

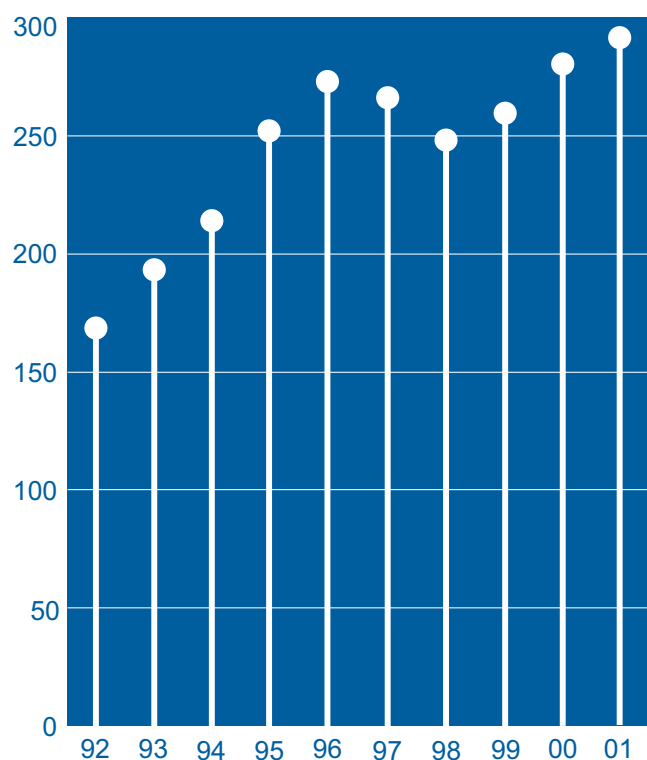
Financial Summary 1992-2001

	1992 £000	1993 £000	1994 £000	1995 £000	1996 £000
Turnover	168,377	192,507	217,875	251,285	271,980
Operating profit *	25,402	28,086	35,838	44,016	48,214
Operating profit margin	15.1%	14.6%	16.4%	17.5%	17.7%
Profit before taxation *	24,402	26,667	34,559	43,072	47,113
Profit before taxation **	23,145	26,667	34,559	43,072	47,113
Profit after taxation	13,440	17,155	22,464	27,230	30,984
Dividends	6,942	7,517	8,947	10,361	11,686
Net assets	88,927	89,897	102,864	122,524	119,898
Earnings per share *	18.6p	21.6p	27.9p	33.8p	38.0p
Earnings per share **	16.9p	21.6p	27.9p	33.8p	38.0p
Dividends per share	9.3p	9.9p	11.5p	13.2p	14.8p
Return on capital employed	26.1%	26.1%	32.9%	37.2%	37.1%

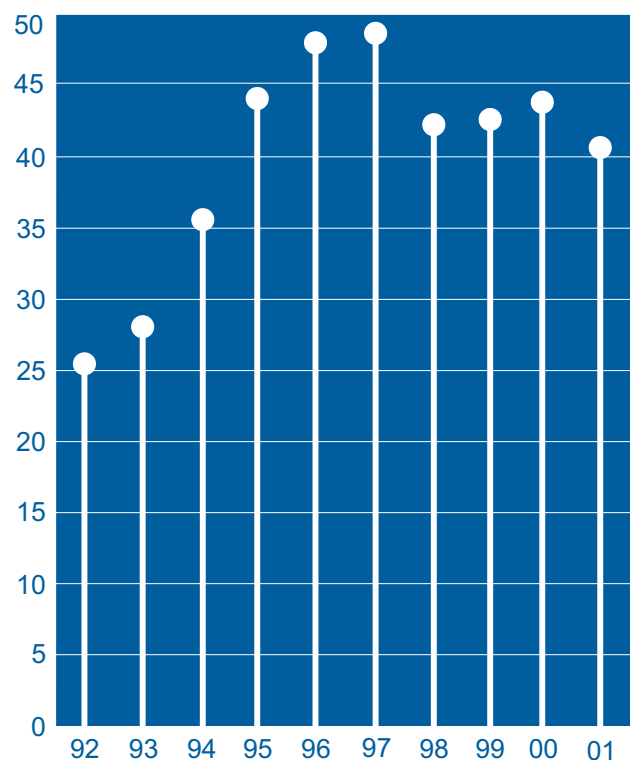
* before exceptional and non-operating items

** after exceptional and non-operating items

Turnover (£m)



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

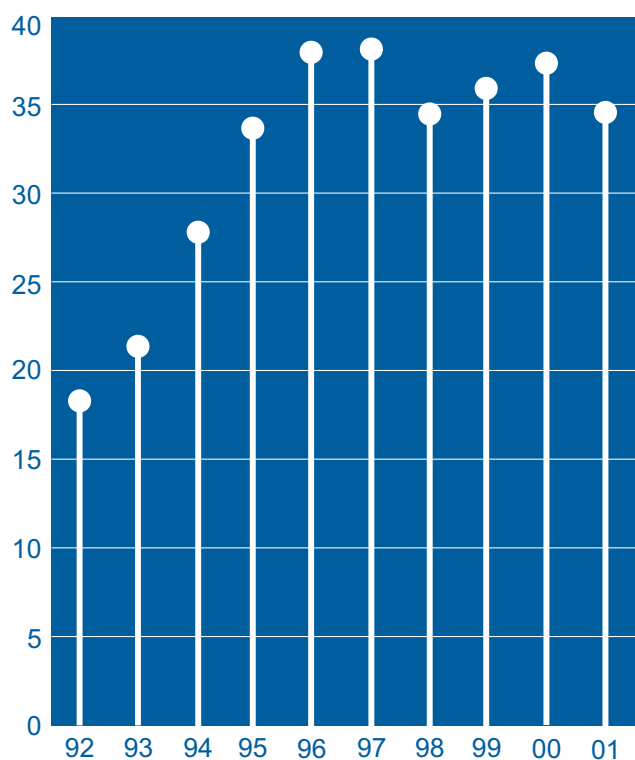


1997 £000	1998 £000	1999 £000	2000 £000	2001 £000
265,595	249,030	258,942	278,148	291,942
48,574	42,433	42,721	43,370	40,803
18.3%	17.0%	16.5%	15.6%	14.0%
47,715	42,270	41,751	41,157	38,025
47,715	30,641	41,751	40,167	38,641
31,229	20,140	29,058	27,300	26,715
12,535	13,116	13,102	13,301	13,752
128,772	136,196	128,737	138,264	146,074
38.3p	34.5p	36.1p	37.4p	34.6p
38.3p	24.1p	36.1p	35.4p	35.4p
15.8p	16.5p	17.3p	18.0p	18.6p
36.5%	30.3%	28.0%	26.2%	23.5%

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

