

financial summary 1994 - 2003

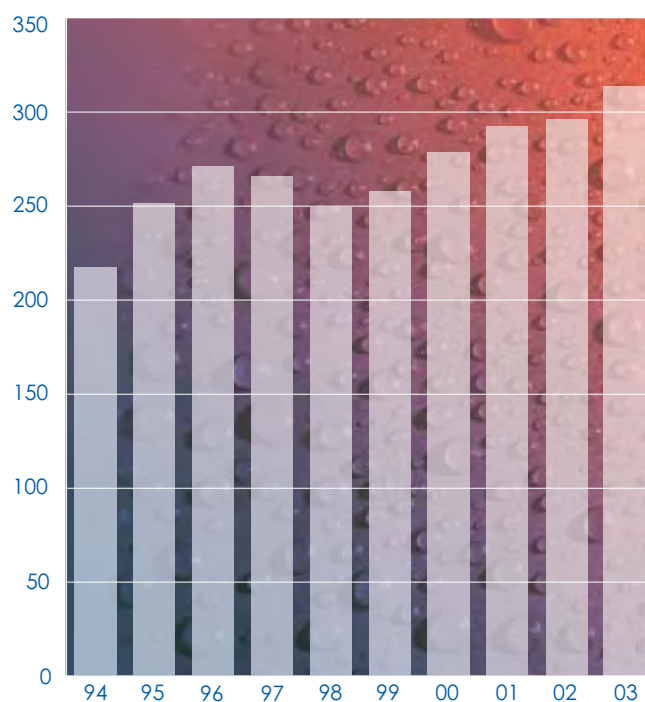
	1994 £000	1995 £000	1996 £000	1997 £000
Turnover	217,875	251,285	271,980	265,595
Operating profit *	35,838	44,016	48,214	48,574
Operating profit margin	16.4%	17.5%	17.7%	18.3%
Profit before taxation *	34,559	43,072	47,113	47,715
Profit before taxation **	34,559	43,072	47,113	47,715
Profit after taxation	22,464	27,230	30,984	31,229
Dividends	8,947	10,361	11,686	12,535
Net assets	102,864	122,524	119,898	128,772
Earnings per share *	27.9p	33.8p	38.0p	38.3p
Earnings per share **	27.9p	33.8p	38.0p	38.3p
Dividends per share	11.5p	13.2p	14.8p	15.8p
Return on capital employed	32.9%	37.2%	37.1%	36.5%

* before exceptional and non-operating items

** after exceptional and non-operating items

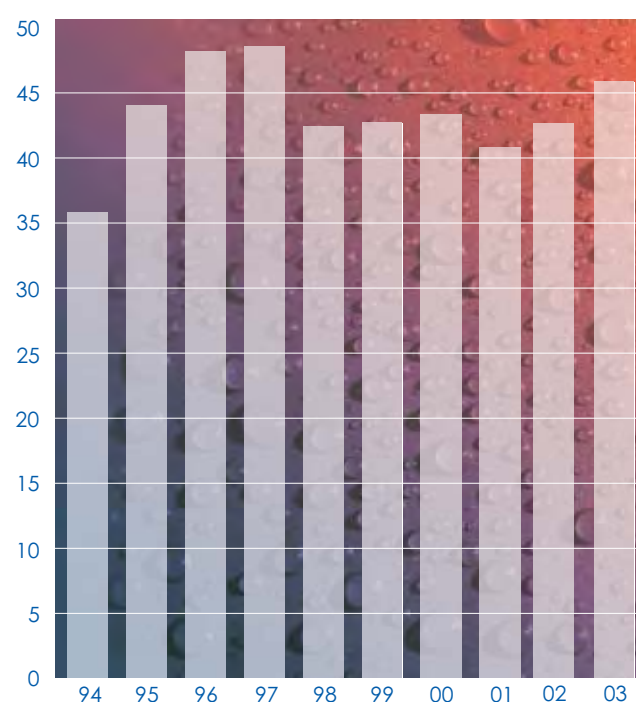
Return on capital employed is based on operating profit before the exceptional and non-operating items and goodwill amortisation, and average net assets excluding net goodwill and net debt.

turnover (£m)



operating profit (£m)

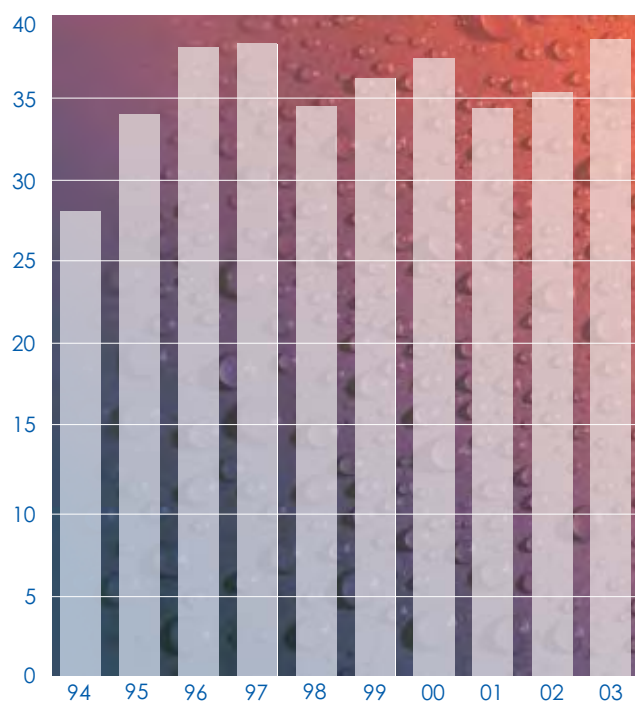
(before exceptional and non-operating items)



1998 £000	1999 £000	2000 £000	2001 £000	2002 £000	2003 £000
249,030	258,942	278,148	291,942	296,363	314,087
42,433	42,721	43,370	40,803	42,674	45,750
17.0%	16.5%	15.6%	14.0%	14.4%	14.6%
42,270	41,751	41,157	38,025	40,693	44,564
30,641	41,751	40,167	38,641	40,693	44,564
20,140	29,058	27,300	26,625	26,806	29,426
13,116	13,102	13,301	13,752	14,350	15,028
136,196	128,737	138,264	145,115	149,293	163,816
34.5p	36.1p	37.4p	34.4p	35.3p	38.5p
24.1p	36.1p	35.4p	35.3p	35.3p	38.5p
16.5p	17.3p	18.0p	18.6p	19.3p	20.1p
30.3%	28.0%	26.2%	23.6%	25.6%	28.3%

earnings per share (p)

(before deducting exceptional items)



geographical analysis of turnover (£m)

