

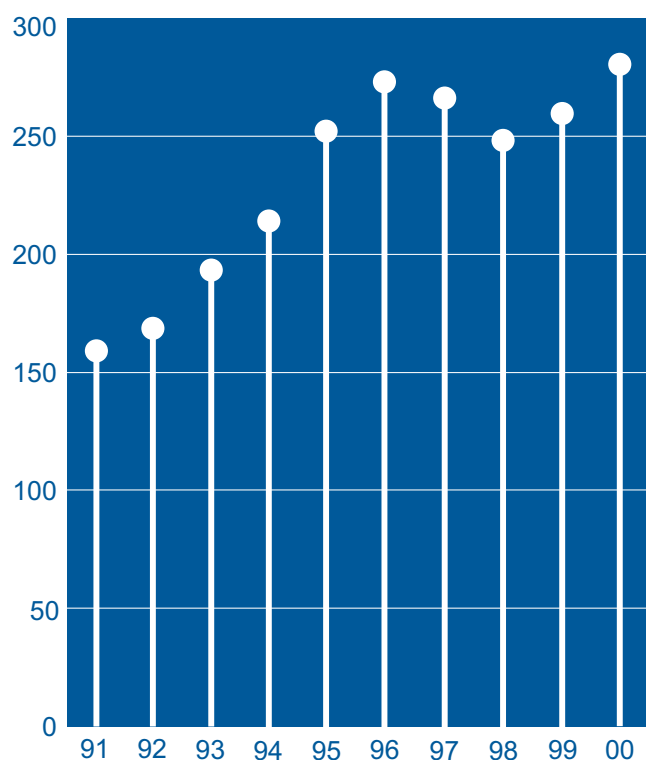
Financial Summary 1991-2000

	1991 £000	1992 £000	1993 £000	1994 £000	1995 £000
Turnover	158,291	168,377	192,507	217,875	251,285
Operating profit *	24,746	25,402	28,086	35,838	44,016
Operating profit margin	15.6%	15.1%	14.6%	16.4%	17.5%
Profit before taxation *	22,481	24,402	26,667	34,559	43,072
Profit before taxation **	22,481	23,145	26,667	34,559	43,072
Profit after taxation	13,822	13,440	17,155	22,464	27,230
Dividends	6,663	6,942	7,517	8,947	10,361
Net assets	71,659	88,927	89,897	102,864	122,524
Earnings per share *	17.8p	18.6p	21.6p	27.9p	33.8p
Earnings per share **	17.8p	16.9p	21.6p	27.9p	33.8p
Dividends per share	9.0p	9.3p	9.9p	11.5p	13.2p
Return on capital employed	29.1%	26.1%	26.1%	32.9%	37.2%

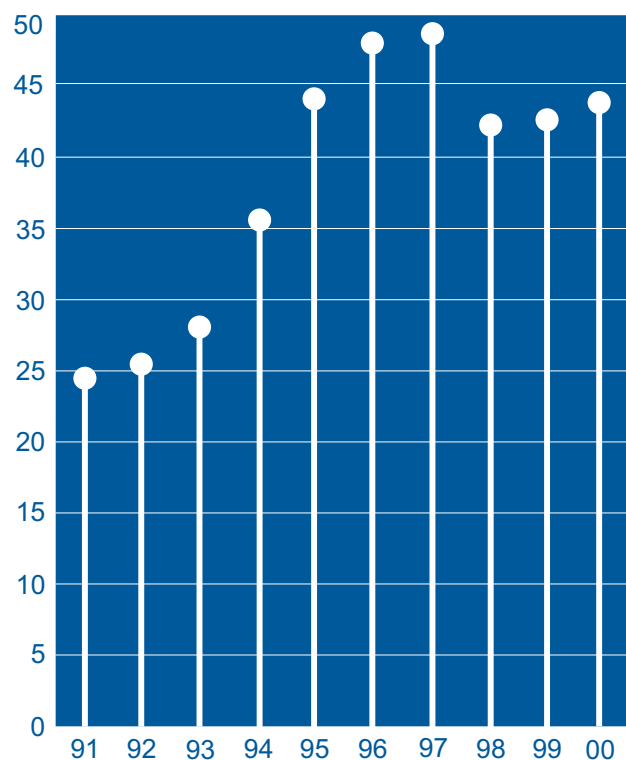
* before exceptional and non-operating items

** after exceptional and non-operating items

Turnover (£m)



**Operating profit (£m)
(before deducting exceptional and non-operating items)**

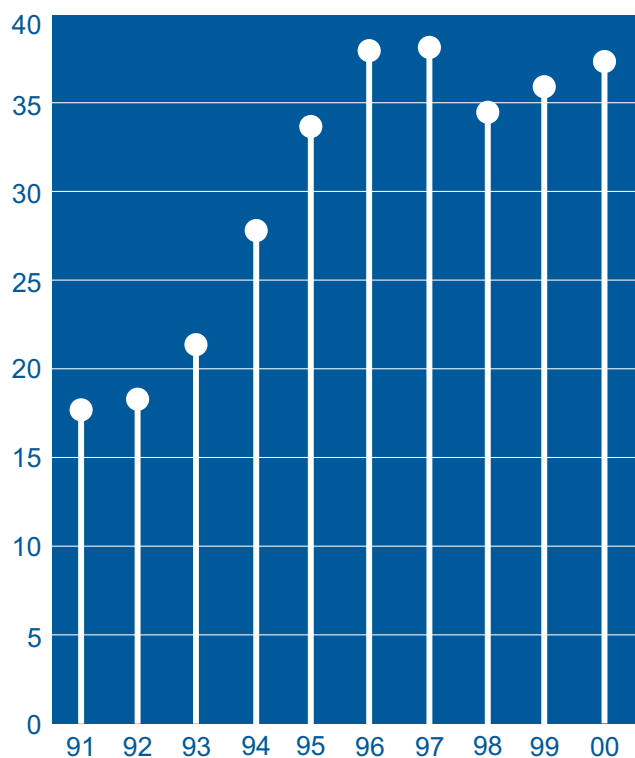


1996 £000	1997 £000	1998 £000	1999 £000	2000 £000
271,980	265,595	249,030	258,942	278,148
48,214	48,574	42,433	42,721	43,370
17.7%	18.3%	17.0%	16.5%	15.6%
47,113	47,715	42,270	41,751	41,157
47,113	47,715	30,641	41,751	40,167
30,984	31,229	20,140	29,058	27,300
11,686	12,535	13,116	13,102	13,301
119,898	128,772	136,196	128,737	138,264
38.0p	38.3p	34.5p	36.1p	37.4p
38.0p	38.3p	24.1p	36.1p	35.4p
14.8p	15.8p	16.5p	17.3p	18.0p
37.1%	36.5%	30.3%	28.0%	26.2%

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

Earnings per share (p)

(before deducting exceptional and non-operating items)



Geographical analysis of turnover

