

# financial summary 1993 - 2002

	1993 £000	1994 £000	1995 £000	1996 £000
<b>Turnover</b>	192,507	217,875	251,285	271,980
<b>Operating profit *</b>	28,086	35,838	44,016	48,214
<b>Operating profit margin</b>	14.6%	16.4%	17.5%	17.7%
<b>Profit before taxation *</b>	26,667	34,559	43,072	47,113
<b>Profit before taxation **</b>	26,667	34,559	43,072	47,113
<b>Profit after taxation</b>	17,155	22,464	27,230	30,984
<b>Dividends</b>	7,517	8,947	10,361	11,686
<b>Net assets</b>	89,897	102,864	122,524	119,898
<b>Earnings per share (basic) *</b>	21.6p	27.9p	33.8p	38.0p
<b>Earnings per share (basic) **</b>	21.6p	27.9p	33.8p	38.0p
<b>Dividends per share</b>	9.9p	11.5p	13.2p	14.8p
<b>Return on capital employed</b>	26.1%	32.9%	37.2%	37.1%

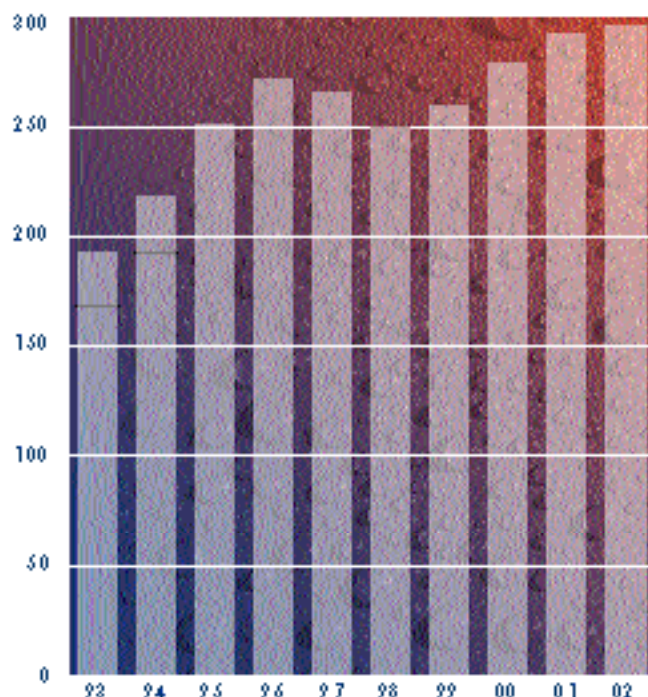
\* before exceptional and non-operating items

\*\* after exceptional and non-operating items

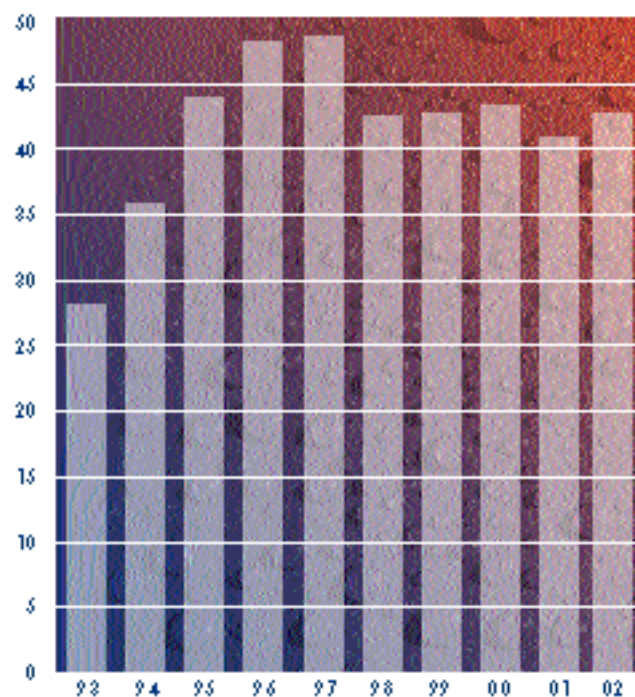
Return on capital employed is based on operating profit before the exceptional and non-operating items and goodwill amortisation, and average net assets excluding net goodwill and net debt.

2001 figures have been restated for FRS 19 - Deferred Tax

turnover (£m)

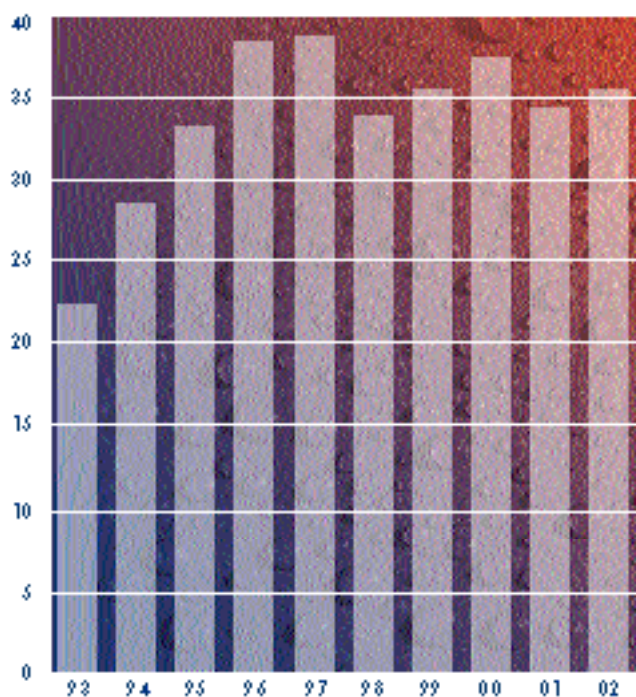


operating profit (£m)  
(before exceptional  
and non-operating items)



1997 £000	1998 £000	1999 £000	2000 £000	2001 £000	<b>2002 £000</b>
265,595	249,030	258,942	278,148	291,942	<b>296,363</b>
48,574	42,433	42,721	43,370	40,803	<b>42,674</b>
18.3%	17.0%	16.5%	15.6%	14.0%	<b>14.4%</b>
47,715	42,270	41,751	41,157	38,025	<b>40,693</b>
47,715	30,641	41,751	40,167	38,641	<b>40,693</b>
31,229	20,140	29,058	27,300	26,625	<b>26,806</b>
12,535	13,116	13,102	13,301	13,752	<b>14,350</b>
128,772	136,196	128,737	138,264	145,115	<b>149,293</b>
38.3p	34.5p	36.1p	37.4p	34.4p	<b>35.3p</b>
38.3p	24.1p	36.1p	35.4p	35.3p	<b>35.3p</b>
15.8p	16.5p	17.3p	18.0p	18.6p	<b>19.3p</b>
36.5%	30.3%	28.0%	26.2%	23.6%	<b>25.6%</b>

earnings per share (p)  
(before exceptional  
and non-operating items)



geographical analysis  
of turnover (£m)

