**HOMEFORM GROUP LIMITED** 

**DIRECTORS' REPORT AND FINANCIAL STATEMENTS** 

28 MARCH 2010

COMPANY REGISTRATION NUMBER 06132417

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# HOMEFORM GROUP LIMITED REPORT OF THE DIRECTORS

The Directors present their report and audited financial statements for the 52 weeks ended 28 March 2010

#### 1 PRINCIPAL ACTIVITY

The principal activity of the Company comprises the manufacture, retail and installation of fully-fitted home improvement products - kitchens, bathrooms and bedrooms

#### **2 RESULTS AND DIVIDENDS**

The trading results for the period and the Company's financial position at the end of the period are shown in the attached financial statements and are discussed further in the business review below

The Directors do not recommend payment of a dividend

#### **3 BUSINESS REVIEW**

#### Financial performance

Turnover in the 52 week period of trading was £151 2 million (2009 - £148 2 million) The loss before tax was £6 0 million (2009 - £12 3 million) although this was after deducting exceptional costs of £0 5 million (2009 - £2 5 million) and goodwill amortisation of £nil (2009 - £0 2 million)

The underlying trading EBITDA profit/(loss) for the period was	2010	2009
	£m	£m
Operating loss before goodwill amortisation and exceptional items	(3 2)	(7 2)
Management fees	08	06
Depreciation/Loss on disposal	34	3 2
EBITDA profit/(loss)	10	(3 4)

During the period, turnover rose by 2% despite the impact of the UK recession. Through increased operational efficiencies and cost cutting, the Company's EBITDA was a profit of £1.0 million compared with a loss of £3.4 million in the prior year.

The Company is confident that as the UK economy improves and further cost savings and efficiencies are implemented, the business will be well placed to realise improved results

At the end of the period, the Company was trading out of 166 showrooms (2009 - 151), of which approximately half were concessions with a number of partners including Homebase, Next, BHS, Laura Ashley, Focus and Easy Living In addition, the Company trades through direct sales

#### Strategy

The Company's strategy is to offer a fully project managed service to its customers in the design and installation of kitchens, bedrooms and bathrooms through its four brands - Moben, Kitchens Direct, Sharps and Dolphin. Our brands operate in the most affluent customer segments of the marketplace. As we are a multi-channel retailer with a design-led fully fitted proposition, it is not easily replicated by our competitors.

#### Turnover

Turnover in the 52 week period of trading was £151.2 million (2009 - £148.2 million). The UK economic recession continued to impact volumes throughout the period in common with the rest of the industry.

#### Gross profit

Gross margin for the period equated to 44 1% (2009 - 41 0%) with the improvement being made largely through operational efficiencies together with some volume recovery

#### Operating costs

The majority of the Company's operating costs are in the installation of its products and the operation of the showroom network, together with advertising and other selling costs

#### Research and development

The Company continues to invest in product offering to provide the widest and most innovative range possible. In addition, the Company continues to refurbish its existing showroom estate and acquire new sites or concession opportunities where strategically of value.

# HOMEFORM GROUP LIMITED REPORT OF THE DIRECTORS (Continued)

#### 3 BUSINESS REVIEW (Continued)

#### Exceptional items

The exceptional operating costs relate largely to restructuring and redundancy costs incurred in driving through operational efficiencies in response to the recession during the year

#### Capital expenditure

The major expenditure during the period has been in connection with the investment in new or refurbished showrooms and concessions

#### Environmental policy

Management's policy is to continually improve in this area by minimising levels of emissions and waste wherever possible

#### Summary of key performance indicators

The directors use a number of key performance indicators in the management of the business, focusing on -

- Appointment and order levels and values
- Individual showroom performance
- Gross margins
- Overhead cost levels
- Cash and working capital management
- Capital expenditure impact

#### Future outlook

The Company operates in a challenging market in terms of competition from both national retailers and smaller independent retailers which is dependent upon the activity levels of the housing sector as well as levels of the consumers' disposable income. With the severe recession within the UK economy, this has adversely impacted upon our business and that of our competitors. Our investment in both product and showroom offering, together with increased efficiencies in the supply and fit of our products is expected to enable us to continue to build on our market position and to maximise our returns when the market recovers

## Principal risks and uncertainties

The management of the business and the nature of the Company's strategy are subject to a number of risks

## Economic risk

The success of the business is reliant upon consumer spending. An economic downturn, resulting in a reduction of consumer spending power will have a direct impact upon the income achieved by the Company

Management constantly evaluate and review marketing and pricing strategies and keep operational costs under control

### Proportion of fixed overheads and variable revenues

A large proportion of the Company's costs are fixed or semi-fixed. There is the risk that significant changes in revenue may lead to the inability to cover such costs.

Management closely monitor all costs constantly, taking remedial actions where considered necessary

#### Competition

The market in which the Company operates is highly competitive. As a result there is constant pressure on margins to remain competitive.

Management constantly monitor competitive prices and review our strategy accordingly

#### Product obsolescence

The Company operates in a market which is subject both to technological advances and changes in consumer fashions

Management are committed to the ongoing, continual development of product range to ensure the widest choice of product is available to the consumer

# HOMEFORM GROUP LIMITED REPORT OF THE DIRECTORS (Continued)

#### **4 FINANCIAL RISK MANAGEMENT**

The Company uses various financial instruments which comprise borrowings, some cash and liquid resources and various items such as trade debtors and trade creditors that arise directly from its operations. The main purpose of these financial instruments is to provide finance for the Company's operations.

The existence of these financial instruments exposes the Company to a number of financial risks, which are described in more detail below. It is, and has been throughout the period under review, the Company's policy that no speculative trading in financial instruments shall be undertaken.

#### Interest rate risk

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The Company finances its operations through a mixture of working capital and borrowings from Sun Capital Partners. These borrowings are split between an amount at a fixed rate of interest and an amount where the rate is linked to US prime rates.

#### Liquidity risk

The Company seeks to manage financial risk by ensuring sufficient liquidity is available to meet foreseeable needs and to invest cash assets safely and profitably

The Company's parent has confirmed that it is their current intention not to require repayment of the shareholder loans provided to the Company during the next 12 months unless the Board of the Company determines in its reasonable opinion that the Company would retain adequate cash resources for its short term funding purposes after such repayment

#### Credit risk

The Company's principal financial assets are cash and debtors. The credit risk associated with cash is limited as the counterparty is the Company's principal banker. The principal credit risk therefore arises from trade debtors.

In order to manage this risk, customers are required to pay an initial deposit on order followed by full payment before or at the time of delivery of the goods, prior to installation. Sales funded by finance are subject to credit reference checks by the finance company prior to being approved.

### Foreign currency risk

All sales and the majority of the Company's purchasing transactions are in sterling apart from a proportion of Euro and US\$ purchases. The Company does not hedge these currency exposures.

### **5 DIRECTORS**

Directors who served during the period were as follows

C J Pavlosky (Appointed 28 May 2010)

J A C Vicente (Resigned 4 June 2010)

T J Kowalski (Resigned 28 May 2010)

#### **6 CHARITABLE AND POLITICAL DONATIONS**

There were no political or charitable donations during the period

# 7 EMPLOYEES

The Company places considerable value on the involvement of its employees and informs them, through the Company magazine, regular Executive director forums and other updates, on matters affecting them as employees and on the various factors affecting the performance of the Company The Company recognises a union representing certain employees

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned in the event of members of staff becoming disabled every effort is made to ensure that their employment with the Company continues and that appropriate training is arranged. It is the policy of the Company that the training, career development and promotion of disabled persons should, as far as possible be identical with that of other employees.

# HOMEFORM GROUP LIMITED REPORT OF THE DIRECTORS (Continued)

#### **8 DIRECTORS' RESPONSIBILITIES**

The Directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare financial statements in accordance with United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice). The financial statements are required by law to give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgments and estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements.
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business

The directors are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the directors are aware

- there is no relevant audit information of which the Company's auditors are unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information

The directors are responsible for the maintenance and integrity of the website and accordingly the auditors accept no responsibility for the information published

Information published on the website is accessible in many countries and legislation in the UK concerning the preparation and dissemination of Financial Statements may differ from legislation in other jurisdictions

# 9 PAYMENT OF SUPPLIERS

It is the policy of the Company to agree appropriate terms and conditions for its transactions with suppliers by means ranging from standard written terms to individually negotiated contracts. Payments are normally made in accordance with these terms and conditions, provided that they have also been complied with by the supplier. At 28 March 2010, the Company's trade creditors represented 47 days of purchases (2009 - 37 days)

# 10 DIRECTORS' LIABILITY INSURANCE

The Company maintains a policy for the benefit of the directors

### 11 AUDITORS

Grant Thornton UK LLP, having expressed their willingness to continue in office, will be deemed re-appointed for the next financial year in accordance with section 487(2) of the Companies Act 2006 unless the Company removes notice under section 488(1) of the Companies Act 2006

By Order of the Board

C J PAVLOSKY

CHIEF EXECUTIVE OFFICER

Independent auditor's report to the members of Homeform Group Limited

We have audited the financial statements of Homeform Group Limited for the 52 week period ended 28 March 2010 which comprise the profit and loss account, the balance sheet, the cash flow statement and notes 1 to 27. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities statement set out on page 5 the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/UKNP

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 28 March 2010 and of its loss for the period then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

#### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

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Joanne Kearns

Senior Statutory Auditor

for and on behalf of Grant Thornton UK LLP

Statutory Auditor, Chartered Accountants

Manchester

19. July 2010

# HOMEFORM GROUP LIMITED PROFIT AND LOSS ACCOUNT FOR THE 52 WEEKS ENDED 28 MARCH 2010

### Notes

		52 weeks ended 28 March 2010	52 weeks ended 29 March 2009
		£000	£000
Turnover	2	151,233	148,244
Cost of sales	_	(84,527)	(87,402)
Gross profit		66,706	60,842
Other operating expenses (net)	3	(70,427)	(70,768)
EBITDA		995	(3,422)
Management fees		(755)	(581)
Depreciation/Loss on disposal		(3,417)	(3,204)
Goodwill amortisation		-	(240)
Exceptional items		(544)	(2,479)
Operating loss after goodwill amortisation and exceptional items	_	(3,721)	(9,926)
Operating loss	5	(3,721)	(9,926)
Bank interest receivable	7	14	133
Interest payable and similar charges	<sup>7</sup> _	(2,338)	(2,505)
Loss on ordinary activities before taxation		(6,045)	(12,298)
Taxation on loss on ordinary activities	10_		
Loss on ordinary activities after taxation	20_	(6,045)	(12,298)

The results for the period relate to continuing activities

There were no recognised gains and losses other than the loss for the current and prior period. Accordingly, a statement of total recognised gains and losses has not been presented.

# **HOMEFORM GROUP LIMITED BALANCE SHEET AS AT 28 MARCH 2010**

Tangible assets		Notes	28 March 2010 £000	29 March 2009 £000
Tangible assets         12         8,238         9,382           Current assets         8,238         9,382           Stocks         13         8,170         5,956           Debtors         14         13,489         12,284           Cash at bank and in hand         6,931         10,251           Creditors - amounts falling due within one year         15         (59,238)         (54,549)           Net current liabilities         (30,648)         (26,058)           Total assets less current liabilities         (22,410)         (16,676)           Creditors - amounts falling due after more than one year         16         (19,254)         (18,716)           Provisions for liabilities         (44,850)         (38,805)           Capital and reserves         (44,850)         (38,805)           Capital and loss account         20         (44,850)         (38,805)				
Current assets         Stocks         13         8,170         5,956           Debtors         14         13,489         12,284           Cash at bank and in hand         6,931         10,251           Creditors - amounts falling due within one year         15         (59,238)         (54,549)           Net current liabilities         (30,648)         (26,058)           Total assets less current liabilities         (22,410)         (16,676)           Creditors - amounts falling due after more than one year         16         (19,254)         (18,716)           Provisions for liabilities         (3,186)         (3,413)           Total net liabilities         (44,850)         (38,805)           Capital and reserves         (20,44,850)         (38,805)           Called up share capital         19         -         -           Profit and loss account         20         (44,850)         (38,805)	Intangible assets		-	-
Current assets         Stocks       13       8,170       5,956         Debtors       14       13,489       12,284         Cash at bank and in hand       28,590       28,491         Creditors - amounts falling due within one year       15       (59,238)       (54,549)         Net current liabilities       (30,648)       (26,058)         Total assets less current liabilities       (22,410)       (16,676)         Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves         Called up share capital       19       -       -         Profit and loss account       20       (44,850)       (38,805)	Tangible assets	12_	8,238	9,382
Stocks         13         8,170         5,956           Debtors         14         13,489         12,284           Cash at bank and in hand         28,590         28,491           Creditors - amounts falling due within one year         15         (59,238)         (54,549)           Net current liabilities         (30,648)         (26,058)           Total assets less current liabilities         (22,410)         (16,676)           Creditors - amounts falling due after more than one year         16         (19,254)         (18,716)           Provisions for liabilities         (3,186)         (3,413)           Total net liabilities         (44,850)         (38,805)           Capital and reserves           Called up share capital         19         -         -           Profit and loss account         20         (44,850)         (38,805)			8,238	9,382
Debtors       14       13,489       12,284         Cash at bank and in hand       6,931       10,251         Creditors - amounts falling due within one year       15       (59,238)       (54,549)         Net current liabilities       (30,648)       (26,058)         Total assets less current liabilities       (22,410)       (16,676)         Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       18       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves       (20       (44,850)       (38,805)         Profit and loss account       20       (44,850)       (38,805)	Current assets			
Cash at bank and in hand         6,931         10,251           Creditors - amounts falling due within one year         15         (59,238)         (54,549)           Net current liabilities         (30,648)         (26,058)           Total assets less current liabilities         (22,410)         (16,676)           Creditors - amounts falling due after more than one year         16         (19,254)         (18,716)           Provisions for liabilities         (3,186)         (3,413)           Total net liabilities         (44,850)         (38,805)           Capital and reserves         (22,410)         (44,850)         (38,805)           Profit and loss account         20         (44,850)         (38,805)	Stocks		•	•
Creditors - amounts falling due within one year       15       28,590 (54,549)       28,491 (59,238) (54,549)         Net current liabilities       (30,648) (26,058)         Total assets less current liabilities       (22,410) (16,676)         Creditors - amounts falling due after more than one year       16 (19,254) (18,716)         Provisions for liabilities       18 (3,186) (3,413)         Total net liabilities       (44,850) (38,805)         Capital and reserves       (22,410) (16,676)         Called up share capital       19	Debtors	14	13,489	12,284
Creditors - amounts falling due within one year       15       (59,238)       (54,549)         Net current liabilities       (30,648)       (26,058)         Total assets less current liabilities       (22,410)       (16,676)         Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       18       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves       (22,410)       (18,716)         Called up share capital       19       -       -         Profit and loss account       20       (44,850)       (38,805)	Cash at bank and in hand		6,931	10,251
Creditors - amounts falling due within one year       15       (59,238)       (54,549)         Net current liabilities       (30,648)       (26,058)         Total assets less current liabilities       (22,410)       (16,676)         Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       18       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves       (22,410)       (18,716)         Called up share capital       19       -       -         Profit and loss account       20       (44,850)       (38,805)				
Net current liabilities         (30,648)         (26,058)           Total assets less current liabilities         (22,410)         (16,676)           Creditors - amounts falling due after more than one year         16         (19,254)         (18,716)           Provisions for liabilities         18         (3,186)         (3,413)           Total net liabilities         (44,850)         (38,805)           Capital and reserves         (22,410)         (18,716)           Called up share capital         19         -         -           Profit and loss account         20         (44,850)         (38,805)			•	
Total assets less current liabilities       (22,410)       (16,676)         Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       18       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves       Called up share capital       19       -       -         Profit and loss account       20       (44,850)       (38,805)	Creditors - amounts falling due within one year	15_	(59,238)	(54,549)
Creditors - amounts falling due after more than one year       16       (19,254)       (18,716)         Provisions for liabilities       18       (3,186)       (3,413)         Total net liabilities       (44,850)       (38,805)         Capital and reserves       Called up share capital       19       -       -         Profit and loss account       20       (44,850)       (38,805)	Net current liabilities	_	(30,648)	(26,058)
Provisions for liabilities         18         (3,186)         (3,413)           Total net liabilities         (44,850)         (38,805)           Capital and reserves         Called up share capital         19         -         -           Profit and loss account         20         (44,850)         (38,805)	Total assets less current liabilities		(22,410)	(16,676)
Total net liabilities         (44,850)         (38,805)           Capital and reserves         -         -           Called up share capital         19         -         -           Profit and loss account         20         (44,850)         (38,805)	Creditors - amounts falling due after more than one year	16	(19,254)	(18,716)
Capital and reserves Called up share capital Profit and loss account  19 20 (44,850) (38,805)	Provisions for liabilities	18_	(3,186)	(3,413)
Called up share capital       19         Profit and loss account       20 (44,850) (38,805)	Total net liabilities		(44,850)	(38,805)
Called up share capital       19         Profit and loss account       20 (44,850) (38,805)	Capital and reserves			
Profit and loss account 20 (44,850) (38,805)	·	19	_	_
	· · · · · · · · · · · · · · · · · · ·	20	(44,850)	(38,805)
Shareholders' deficit 21 (44,850) (38,805)				
	Shareholders' deficit	21_	(44,850)	(38,805)

The financial statements were approved by the board of directors on 19/7/60

and signed on its behalf by

**C J PAVLOSKY** 

CHIEF EXECUTIVE OFFICER

Company No

06132417

# HOMEFORM GROUP LIMITED CASH FLOW STATEMENT FOR THE 52 WEEKS ENDED 28 MARCH 2010

### Notes

		52 weeks ended 28 March 2010 £000	52 weeks ended 29 March 2009 £000
Net cash outflow from operating activities	24	(1,228)	(5,316)
Servicing of finance and returns on investments Interest received		14	108
Net cash Inflow from servicing of finance and returns on investments		14	108
Taxation Corporation tax		<u>-</u>	
Tax paid		-	
Capital expenditure Payments for tangible fixed assets Proceeds from the sale of tangible fixed assets		(2,139) 33	(5,368) 81
Net cash outflow for capital expenditure	,	(2,106)	(5,287)
Net cash outflow before financing		(3,320)	(10,495)
Financing Increase in loans		-	9,313
Net cash inflow from financing		<u>-</u>	9,313
Decrease in cash	24	(3,320)	(1,182)

#### 1 ACCOUNTING POLICIES

The principal accounting policies are summarised below. They have all been applied consistently throughout the period

#### Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with applicable United Kingdom accounting standards

### Going concern

The financial statements have been prepared on a going concern basis, notwithstanding the loss for the period, which the directors believe is appropriate for the following reasons -

The directors have prepared working capital forecasts for the period ending 12 months from the date of the approval of these accounts. The working capital forecasts assume that an appropriate level of funding will be made available from the company's parent company throughout the 12 months from the date of this report. The parent company has confirmed in writing that the level of funding referred to above will remain available to the company throughout this period.

Further, the working capital forecasts reflect current trading conditions and after taking account of known seasonal factors, do not reflect any significant worsening in current trading conditions which could arise from a worsening of the continuing economic downturn. The directors are satisfied that the forecast level of trading performance and cash flows is achievable and that the company will therefore be able to continue to operate for the foreseeable future.

#### Accounting year end

The Company's year end is the Sunday nearest to the end of March each financial year

#### Goodwill

Goodwill arising on the acquisition of subsidiary undertakings and businesses, representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired, is capitalised and written off on a straight line basis over its useful economic life. The directors consider the useful economic life to be one year. Provision is made for any impairment

#### Tangible fixed assets

All tangible fixed assets are stated at cost less accumulated depreciation and any provision for impairment. Depreciation is calculated so as to write off the cost or valuation of tangible fixed assets over the expected useful economic lives of the assets concerned, at the following rates

Freehold properties

50 years

Short leasehold improvements

Term of lease

Fixtures, fittings, plant and machinery

2 to 10 years

#### Stocks

Stocks are stated at the lower of cost and net realisable value. Cost includes all costs incurred in bringing each product to its present location and condition as follows -

Raw materials, consumables and goods for resale

Work in progress and finished goods

Purchase cost on a first in, first out basis

Cost of direct materials and labour plus attributable overheads based on

normal levels of activity

#### Cash

Cash consists of cash at bank and in hand net of outstanding bank overdrafts

#### Taxation

Corporation tax is provided on the assessable profits of the Company at the appropriate rates in force. Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

#### 1 ACCOUNTING POLICIES (CONTINUED)

#### **Provisions**

A provision is recognised when the Company has a legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation

#### Foreign currencies

Transactions in foreign currencies are recorded at the rate of exchange at the date of transaction or, if hedged, at the forward contract rate. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date or, if appropriate, at the forward contract rate. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as an exchange gain or loss in the profit and loss account.

#### Operating lease commitments

The cost of operating leases is charged to the profit and loss account as incurred

#### Pension costs

The Company contributes to defined contribution schemes for some employees. The costs of the contributions are charged to the profit and loss account on the basis of contributions payable in respect of the accounting period.

#### Turnover

Turnover represents amounts receivable for goods and services in the normal course of business, net of trade discounts, VAT and other sales-related taxes. The element of turnover relating to materials is recognised at the point at which the delivery of goods to the customer is completed and the element relating to the installation is recognised upon completion of the installation.

The Company receives finance commission income from companies providing finance for certain of the Company's customers. Finance commission income is recognised at the outset of the finance arrangements based on the expected life of the finance arrangements.

#### Financial liabilities and equity

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the Company after deducting all of its liabilities.

#### Loans and overdrafts

Interest-bearing loans and overdrafts are recorded at the proceeds received, net of direct issue costs. Finance charges, including premiums payable on settlement or redemption and direct issue costs, are accounted for on an accruals basis in the profit and loss account using the effective interest method and are added to the carrying amount of the instrument to the extent that they are not settled in the period in which they arise

#### Equity instruments

Equity instruments issued by the Company are recorded at the proceeds received, net of direct issue costs

### **2 SEGMENTAL INFORMATION**

The whole of the Company's turnover is derived from activities within the United Kingdom

Analysis of turnover and operating profit by class of business has not been disclosed as the Directors believe that publication of such information would be seriously prejudicial to the interests of the Company

### **3 OTHER OPERATING EXPENSES**

Goodwill amortisation - 240	Sales and marketing costs Administrative costs Exceptional costs	52 weeks ended 28 March 2010 £000 57,737 12,146 544	52 weeks ended 29 March 2009 £000 57,574 10,475 2,479
/0.427 /0.768	Goodwill amortisation	70.427	70,768

#### 4 EXCEPTIONAL ITEMS

	52 weeks ended 28 March	52 weeks ended 29 March
	2010	2009
Restructuring and redundancy costs	£000 958	£000 1,639
Fixed asset impairments	(167)	273
Onerous lease provision	(247)	567
	544	2,479

The company underwent further restructuring during the period as the operations were streamlined at Head Office and in response to the general economic recession

### **5 OPERATING LOSS**

	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
Operating loss is stated after charging the following		
Depreciation - owned assets	3,244	3,361
Operating lease rentals – leasehold property	10,355	10,019
<ul> <li>plant and machinery</li> </ul>	841	1,189
Amortisation of goodwill	-	240
Loss on disposal of fixed assets	6	116

# 6 AUDITORS' REMUNERATION

	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
Audit of the financial statements	78	78
Other fees to auditors - taxation services	8	47
Taxation services consisted of general advisory work		
7 INTEREST PAYABLE AND SIMILAR CHARGES		
	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
PIK note interest payable to HF Group UK 3 Limited	530	969
Loan interest payable to HF Group UK 3 Limited	1,617	1,511
Other interest	191	25
	2,338	2,505
Bank interest receivable	(14)	(133)
Net interest payable	2,324	2,372
8 STAFF COSTS		
	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	Number	Number
The average number of persons employed by the Company was		
Production and installation	482	569
Sales and distribution	737	746
Administration	130	135
	1,349	1,450
Employee costs were as follows	£000	£000
Wages and salaries	25,706	27,678
Social security costs	2,403	2,605
Other pension costs	222	149
	28,331	30,432

# 9 DIRECTORS' REMUNERATION

	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
Remuneration		
The remuneration of the directors was as follows		
Emoluments	541	440
Company contributions to pension schemes	49	49
	590	489
		-
Pensions		
The number of directors who were members of the Company's defined contribution pen	ision schemes during	the period v
Highest paid director  The above amounts for remuneration include the following in respect of the highest paid director	±	
	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
Emoluments	349	245
Company contributions to pension schemes	30	30
	379	275
		2,0
TAXATION ON LOSS ON ORDINARY ACTIVITIES		
	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
The tax charge comprises	£000	£000
Current tax		
Corporation tax at 28% - current period		<u>-</u>
Total current tax	-	-
Deferred tax		
Origination and reversal of timing differences	<u> </u>	
- -		
	<u> </u>	-
		-

# 10 TAXATION ON LOSS ON ORDINARY ACTIVITIES (Continued)

The tax credit for the period is lower than the standard rate of U K corporation tax. The differences are explained as follows

	52 weeks	52 weeks
	ended	ended
	28 March	29 March
	2010	2009
	£000	£000
Loss on ordinary activities before tax	(6,045)	(12,298)
5	(4.000)	(2.442)
Expected tax on losses at 28% (2009 - 28%)	(1,693)	(3,443)
Capital allowances less than/(in excess of) depreciation	306	321
Increase in tax losses	729	3,097
Other short term timing differences	(20)	(42)
Interest not deductible for taxation purposes	601	-
Expenses not deductible for taxation purposes	77	67
	_	-

A deferred tax asset has not been recognised in respect of timing differences relating to losses carried forward, as there is insufficient evidence that the asset will be recovered in the foreseeable future. The amount of asset not recognised is £9.2 million (2009–£9.3 million). The asset would be recovered if the Company were to make sufficient future taxable profits.

# 11 INTANGIBLE ASSETS

	Goodwill £000
COST	
At 29 March 2009 and 28 March 2010	12,691
AMORTISATION	
At 29 March 2009 and 28 March 2010	12,691
NET BOOK AMOUNT	
At 28 March 2010	
At 29 March 2009	

12 TANGIBLE FIXED ASSETS	Land and buildings - short leasehold improvements	Fixtures fittings plant and machinery	Total
	£000	£000	£000
COST At 29 March 2009	377	11,571	11,948
Additions	-	2,139	2,139
Disposals	(40)	(575)	(615)
Disposais	(40)	(313)	(010)
At 28 March 2010	337	13,135	13,472
DEPRECIATION			
At 29 March 2009	112	2,454	2,566
Charge	32	3,379	3,411
Reversal of impairment recognised in prior year	-	(167)	(167)
Disposals	(40)	(536)	(576)
At 28 March 2010	104	5,130	5,234
NET BOOK AMOUNT			
At 28 March 2010	233	8,005	8,238
, 11 = 11 = 11 = 11			
At 29 March 2009	265_	9,117	9,382
13 STOCKS		28 March	29 March
10 010010		2010	2009
		£000	£000
Raw materials and consumables		7,927	5,757
Work in progress	-	243	199
	=	8,170	5,956
44 PERTORO		20 March	20 March
14 DEBTORS		28 March 2010	29 March 2009
		£000	£000
Trade debtors		5,016	4,621
Other debtors		962	1,330
Amount owing from parent undertaking		67	19
Prepayments and accrued income		7,444	6,314
	•	13,489	12,284
	•		<del></del>

### 15 CREDITORS - AMOUNTS FALLING DUE WITHIN ONE YEAR

	28 March	29 March
	2010	2009
	£000	£000
Loans from group undertakings - HF Group UK 3 Limited (Note 17)	20,272	20,272
Interest accrued on loans from group undertakings - HF Group UK 3 Limited	2,560	943
Trade creditors	20,065	15,804
Taxation and social security	6,959	8,696
Other creditors	408	491
Accruals and deferred income	8,974	8,343
	59,238	54,549
16 CREDITORS - AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	28 March	29 March
	2010	2009
	£000	£000
Loans from group undertakings - HF Group UK 3 Limited (Note 17)	16,325	16,325
Interest accrued on loans from group undertakings - HF Group UK 3 Limited	2,658	2,128
Other creditors	271	263
	19,254	18,716
17 DEBT ANALYSIS		
Borrowings due within one year -	28 March	29 March
-	2010	2009
	£000	£000
Loans from group undertakings - HF Group UK 3 Limited (Note 15)	20,272	20,272
Interest accrued on loans from group undertakings - HF Group UK 3 Limited	2,560	943
	22,832	21,215
Borrowings due after more than one year -		
·	£000	£000
Loans from group undertakings - HF Group UK 3 Limited (Note 16)	16,325	16,325
Interest accrued on loans from group undertakings - HF Group UK 3 Limited	2,658	2,128
	18,983	18,453

Loans from group undertakings due within one year represents secured loans from the immediate parent company at a fixed interest rate of 8%

Loans from group undertakings due after more than one year represents secured Payment in Kind notes held by the immediate parent company which attract a variable interest rate linked to the Bank of Montreal rates

The Company's parent has confirmed that it is their current intention not to require repayment of the shareholder loans provided to the Company during the next 12 months unless the Board of the Company determines in its reasonable opinion that the Company would retain adequate cash resources for its short term trading purposes after such repayment

### **18 PROVISIONS FOR LIABILITIES**

Warranty Property	Total
£000 £000	£000
At 29 March 2009 2,069 1,344	3,413
Charge/(credit) for the period 4,682 (216)	4,466
Utilised during the period (4,662) (31)	(4,693)
At 28 March 2010	3,186

The Company provides for potential warranty and remedial claims on installations. Warranties are given for up to fifteen years on certain elements of the installation from the date of completion of the installation.

The Company makes provisions in respect of properties, including dilapidations, where there may exist a liability at the end of lease to perform remedial works on those properties. The Company also provides for occupancy costs in respect of loss making showrooms.

19 CALLED UP SHARE CAPITAL		28 March 2010 £000	29 March 2009 £000	
Authorised Equity - 100 ordinary shares of £1 each	=	<u>-</u>	<u> </u>	
Allotted and issued At 29 March 2009 - 100 ordinary shares of £1 each	_			
At 28 March 2010 - 100 ordinary shares of £1 each	_	-		
20 RESERVES		Profit and loss account		
At 29 March 2009 Retained loss for the period	_	£000 (38,805) (6,045)		
At 28 March 2010		(44,850)		
21 RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' DEFICIT		£000		
At 29 March 2009 Retained loss for the period	_	(38,805) (6,045)		
At 28 March 2010	_	(44,850)		
22 OPERATING LEASE COMMITMENTS	Land and buildings	Plant and machinery 28 March	Land and buildings 29 March	Plant and machinery 29 March
	2010 £000	2010 £000	2009 £000	2009 £000
Leases expiring within	87	228	247	447
One year Two to five years	6 <i>7</i> 1,570	228 560	1,096	512
More than five years	4,824		5,046	4
	6,481	788	6,389	963

# 23 COMMITMENTS

Capital expenditure authorised and contracted for but not provided in the accounts amounted to £0.1 million. The Company has also granted a full fixed and floating security over its assets to Barclays Bank plc.

### 24 NOTES TO THE CASH FLOW STATEMENT

### A - Reconciliation of operating loss to net cash inflow from operating activities

			52 weeks ended 28 March 2010 £000	52 weeks ended 29 March 2009 £000
Net cash outflow from operating activities Operating loss			(3,721)	(9,926)
Depreciation			3,244	3,361
Goodwill amortisation			-	240
Loss on disposal			6	116
Increase in stocks			(2,214)	(107)
(Increase)/decrease in debtors			(1,224)	4,781
Increase/(decrease) in creditors		_	2,681	(3,781)
Net cash outflow from operating activities		=	(1,228)	(5,316)
B - Analysis and reconciliation of net debt	At 29 March	Cash flow	Non-cash	At 28 March
	2009		movements	2010
	£000	£000	£000	£000
Cash at bank and in hand	10,251	(3,320)		6,931
Debt due within one year	(21,215)	-	(1,617)	(22,832)
Debt due after more than one year	(18,453)		(530)	(18,983)
	(39,668)	<u> </u>	(2,147)	(41,815)
Net debt	(29,417)	(3,320)	(2,147)	(34,884)
C - Change in net debt resulting from cash flows				
				£000
Decrease in cash in the period				(3,320)
Other non-cash movements			-	(2,147)
Change in net debt resulting from cash flows and moven	nent in net debt		_	(5,467)
Net debt at 29 March 2009			-	(29,417)
Net debt as at 28 March 2010			=	(34,884)

#### 25 ULTIMATE CONTROLLING PARTY

The immediate parent company is HF Group UK 3 Limited, a company incorporated in England HF Group Lux S a r I, a company incorporated in Luxembourg is the largest group to consolidate these financial statements. The ultimate controlling party is Sun Capital Partners IV, LP, a limited partnership, based in Delaware, United States.

# **26 RELATED PARTY TRANSACTIONS**

As a wholly owned subsidiary of HF Group Lux S a r I, the Company has taken advantage of the exemption within FRS 8 and has not disclosed transactions with group undertakings

### **27 POST BALANCE SHEET EVENTS**

The Company received confirmation from it's parent company that it is their current intention not to require repayment of the loans over the next 12 months unless the Board of the Company determines, in its reasonable opinion, that the Company would retain adequate cash resources for its short term trading purposes after such repayment

On a pro-forma basis this would have had the following effect on the Balance Sheet as at the end of the period -

	As at 28 March 2010	Adjustment	As at 28 March 2010
	Per accounts		Pro-forma
Fixed assets	£000 8,238	£000	£000 8,238
Current assets Creditors - amounts falling due within one year	28,590 (59,238)	22,832	28,590 (36,406)
Net current liabilities	(30,648)	22,832	(7,816)
Creditors - amounts falling due after more than one year	(19,254)	(22,832)	(42,086)
Provisions for liabilities	(3,186)	<u> </u>	(3,186)
Total net liabilities	(44,850)		(44,850)
Capital and reserves Called up share capital Profit and loss account	- (44,850)	-	- (44,850)
Shareholders' deficit	(44,850)	<u>-</u>	(44,850)

The Company has received a further £6 1 million via its parent company since year end

# HOMEFORM GROUP LIMITED FURTHER INFORMATION

# Registered office

Cornbrook 2 Brindley Road Old Trafford Manchester M16 9HQ

# Solicitors

Halliwells LLP 3 Hardman Square Spinningfields Manchester M3 3EB

# Principal bankers

Barclays 6th Floor 1 Marsden Street Manchester M2 1HW

### **Auditors**

Grant Thornton UK LLP 4 Hardman Square Spinningfields Manchester M3 3EB