

FINANCIAL SUMMARY 1996 - 2005

	1996 £000	1997 £000	1998 £000	1999 £000
Revenue	271,980	265,595	249,030	258,942
Operating profit *	48,214	48,574	42,433	42,721
Operating profit margin	17.7%	18.3%	17.0%	16.5%
Profit before taxation *	47,113	47,715	42,270	41,751
Profit before taxation **	47,113	47,715	30,641	41,751
Profit after taxation	30,984	31,229	20,140	29,058
Dividends in respect of the year	11,686	12,535	13,116	13,102
Net assets	119,898	128,772	136,196	128,737
Earnings per share (basic) *	38.0p	38.3p	34.5p	36.1p
Earnings per share (basic) **	38.0p	38.3p	24.1p	36.1p
Dividends in respect of the year (per share)	14.8p	15.8p	16.5p	17.3p
Return on capital employed	37.1%	36.5%	30.3%	28.0%

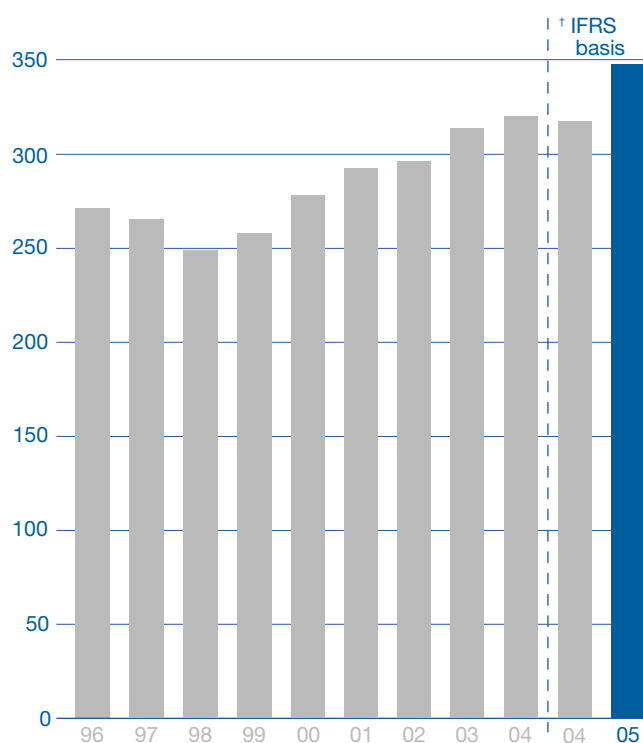
† The results for 2004 and 2005 have been prepared under International Financial Reporting Standards, prior year figures are shown as originally reported including 2004 for reference.

* before exceptional and non-operating items

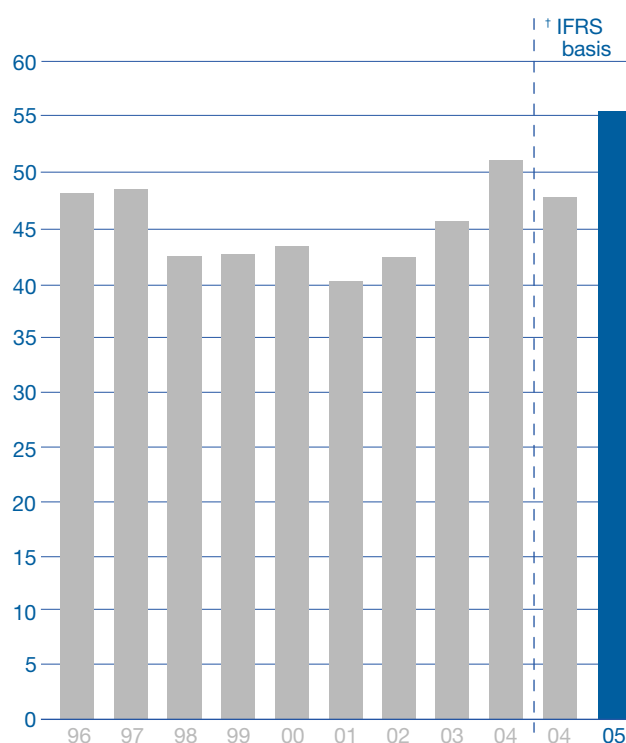
** after exceptional and non-operating items

Return on capital employed prior to 2005 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. For 2005 (and the IFRS 2004 comparative) see note 26.

revenue (£m)

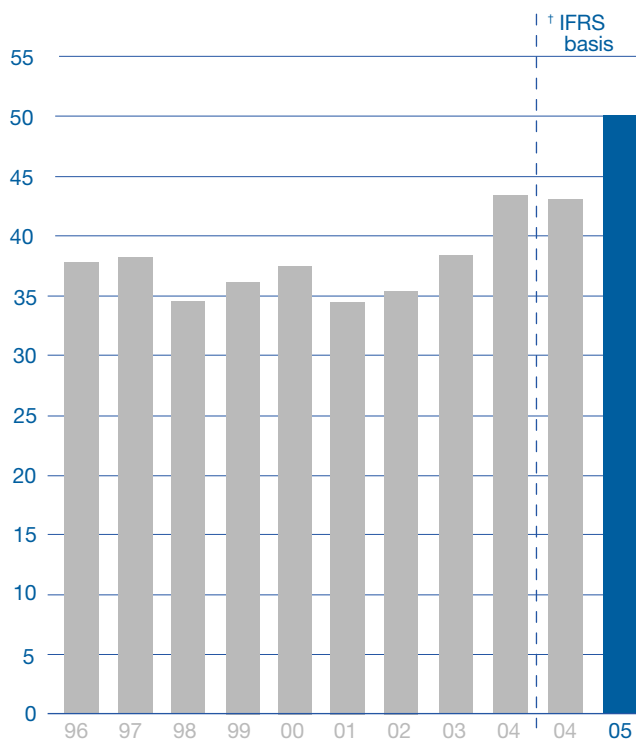


operating profit (£m)
(before exceptional and non-operating items)



2000 £000	2001 £000	2002 £000	2003 £000	2004 £000	1 Prepared under IFRS	
					2004 £000	2005 £000
278,148	291,942	296,363	314,087	325,833	315,991	349,100
43,370	40,803	42,674	45,750	51,100	47,956	55,170
15.6%	14.0%	14.4%	14.6%	15.7%	15.2%	15.8%
41,157	38,025	40,693	44,564	50,836	48,704	56,959
40,167	38,641	40,693	44,564	50,836	48,704	56,959
27,300	26,625	26,806	29,426	33,682	32,442	38,187
13,301	13,752	14,350	15,028	16,102	16,196	18,318
138,264	145,115	149,293	163,816	182,013	166,286	198,246
37.4p	34.4p	35.3p	38.5p	43.4p	43.1p	50.0p
35.4p	35.3p	35.3p	38.5p	43.4p	43.1p	50.0p
18.0p	18.6p	19.3p	20.1p	21.4p	21.4p	23.8p
26.2%	23.6%	25.6%	28.3%	31.0%	27.2%	30.4%

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



dividends per share (p)

