

	1660	Turnover		
		1999 £000	1998 £000	Page 1
Turnover		117,535	101,440	up 15.9%
Less Acq	uired Businesses	(7,173) 110,362	101,440	up 8.8%
Sales to:	UK Customers Overseas Customers	22,034 88,328	21,060 80,380	up 4.6% up 9.9%
		110,362	101,440	

Audited Preli	minary Result	S	
Pr Pr	Profit		
Mark Bill	1999 £000	1998 £000	
Operating Profit Before Amortisation			
of Goodwill Less Goodwill	26,855 (895)	23,881 (319)	up 12.5%
Operating Profit	25,960	23,562	up 10.2%
ncludes Acquisitions	1,344		
let Interest Receivable	987	1,845	
Profit Before Tax	26,947	25,407	up 6.1%
Summary	*		
Profit Before Tax	26,947	25,407	
Add Back Amortisation of Goodwill	895	319	
Profit Before Tax and Goodwill	27,842	25,726	up 8.2%

Audited Preliminary	Results		
Financial Highli	ghts		
444	1999 £000	1998 £000	
Turnover	117,535	110,440	
Profit Before Taxation	26,947	25,407	
Effective Taxation Rate on Profit Before Goodwill	34.0%	35.2%	
Earnings per Share			
Basic	20.3p	18.9p	up 7.4%
Basic before Goodwill	21.3p	19.3p	up 10.4%
Dividend per Share	12.2p	10.9p	up 11.9%
Dividend Cover	1.7	1.7	

	Balanca Chae		
	Balance Shee	1999	1998
	4111	Em	£m
Fixed Assets	Intangible Assets	19.2	5.3
	Tangible Assets	14.4	11.4
		33.6	16.7
Current Assets	Stock	13.8	13.4
	Debtors	28.4	27.3
	Cash	25.8	33.0
		68.0	73.7
Creditors and Pr	rovisions	(41.8)	(38.0)
Net Assets		59.8	52.4

Group	Cashflow	
Market III	1999 £m	1998 £m
Cash Inflow		
Operating Profit	26.0	23.6
Net Interest Received	0.9	1.8
Profit Before Tax	26.9	25.4
Depreciation	1.9	1.5
Goodwill Amortisation	0.9	0.3
Working Capital Movement	(2.8)	(3.5)
Net Cash Inflow	26.9	23.7 up 13.5%

Audited Prelimir	nary Results	
Group Car	shflow	
MARKE MARKET	1999 £m	1998 £m
Net Cash Inflow	26.9	23.7
Dividends Faxation Capital Expenditure	(9.8) (10.3) (2.5)	(8.4) (8.3) (2.3)
Net Cash Generated by the Business	4.3	4.7
Acquisitions and Disposals Financing	(14.9) 0.9	(3.5) (2.4)
Net Cash (Outflow)	(9.7)	(1.2)
Cash Balance at Year End	25.8	33.0