

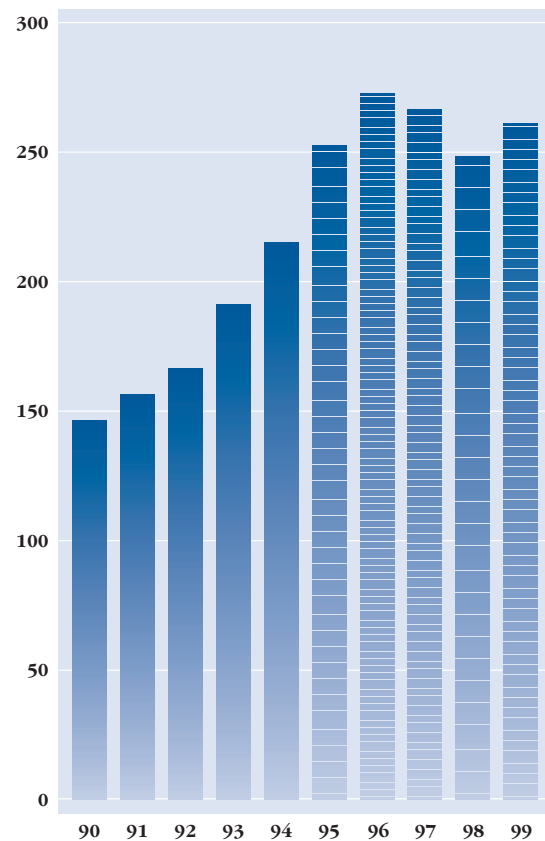
	1990 £000	1991 £000	1992 £000	1993 £000	1994 £000	1995 £000	1996 £000	1997 £000	1998 £000	1999 £000
Turnover	148,225	158,291	168,377	192,507	217,875	251,285	271,980	265,595	249,030	258,942
Operating profit (before exceptional items)	23,171	24,746	25,402	28,086	35,838	44,016	48,214	48,574	42,433	42,721
Operating profit margin	15.6%	15.6%	15.1%	14.6%	16.4%	17.5%	17.7%	18.3%	17.0%	16.5%
Profit before taxation (before exceptional items)	22,035	22,481	24,402	26,667	34,559	43,072	47,113	47,715	42,270	41,7510
Profit before taxation (after exceptional items)	22,035	22,481	23,145	26,667	34,559	43,072	47,113	47,715	30,641	41,751
Profit after taxation	13,577	13,822	13,440	17,155	22,464	27,230	30,984	31,229	20,140	29,058
Dividends	6,387	6,663	6,942	7,517	8,947	10,361	11,686	12,535	13,116	13,027
Net assets	63,490	71,659	88,927	89,897	102,864	122,524	119,898	128,772	136,196	128,812
Earnings per share (before exceptional items)	17.6p	17.8p	18.6p	21.6p	27.9p	33.8p	38.0p	38.3p	34.5p	36.1p
Earnings per share (after exceptional items)	17.6p	17.8p	16.9p	21.6p	27.9p	33.8p	38.0p	38.3p	24.1p	36.1p
Dividends per share	8.7p	9.0p	9.3p	9.9p	11.5p	13.2p	14.8p	15.8p	16.5p	17.2p
Return on capital employed	30.2%	29.1%	26.1%	26.1%	32.9%	37.2%	37.1%	36.5%	30.3%	28.0%

Notes

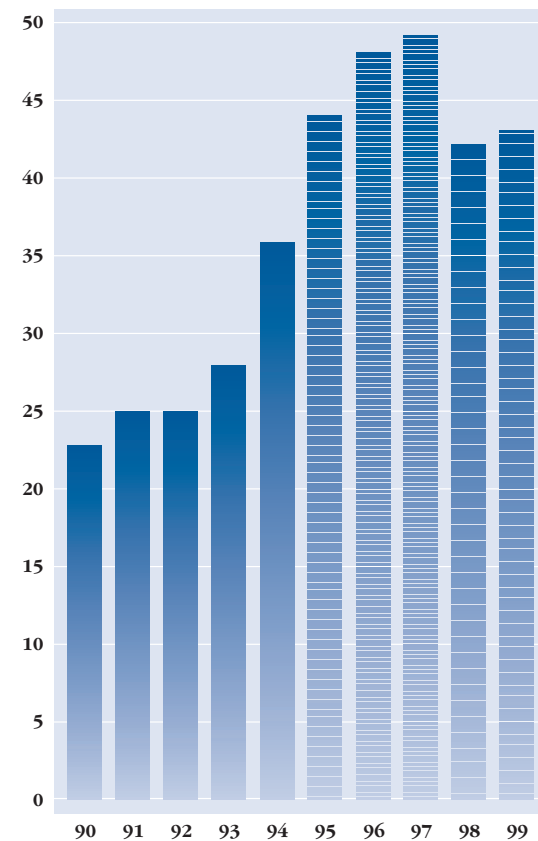
Results for the year 1990 have been restated to reflect the change in accounting policy for subsidiary undertakings in South America which experience a high level of inflation and currency devaluation.

Return on capital employed is based on operating profit before deducting the exceptional item and goodwill amortisation, and average net assets excluding net goodwill and net debt.

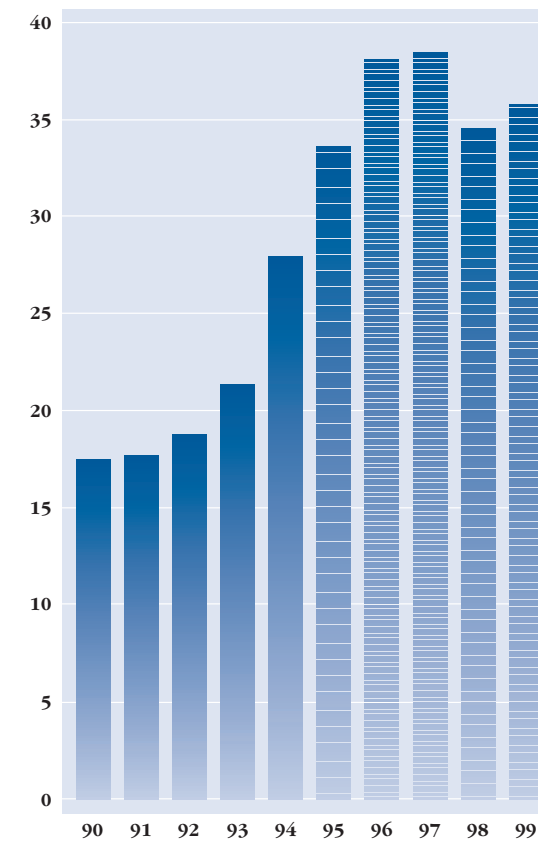
Turnover (£m)



Operating Profit (£m)
(before deducting exceptional items)



Earnings per share (p)
(before deducting exceptional items)



Geographical analysis of turnover

