

# financial summary 1995 - 2004

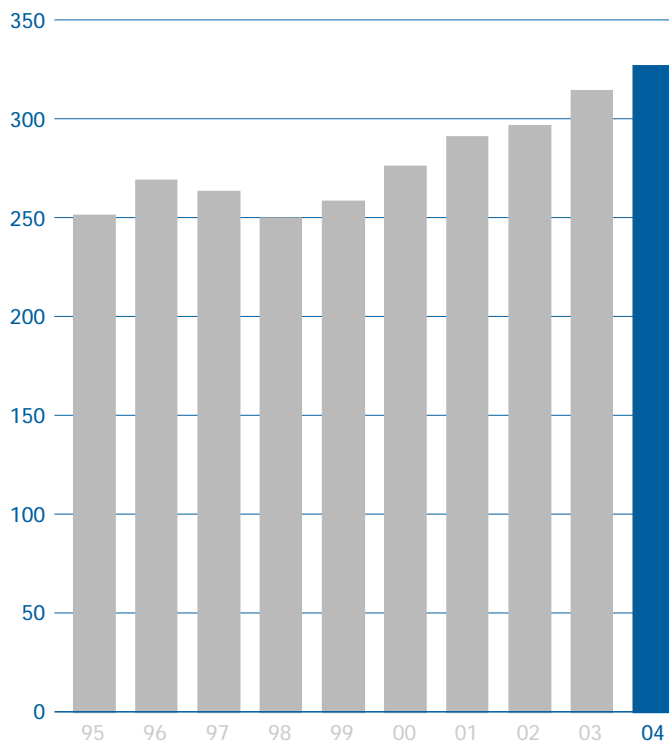
	1995 £000	1996 £000	1997 £000	1998 £000
<b>Turnover</b>	251,285	271,980	265,595	249,030
<b>Operating profit *</b>	44,016	48,214	48,574	42,433
<b>Operating profit margin</b>	17.5%	17.7%	18.3%	17.0%
<b>Profit before taxation *</b>	43,072	47,113	47,715	42,270
<b>Profit before taxation **</b>	43,072	47,113	47,715	30,641
<b>Profit after taxation</b>	27,230	30,984	31,229	20,140
<b>Dividends</b>	10,361	11,686	12,535	13,116
<b>Net assets</b>	122,524	119,898	128,772	136,196
<b>Earnings per share (basic) *</b>	33.8p	38.0p	38.3p	34.5p
<b>Earnings per share (basic) **</b>	33.8p	38.0p	38.3p	24.1p
<b>Dividends per share</b>	13.2p	14.8p	15.8p	16.5p
<b>Return on capital employed</b>	37.2%	37.1%	36.5%	30.3%

\* before exceptional and non-operating items

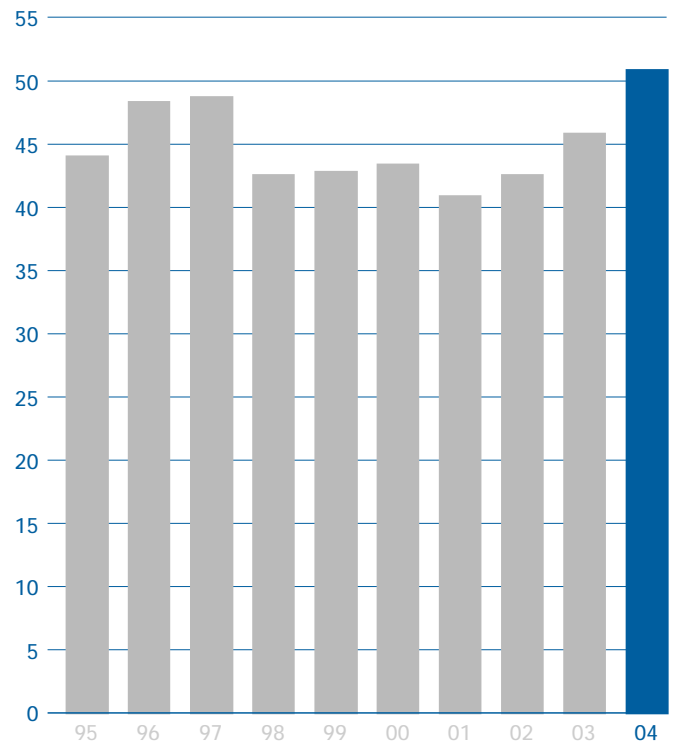
\*\* after exceptional and non-operating items

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 cash/debt.

turnover (£m)

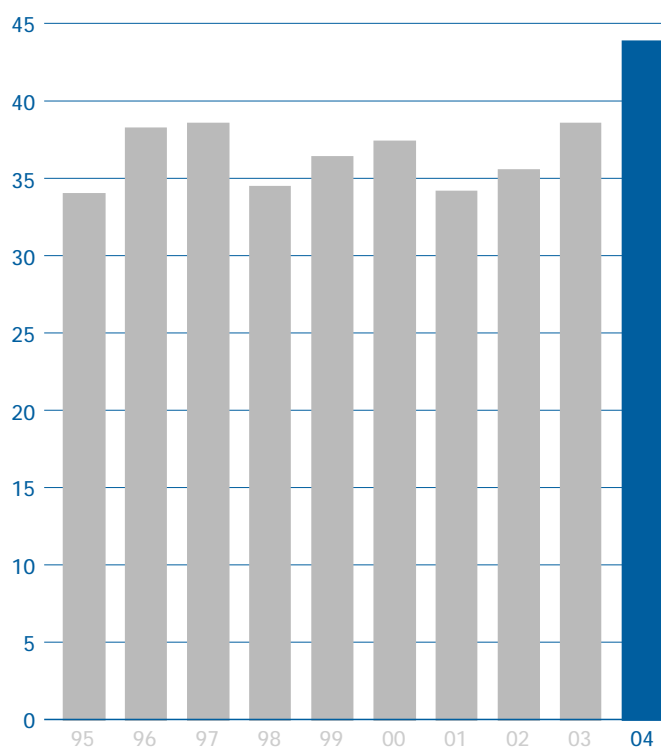


operating profit (£m)  
(before exceptional  
and non-operating items)



1999 £000	2000 £000	2001 £000	2002 £000	2003 £000	<b>2004 £000</b>
258,942	278,148	291,942	296,363	314,087	<b>325,833</b>
42,721	43,370	40,803	42,674	45,750	<b>51,100</b>
16.5%	15.6%	14.0%	14.4%	14.6%	<b>15.7%</b>
41,751	41,157	38,025	40,693	44,564	<b>50,836</b>
41,751	40,167	38,641	40,693	44,564	<b>50,836</b>
29,058	27,300	26,625	26,806	29,426	<b>33,682</b>
13,102	13,301	13,752	14,350	15,028	<b>16,102</b>
128,737	138,264	145,115	149,293	163,816	<b>182,013</b>
36.1p	37.4p	34.4p	35.3p	38.5p	<b>43.4p</b>
36.1p	35.4p	35.3p	35.3p	38.5p	<b>43.4p</b>
17.3p	18.0p	18.6p	19.3p	20.1p	<b>21.4p</b>
28.0%	26.2%	23.6%	25.6%	28.3%	<b>31.0%</b>

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



dividends per share (p)

