

**FORM SAR 3**

**Lodge with Company Announcements Office and the Panel.** A copy must also be sent to the company the shares of which are acquired.

Date of disclosure...17 October 2002.....

**DISCLOSURE UNDER RULE 3 OF THE RULES GOVERNING  
SUBSTANTIAL ACQUISITIONS OF SHARES ("SARs")**

Date of acquisition.16 October 2002

Acquisition in...ZOTEFOAMS PLC .....(name of company)

(1) Class of voting shares (eg ordinary shares)	Number of shares/rights over shares acquired	If rights over shares acquired, as opposed to the shares themselves, specify nature of rights
ORDINARY	385,700 shares	
	N/A.....rights	

(2) Resultant total holding of voting shares (and % of total voting shares in issue)	Resultant total holding of rights over shares (and % of total voting shares in issue)	Total percentage
.5,902,692....(16.28%)		5,902,692..(16.28%)

(3) Party making disclosure...EDINBURGH FUND MANAGERS GROUP  
PLC.....

(4) (a) Name of person acquiring shares or rights over shares ..ON  
BEHALF  
and, if different, beneficial owner...OF DISCRETIONARY CLIENTS

(b) Names of any other persons acting by  
agreement or understanding (see SAR 5).- .....

Signed, for and on behalf of the party named in (3) above..LYNN  
MATHEWSON..

(Also print name of signatory).LYNN  
MATHEWSON.....

Telephone and extension number..0131 313 6402  
.....

*Note. Under SAR 5, the holdings of and acquisitions by persons acting by agreement or understanding must be aggregated and treated as a holding of or acquisition by one person. Note 3 on SAR 5 requires persons who must aggregate holdings to disclose certain disposals.*

For full details of the SARs disclosure requirements, see Rules 3 and 5 of the SARs. If in doubt, contact the Panel on Takeovers and Mergers, Monitoring Section,  
Tel. No: 020 7638 0129.