

# Financial summary 1998 - 2007

	1998 £000	1999 £000	2000 £000	2001 £000
<b>Revenue</b>	249,030	258,942	278,148	291,942
<b>Operating profit <sup>†</sup></b>	42,433	42,721	43,370	40,803
<b>Operating profit (adjusted) <sup>†</sup></b>	-	-	-	-
<b>Operating profit margin (adjusted)</b>	17.0%	16.5%	15.6%	14.0%
<b>Profit before taxation <sup>†</sup></b>	42,270	41,751	41,157	38,025
<b>Profit before taxation (adjusted)</b>	-	-	-	-
<b>Profit before taxation <sup>††</sup></b>	30,641	41,751	40,167	38,641
<b>Profit after taxation</b>	20,140	29,068	27,300	26,625
<b>Dividends in respect of the year</b>	13,116	13,102	13,301	13,752
<b>Net assets</b>	136,196	128,737	138,264	145,115
<b>Earnings per share (basic) <sup>†</sup></b>	34.5p	36.1p	37.4p	34.4p
<b>Earnings per share (adjusted) <sup>†</sup></b>	-	-	-	-
<b>Earnings per share (basic) <sup>††</sup></b>	24.1p	36.1p	35.4p	35.3p
<b>Dividends in respect of the year (per share)</b>	16.5p	17.3p	18.0p	18.6p
<b>Return on capital employed</b>	30.3%	28.0%	26.2%	23.6%

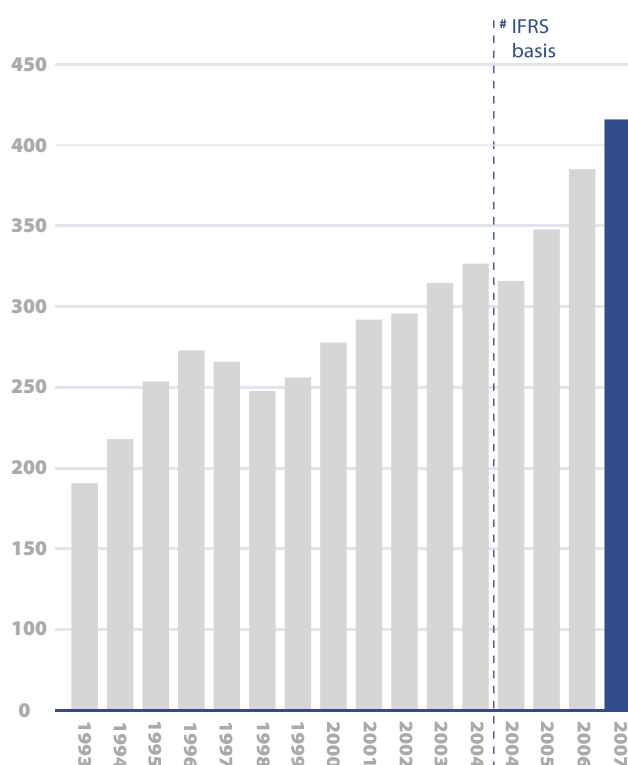
# The results for 2004 to 2007 have been prepared under International Financial Reporting Standards, prior year figures are shown as originally reported including 2004 for reference. Adjusted operating profit, profit before tax and earnings per share exclude the amortisation of acquired intangibles.

<sup>†</sup> before exceptional and non-operating items

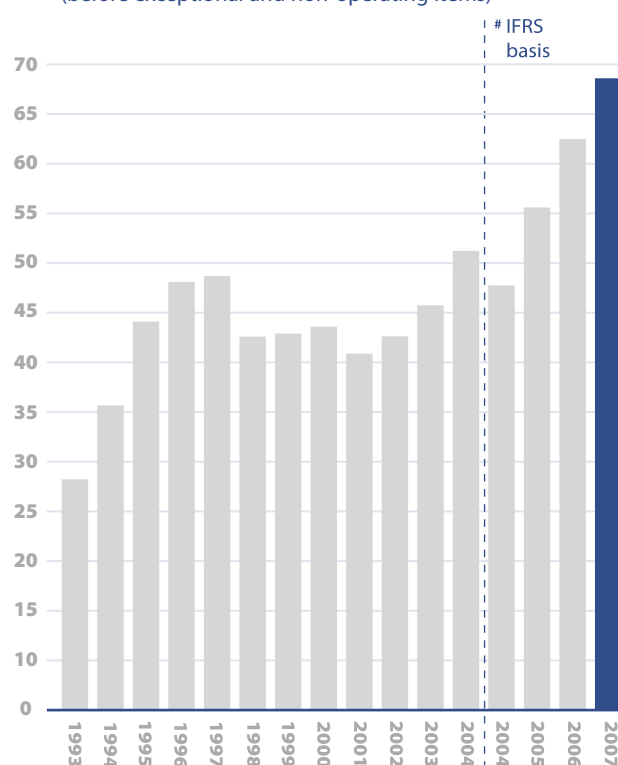
<sup>††</sup> after exceptional and non-operating items

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 2007 and 2006 see note 26.

## Revenue £m

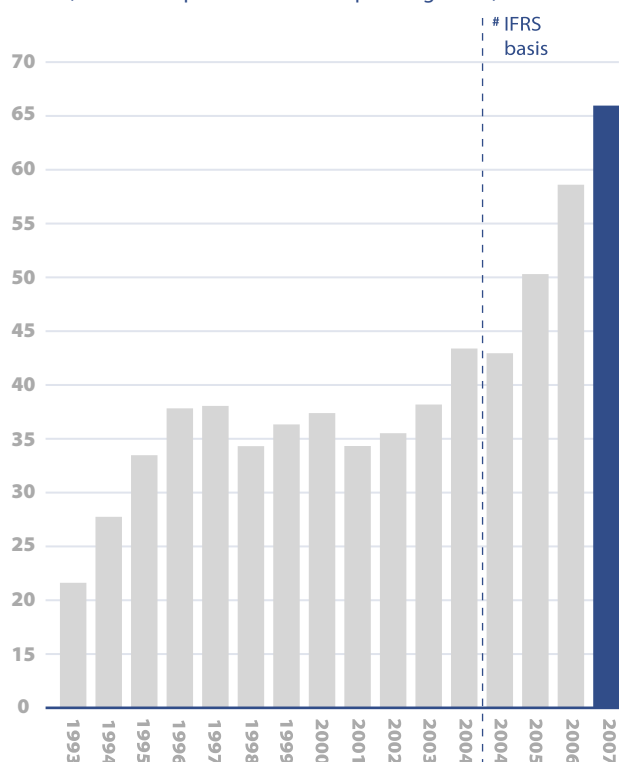


## Operating profit (adjusted) £m (before exceptional and non-operating items)



2002 £000	2003 £000	2004 £000	# Prepared under IFRS			
			2004 £000	2005 £000	2006 £000	2007 £000
296,363	314,087	325,833	315,991	349,100	384,249	<b>417,317</b>
42,674	45,750	51,100	47,956	55,170	61,941	<b>68,336</b>
-	-	-	47,956	55,345	62,291	<b>68,720</b>
14.4%	14.6%	15.7%	15.2%	15.9%	16.2%	<b>16.5%</b>
40,693	44,564	50,836	48,704	56,959	65,344	<b>72,163</b>
-	-	-	48,704	57,134	65,694	<b>72,796</b>
40,693	44,564	50,836	48,704	56,959	65,344	<b>72,163</b>
26,807	29,426	33,682	32,442	38,187	44,066	<b>49,190</b>
14,350	15,028	16,102	16,196	18,318	20,038	<b>22,754</b>
149,293	163,816	182,013	166,286	198,246	199,722	<b>242,965</b>
35.3p	38.5p	43.4p	43.1p	50.0p	57.7p	<b>64.7p</b>
-	-	-	43.1p	50.2p	58.1p	<b>65.5p</b>
35.3p	38.5p	43.4p	43.1p	50.0p	57.7p	<b>64.7p</b>
19.3p	20.1p	21.4p	21.4p	23.8p	26.5p	<b>29.9p</b>
25.6%	28.3%	31.0%	27.2%	30.4%	32.2%	<b>33.6%</b>

### Earnings per share (adjusted) p (before exceptional and non-operating items)



### Dividends per share p

