

Financial summary 1999 - 2008

| | 1999 | 2000 | 2001 | 2002 |
|---|---------|---------|---------|---------|
| | £000 | £000 | £000 | £000 |
| Revenue | 258,942 | 278,148 | 291,942 | 296,363 |
| Operating profit † | 42,721 | 43,370 | 40,803 | 42,674 |
| Operating profit (adjusted) † | - | - | - | - |
| Operating profit margin (adjusted) | 16.5% | 15.6% | 14.0% | 14.4% |
| Profit before taxation † | 41,751 | 41,157 | 38,025 | 40,693 |
| Profit before taxation (adjusted) | - | - | - | - |
| Profit before taxation †† | 41,751 | 40,167 | 38,641 | 40,693 |
| Profit after taxation | 29,068 | 27,300 | 26,625 | 26,807 |
| Dividends in respect of the year | 13,102 | 13,301 | 13,752 | 14,350 |
| Net assets | 128,737 | 138,264 | 145,115 | 149,293 |
| Earnings per share (basic) † | 36.1p | 37.4p | 34.4p | 35.3p |
| Earnings per share (adjusted) † | - | - | - | - |
| Earnings per share (basic) †† | 36.1p | 35.4p | 35.3p | 35.3p |
| Dividends in respect of the year (per share) | 17.3p | 18.0p | 18.6p | 19.3p |
| Return on capital employed | 28.0% | 26.2% | 23.6% | 25.6% |

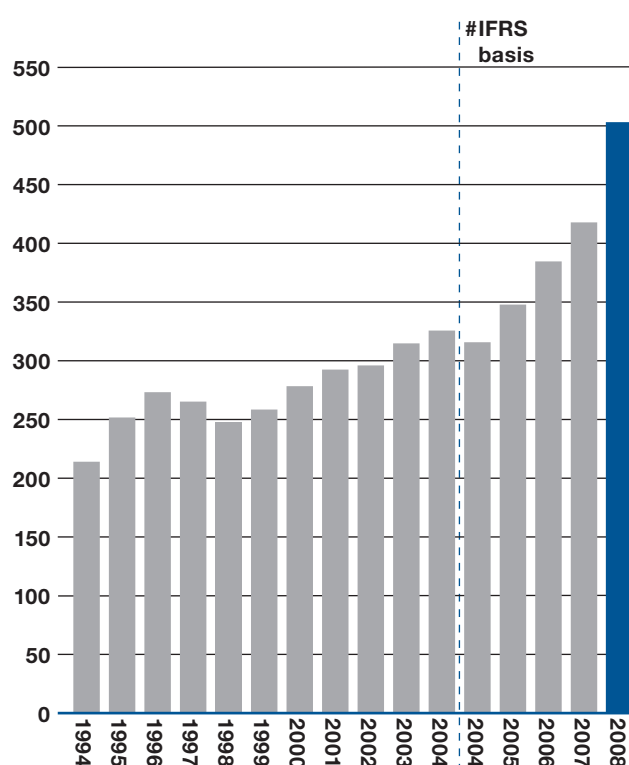
The results for 2004 to 2008 have been prepared under International Financial Reporting Standards, prior year figures are shown as originally reported including 2004 for reference. Adjusted operating profit, profit before tax and earnings per share exclude the amortisation and impairment of acquired intangibles.

† before non-operating items

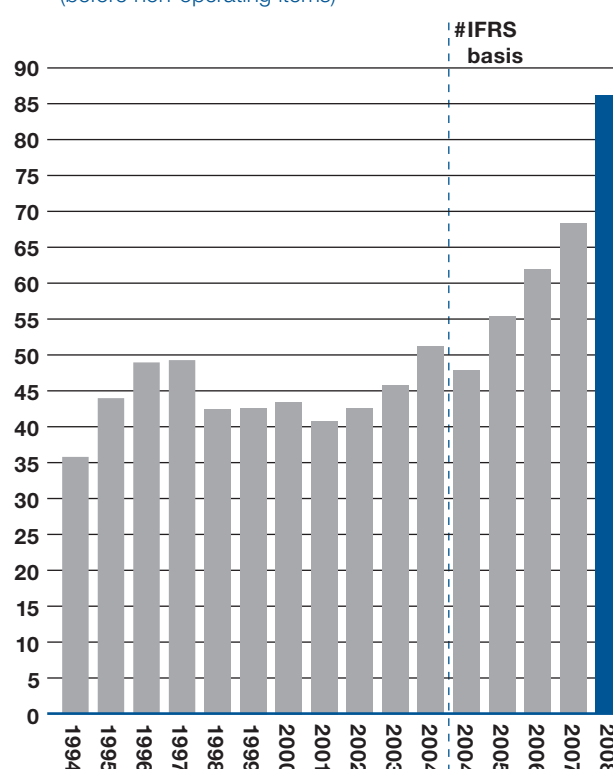
†† after non-operating items

Return on capital employed prior to 2007 is based on operating profit before non-operating items and amortisation and impairment of acquired intangibles and average net assets excluding net goodwill and net debt. For 2008 and 2007 see note 26.

Revenue £m

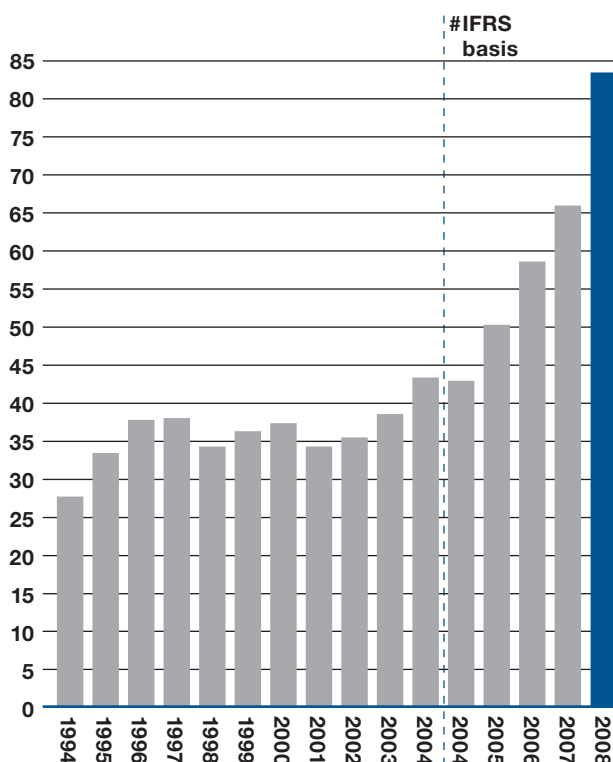


Operating profit (adjusted) £m (before non-operating items)



| 2003 | 2004 | # Prepared under IFRS | | 2006 | 2007 | 2008 |
|---------|---------|-----------------------|---------|---------|---------|----------------|
| £000 | £000 | 2004 | 2005 | 2006 | 2007 | 2008 |
| | | £000 | £000 | £000 | £000 | £000 |
| 314,087 | 325,833 | 315,991 | 349,100 | 384,249 | 417,317 | 502,316 |
| 45,750 | 51,100 | 47,956 | 55,170 | 61,941 | 68,336 | 81,028 |
| - | - | 47,956 | 55,345 | 62,291 | 68,720 | 85,669 |
| 14.6% | 15.7% | 15.2% | 15.9% | 16.2% | 16.5% | 17.1% |
| 44,564 | 50,836 | 48,704 | 56,959 | 65,344 | 72,163 | 85,162 |
| - | - | 48,704 | 57,134 | 65,694 | 72,796 | 90,146 |
| 44,564 | 50,836 | 48,704 | 56,959 | 65,344 | 72,163 | 85,162 |
| 29,426 | 33,682 | 32,442 | 38,187 | 44,066 | 49,190 | 59,788 |
| 15,028 | 16,102 | 16,196 | 18,318 | 20,038 | 22,754 | 25,668 |
| 163,816 | 182,013 | 166,286 | 198,246 | 199,722 | 242,965 | 296,006 |
| 38.5p | 43.4p | 43.1p | 50.0p | 57.7p | 64.7p | 78.0p |
| - | - | 43.1p | 50.2p | 58.1p | 65.5p | 83.4p |
| 38.5p | 43.4p | 43.1p | 50.0p | 57.7p | 64.7p | 78.0p |
| 20.1p | 21.4p | 21.4p | 23.8p | 26.5p | 29.9p | 33.3p |
| 28.3% | 31.0% | 27.2% | 30.4% | 32.2% | 33.6% | 35.5% |

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



Dividends per share p

