year on year increase/(decrease) in adjusted earnings per ordinary share	11.1%	(2.6%)
Return on sales (notes 2 and 4)	18.5%	18.0%
Return on capital employed (note 5)	48.4%	45.7%
Year on year increase in dividends per ordinary share (paid and proposed)	15%	15%
Ordinary share price at financial year end	129p	164p
Market capitalisation at financial year end	£465.7m	£598.2m

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. 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/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.

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	IFRS 2007/08 £000	IFRS 2008/09 £000	IFRS 2009/10 £000
267,293	292,640	299,119	299,119	337,348	354,606	397,955	455,928	459,118
188,161	206,102	218,745	218,745	249,055	258,050	288,701	351,522	360,779
46,508	50,284	50,389	49,912	59,641	66,091	73,215	79,087	86,214
86,854	95,935	80,750	104,417	105,396	113,048	134,320	173,128	145,519
27,667	26,934	33,344	33,344	32,308	29,762	72,393	86,173	21,924
27,574	48,482	45,348	45,348	35,826	22,051	28,118	34,987	31,006
2,793	2,925	3,002	3,002	3,187	3,326	3,683	4,018	3,689
7.76p	6.09p	7.97p	9.38p	11.08p	11.86p	13.49p	14.07p	16.10p
8.55p	9.44p	9.42p	9.45p	11.27p	12.42p	13.86p	15.30p	16.89p
(6.0%)	10.4%	(0.2%)	N/A	19.3%	10.9%	11.5%	10.4%	10.4%
17.4%	17.2%	16.8%	16.7%	17.7%	18.6%	18.4%	17.3%	18.8%
41.7%	50.5%	52.1%	48.8%	56.9%	60.1 %	55.8%	47.7%	61.3%
10%	7%	5%	5%	5%	5%	5%	5%	7%
114p	149p	161p	161p	188p	220p	192p	156p	259p
£416.7m	£546.5m	£593.8m	£593.8m	£693.4m	£821.8m	£717.7m	£583.7m	£978.1m