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Preliminary results
year ended 31 December 2001

March 2002

2001 Highlights

- Excellent results restoring good track record
- Major acquisition of niche business
- Record performance in North America
- Good results in Europe
- Recovery in Australia
- Strong order intake
- 5% placing of shares

The Group

- Worldwide dominance in foundation services
- Growth potential of specialist services
- Unrivalled geographical coverage
- Good track record

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Organisation Structure

Tom Dobson
Chief Executive

Justin Atkinson
Finance Director

Non Executives

- Foundations
  - **USA**
    Hayward Baker
    Case
  - **Europe & Overseas**
    Keller
  - **UK**
    Keller
  - **Australia**
    Franki
- Specialist Services
  - **USA**
    Suncoast
  - **Europe & Overseas**
    Wannenwetsch
  - **UK**
    Makers

Foundation Services

Activities	**Applications**
• Speciality grouting	• Control of building settlement • Groundwater control • Cavity filling
• Ground improvement	• Seismic risk protection • Foundation support
• Caisson & piling in niche markets	• Foundation support • Earth retention

Specialist Services

- **Activities**
  - Concrete repair
  - Refurbishment
  - Post-tension concrete

- **Applications**
  - Car parks
  - Civil engineering projects
  - Local authority housing
  - Heritage structures
  - Slab-on-grade foundations
  - High rise structures

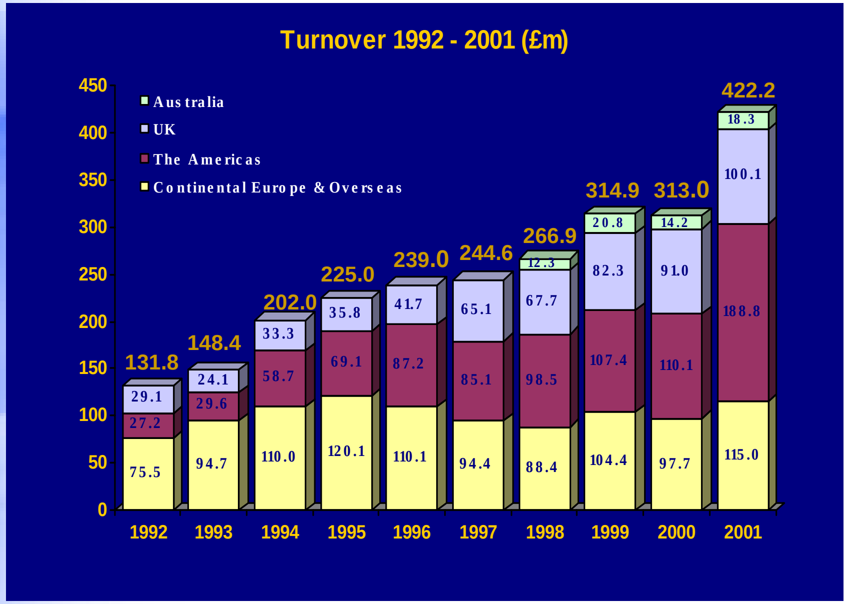
Environmental Applications

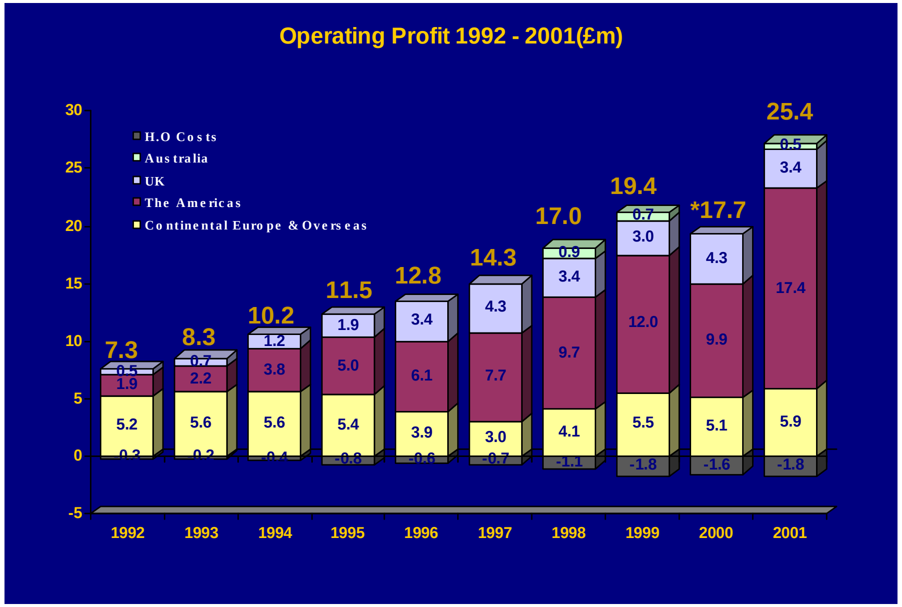
- Brownfield sites
- Removal of contaminated soils
- Containment barriers
- Installation of barriers to prevent flooding
- Sealing leaks in sewerage systems

Geographical Coverage

- Operating in 35 countries
- 32 offices in USA / 36 offices in Continental Europe

Ten year track record





*pre restructuring costs

- Benefit of broad geographical spread
- Strong organic growth
- Effect of key acquisitions
- 15% compound growth in operating profit 1992 - 2001

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Profit and Loss Account

£millions	2001	2000	% Change
Turnover	422.2	313.0	+35
Operating profit pre-goodwill	25.4	17.7	+44
Operating profit post goodwill	24.2	16.2	+49
Interest	(1.8)	(0.8)	
Profit before tax	22.4	15.4	+45
Taxation	(8.7)	(5.8)	
Profit after tax	13.7	9.6	+43
Earnings per share pre-goodwill amortisation	25.8p	17.9p	+44
Dividend per share	9.2p	8.5p	+8

- 28% organic turnover growth in 2001
- Goodwill amortisation on Suncoast acquisition
- Interest cover good
- Effective tax rate increased by 1.3% to 38.8%

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Group Balance Sheet

£millions		2001		2000
Fixed assets				
Goodwill	60.6		12.3	
Other intangibles	0.4		0.4	
Tangible assets	59.2		50.7	
		120.2		63.4
Current assets				
Stocks	12.5		7.0	
Debtors	120.3		91.1	
Cash	12.2		13.6	
		145.0		111.7
Creditors: due within one year		(129.1)		(92.7)
Net current assets		15.9		19.0
Total assets less current liabilities		136.1		82.4
Creditors: due after one year		(56.8)		(17.2)
Provisions for liabilities and charges		(6.0)		(7.6)
Net assets		73.3		57.6

- Effect of Suncoast acquisition
- Effect of increased activity
- Gearing levels and capital structure

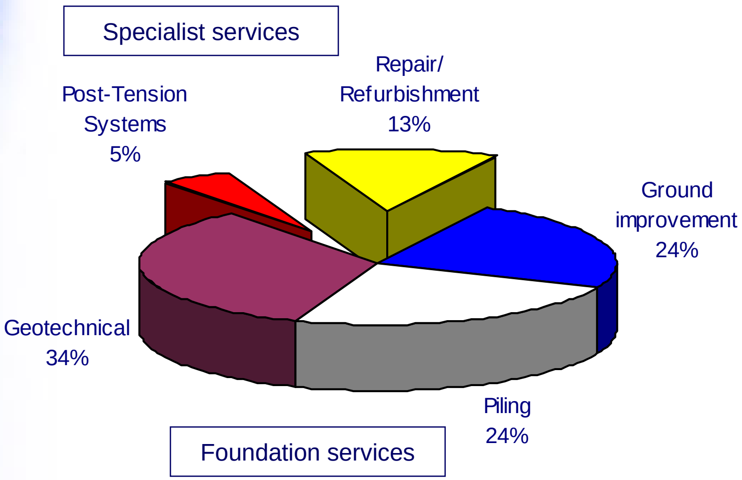
Group Cash Flow Statement

£millions	**2001**	**2000**
Net cash inflow from operating activities	32.2	19.6
Returns on investment and servicing of finance	(3.3)	(1.0)
Taxation	(8.2)	(5.8)
Capital expenditure	(10.3)	(8.9)
Acquisitions and disposals	(67.3)	(8.8)
Equity dividends paid	(5.0)	(4.6)
Net cash outflow	(61.9)	(9.5)
Share issue proceeds	7.9	0.1
Other debt movements	0.4	(5.5)
(Net Debt)/Cash brought forward	(9.6)	5.3
Net Debt carried forward	(63.2)	(9.6)

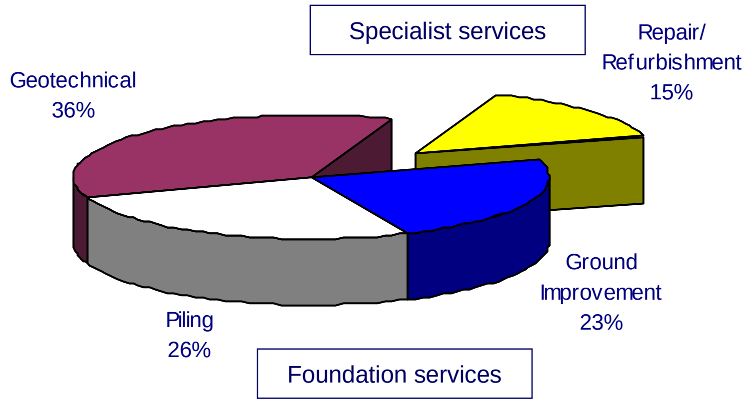
- Strong operating cash flows
- Continued investment in capital expenditure
- Capacity for more bolt-on acquisitions

Product analysis

2001 Turnover

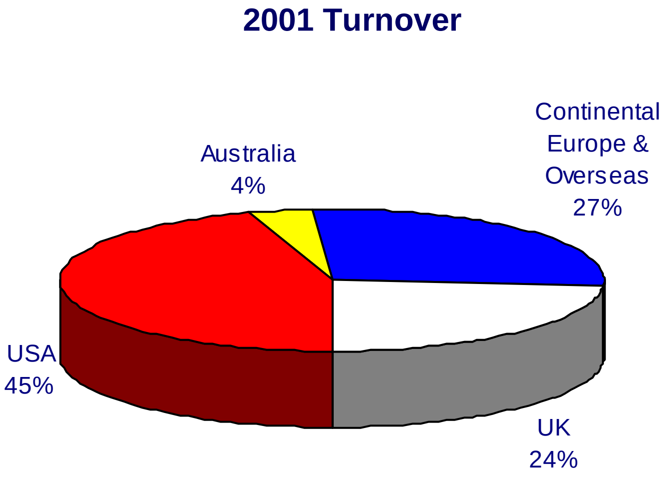


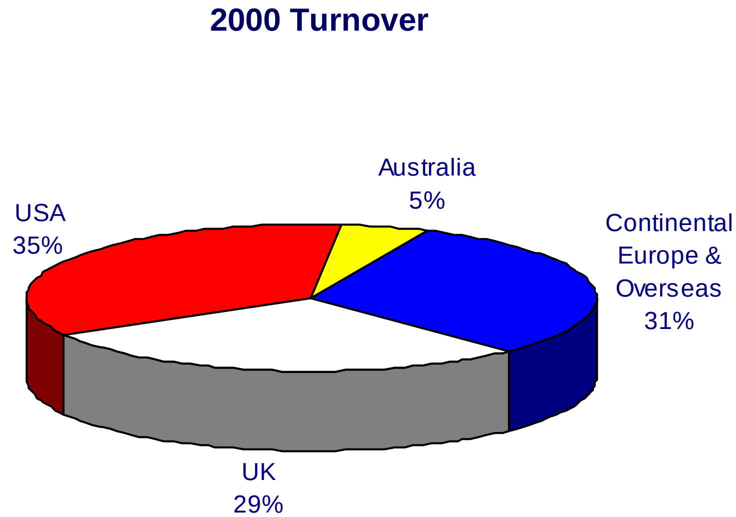
2000 Turnover



- Specialist services now 18% of Group
- Ground improvement sales increased by 38%
- Piling: Case, Australia and the UK

Geographical analysis



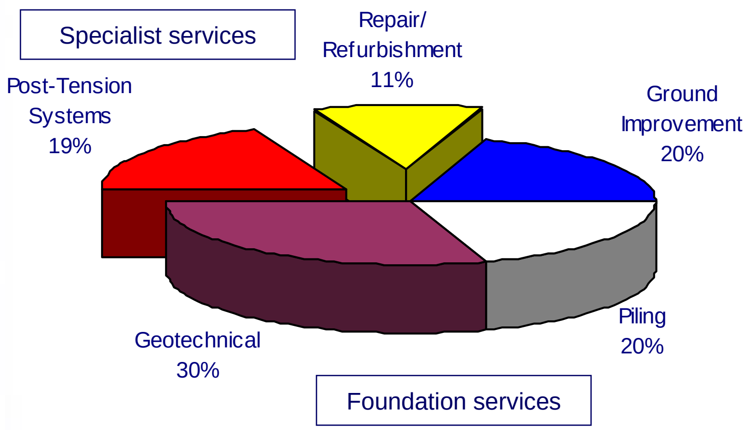


- USA sales 45% of Group
- UK sales 24% of Group
- German sales 10% of Group

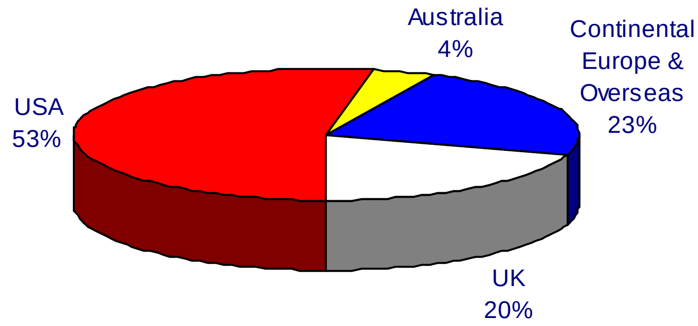
Proforma analysis – 2001 turnover

- Includes 12 months of sales from Suncoast

Product analysis



Geographic analysis



- Specialist services 30% of Group
- USA sales around 50% of Group

Geographical analysis

Operating profit pre-goodwill (reported)

£millions	2001	2000	% Change
Operating Profit			
USA	17.3	9.9	+75
Europe & Overseas	5.9	4.9	+20
UK	3.5	3.6	-3
Australia	0.5	(0.3)	+267
Central costs	(1.8)	(1.6)	-13
	25.4	16.5	+54

- Record year for North American operations
- Increased margin for Europe & Overseas
- Buoyant market for Makers; over capacity in the UK foundation market
- Strong recovery in Australia and Indonesia

Suncoast acquisition

- Trading in line with expectations
- Housing starts remain robust
- Seasonal nature of business
- New CFO and COO now established
- Growth opportunities in California and Arizona

Strategy

Foundation Services

- **To maintain global leadership in foundation services**
  - Organic growth in Europe and USA
  - Bolt-on acquisitions with sales of up to £10m
  - Larger acquisition opportunities to be monitored

Strategy continued

Specialist Services

- **To expand our range of specialist services**

  - Refurbishment and Repair

    Partnering/term contracts
    Car parks

  - Post-Tension Systems

    Increased market penetration
    Geographic growth in USA

  - Acquisition Opportunities

    European construction industry related

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Current trading and prospects

- Order books 27% ahead of last year
- Current year has started well
- US construction market remains strong
- UK refurbishment market offers opportunities
- Record January order intake
- Prospects for the year are good