(cm PANIE)

# DCM (Optical Holdings) Limited and Subsidiaries

FINANCIAL STATEMENTS

for the year ended

29 March 2003



# DCM (Optical Holdings) Limited and Subsidiaries officers and Professional advisers

# **DIRECTORS**

D Moulsdale

G Moulsdale

J Stewart

G Murdoch

J Beardwood

**SECRETARY** 

G Murdoch

REGISTERED OFFICE

9 Clairmont Gardens Glasgow G3 7LW

**AUDITORS** 

Baker Tilly Chartered Accountants Breckenridge House 274 Sauchiehall Street Glasgow G2 3EH

# DCM (Optical Holdings) Limited and Subsidiaries DIRECTORS' REPORT

The directors submit their report and financial statements of DCM (Optical Holdings) Limited and Subsidiaries for the year ended 29 March 2003.

# PRINCIPAL ACTIVITIES

Subsidiary

The principal activity of the company during the year was that of a holding company. The company's subsidiaries during the year and their principal activities were as follows:

Principal activity

Opticians

out or a large state of the sta	Timospar activity
Optical Express (Holdings) Limited	Holding company
Optical Express (Southern) Limited	Opticians
Optical Express Limited	Opticians
Optical Express (Gyle) Limited	Opticians
The Frame Zone Limited	Opticians
Optical Express (Westfield) Limited	Central buying agent
Optical Express (Northern) Limited	Non trading
Optical Express (Ayr) Limited	Non trading
Optical Express (Aberdeen) Limited	Non trading
Optical Express (Forge) Limited	Non trading
Optical Express (Leith) Limited	Non trading
Optical Express (2001) Limited	Non trading
Optical Express (Aftercare) Limited	Non trading
Outclin Limited	Non trading
Specialeyes Limited	Non trading

## REVIEW OF THE BUSINESS

DCM Optical Clinic PLC

The directors are satisfied with the results for the year and continue to seek increases in both turnover and profitability.

During the year a new subsidiary of the Group purchased the business and assets of Health Clinic PLC/The Eye Clinic from Administration. Prior to the administration the Health Clinic PLC/The Eye Clinic business was making substantial losses.

## **FUTURE DEVELOPMENTS**

The Group proposes to continue its growth organically and through acquisition.

# RESULTS AND DIVIDENDS

The trading results for the year, and the group's financial position at the end of the year are shown in the attached financial statements.

The directors have not recommended a dividend.

# DCM (Optical Holdings) Limited and Subsidiaries DIRECTORS' REPORT

## THE DIRECTORS AND THEIR INTERESTS

The directors who served the company during the year together with their beneficial interests in the shares of the company were as follows:

	Ordina	ry Shares of £1 each
	At 29 March 2003	At 1 April 2002 or later date of appointment
D Moulsdale G Moulsdale	9,500 —	9,500
J Stewart G Murdoch	- -	-
J Beardwood		

G Moulsdale was appointed as a director on 17 March 2003.

### **FIXED ASSETS**

In the opinion of the directors there is no significant difference between the present market value of the group's leasehold property and the amounts at which they are stated in the accounts. Details are set out in note 11.

## DISABLED EMPLOYEES

The policies and training programmes operated by the Group have been developed to attract and retain the best people on the basis of their skills and abilities. This ensures that the Group offers people with disability the same opportunities for training and career progression as other employees.

# **EMPLOYEES**

The Group operates employment policies designed to ensure that it is able to attract and retain the highest calibre of employees from all sections of the community.

The Group values diversity in the workplace and is committed to providing the equality of opportunity to all employees and potential employees. It actively encourages training and skills development throughout the Group.

# POLICY ON THE PAYMENT OF CREDITORS

The Group's policy regarding the payment of suppliers is either to agree terms of payment in the course of business with each supplier or to make suppliers aware of the payment terms, and in either case pay in accordance with the agreed terms.

## **DONATIONS**

During the year the group made the following contributions:

	2003	2002
	£	£
Charitable	67,402	16,481
	-11	

2002

0000

J Stewart was appointed as a director on 17 March 2003.

G Murdoch was appointed as a director on 17 March 2003.

J Beardwood was appointed as a director on 12 October 2002.

# DCM (Optical Holdings) Limited and Subsidiaries DIRECTORS' REPORT

# **AUDITORS**

A resolution to re-appoint Baker Tilly as auditors for the ensuing year will be proposed at the annual general meeting in accordance with section 385 of the Companies Act 1985.

Registered office: 9 Clairmont Gardens Glasgow G3 7LW Signed by

D Moulsdale

Director

29 59~ UAN 2004

# DCM (Optical Holdings) Limited and Subsidiaries directors' responsibilities in the preparation of financial statements

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the group and of the profit or loss of the group for that period. In preparing those financial statements, the directors are required to:

- a. select suitable accounting policies and then apply them consistently;
- b. make judgements and estimates that are reasonable and prudent;
- c. state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- d. prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the group and to enable them to ensure that the financial statements comply with the requirements of the Companies Act 1985. They are also responsible for safeguarding the assets of the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# DCM (Optical Holdings) Limited and Subsidiaries Independent Auditors' report to the members of DCM (Optical Holdings) Limited and Subsidiaries

We have audited the financial statements on pages 7 to 29 which have been prepared under the historical cost convention and the accounting policies set out on pages 12 to 13.

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. 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 THE DIRECTORS AND THE AUDITORS

The directors' responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities on page 5.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it. Our responsibilities do not extend to any other information.

## BASIS OF AUDIT OPINION

We conducted our audit in accordance with United Kingdom Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

### OPINION

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 29 March 2003 and of the loss of the company for the year then ended, and have been properly prepared in accordance with the Companies Act 1985.

**Baker Tilly** 

Chartered Accountants & Registered Auditors

Balo lug

Breckenridge House 274 Sauchiehall Street

Glasgow

G2 3EH

29 JANWAN 2004

# DCM (Optical Holdings) Limited and Subsidiaries GROUP PROFIT AND LOSS ACCOUNT

for the year ended 29 March 2003

;

	Notes	2003 £	2002 £
TURNOVER Continuing operations Acquisitions		48,862,242 15,338,208	45,597,372
GROUP TURNOVER		64,200,450	45,597,372
Cost of sales	1	11,617,1 <b>7</b> 6	8,383,674
Gross profit		52,583,274	37,213,698
Net operating expenses	1	51,224,033	34,960,037
OPERATING PROFIT: Continuing operations Acquisitions	3	1,325,467 33,774	2,253,661
GROUP OPERATING PROFIT		1,359,241	2,253,661
Exceptional costs of fundamental restructuring	6	655,934	-
Interest receivable Interest payable and similar charges	7	(68,225) 600,675	(27,635) 440,132
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		170,857	1,841,164
Tax on profit on ordinary activities	8	182,410	609,014
RETAINED (LOSS)/PROFIT FOR THE FINANCIAL YEAR	9	(11,553)	1,232,150

The company has taken advantage of section 230 of the Companies Act 1985 not to publish its own Profit and Loss Account.

# DCM (Optical Holdings) Limited and Subsidiaries GROUP STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES for the year ended 29 March 2003

	2003 £	2002 £
Profit/(loss) for the financial year attributable to the shareholder's of the parent company	(11,553)	1,232,150
Unrealised surplus on revaluation of tangible fixed assets:	(11,000)	1,202,100
Equipment	1,907,461	_
Fixtures & fittings	10,499,330	_
Total recognised gains and losses relating to the year	12,395,238	1,232,150
NOTE OF HISTORICAL COST PROFITS AND LOSSES for the year ended 29 March 2003		
	2003	2002
Profit on ordinary activities before taxation	£ 170,857	£ 1,841,164
Difference between a historical cost depreciation charge and the actual		
depreciation charge calculated on the revalued amount	224,045	248,208
Historical cost profit on ordinary activities before taxation	394,902	2,089,372
TT to deal and to offer the con-		
Historical cost profit for the year		

GROUP BALANCE SHEET

29 March 2003

	Notes		2003 £	2002 £
FIXED ASSETS Intangible assets	10		6,978,707	8,153
Positive Goodwill Negative Goodwill	10 10	3,808,508 (12,406,791)	(8,598,283)	4,057,600
Tangible assets	11		22,939,819	9,310,246
			21,320,243	13,375,999
CURRENT ASSETS Stocks	13		4,848,076	3,130,266
Debtors Cash at bank and in hand	14		12,183,500 20,536	5,352,102 204,083
CREDITORS			17,052,112	8,686,451
Amounts due within one year	15		19,058,081	9,420,573
NET CURRENT LIABILITIES			(2,005,969)	(734,122)
TOTAL ASSETS LESS CURRENT LIABILITIES			19,314,274	12,641,877
CREDITORS				
Amounts due after more than one year	16		10,654,188	4,049,106
			8,660,086	8,592,771
PROVISIONS FOR LIABILITIES AND CHARGES	••		445.440	266.545
Deferred taxation	20		445,413	366,545
			8,214,673	8,226,226
CAPITAL AND RESERVES				
Called-up equity share capital	25		10,000	10,000
Share premium account	26		442,424	442,424
Revaluation reserve Profit and loss account	26 26		1,650,847 6,111,402	1,874,892 5,898,910
SHAREHOLDERS' FUNDS	27		8,214,673	8,226,226

These financial statements were approved by the directors on the 29 11 and are signed on their behalf by:

D Marila dala

D Moulsdale Director

**BALANCE SHEET** 

29 March 2003

	Notes	2003 £	2002 £
FIXED ASSETS			
Intangible assets Investments	10 12	29,750 74,955	31,500 24,955
nivestinens	12		
		104,705	56,455
CURRENT ASSETS			
Debtors	14	6,919,756	688,530
Cash at bank		6,548,446	6,989,347
		13,468,202	7,677,877
CREDITORS	15	2 402 110	2 040 006
Amounts due within one year	15	2,492,110	3,049,986
NET CURRENT ASSETS		10,976,092	4,627,891
TOTAL ASSETS LESS CURRENT LIABILITIES		11,080,797	4,684,346
CREDITORS			
Amounts due after more than one year	16	10,241,922	3,829,771
		838,875	854,575
CAPITAL AND RESERVES			
Called-up equity share capital	25	10,000	10,000
Share premium account	26	442,424	442,424
Profit and loss account	26	386,451	402,151
SHAREHOLDERS' FUNDS		838,875	854,575

These financial statements were approved by the directors on the 29 11 and are signed on their behalf by:

D Moulsdale

Director

# DCM (Optical Holdings) Limited and Subsidiaries GROUP CASH FLOW

for the year ended 29 March 2003

	Notes	2003 £	2002 £
Net cash flow from operating activities	28	1,010,523	2,550,547
Returns on investments and servicing of finance	28	(532,450)	(412,497)
Taxation	28	(40,528)	(11,889)
Capital expenditure and financial investment	28	(9,676,092)	(2,840,804)
CASH (OUTFLOW) BEFORE FINANCING		(9,238,547)	(714,643)
Financing	28	7,930,760	555,364
(DECREASE) IN CASH IN THE PERIOD	28	(1,307,787)	(159,279)

# **ACCOUNTING POLICIES**

### BASIS OF ACCOUNTING

The financial statements have been prepared under the historical cost convention modified to include the revaluation of certain fixed assets, and in accordance with applicable accounting standards.

## BASIS OF CONSOLIDATION

The consolidated accounts incorporate the accounts of the company and all group undertakings. These are adjusted, where appropriate, to conform to group accounting policies. Acquisitions are accounted for under the acquisition method. The results of the companies acquired or disposed of are included in the profit and loss account after or up to the date that control passes respectively.

### TURNOVER

The turnover shown in the group profit and loss account represents amounts invoiced during the year, exclusive of Value Added Tax.

### **AMORTISATION**

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Goodwill - 10 & 20 years Lease premium - 18 years Customer database - 20 years

Goodwill arising on acquisitions is being amortised over a period of 20 years. Purchased Goodwill is being amortised over a period of 10 years.

### DEPRECIATION

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Short Leasehold Properties Leasehold Improvements Fixtures and Fittings

- Over the term of the lease - 15% reducing balance

Equipment

- 15% & 25% reducing balance - 10% & 15% reducing balance and over 4 years

Motor Vehicles

- 20% reducing balance

An amount equal to the excess of the annual depreciation charge on revalued assets over the notional historical cost depreciation charge on those assets is transferred annually from the revaluation reserve to the profit and loss reserve.

Software development costs which have been capitalised are included within Equipment. It is anticipated that they have an estimated useful life of 4 years and accordingly will be written off over this term.

# DCM (Optical Holdings) Limited and Subsidiaries ACCOUNTING POLICIES

### **STOCKS**

Stocks are valued at the lower of cost and net realisable value. Cost is computed on an average cost basis. Net realisable value is based on estimated selling price less the estimated cost of disposal.

### HIRE PURCHASE AGREEMENTS

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value. The capital element of the future payments is treated as a liability and the interest is charged to the group profit and loss account on a straight line basis.

### **OPERATING LEASE AGREEMENTS**

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

### **DEFERRED TAXATION**

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 group 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 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.

# **GOODWILL**

Positive and negative goodwill arising on acquisitions is capitalised, classified as an asset on the balance sheet and amortised on a straight line basis over its useful economic life up to a presumed maximum of 20 years. It is reviewed for impairment at the end of the first full financial year following the acquisition and in other periods if events or changes in circumstances indicate that the carrying value may not be recoverable.

Where the fair value of separable net assets exceeds the fair value of the consideration for an acquired business the difference is treated as negative goodwill and is capitalised and amortised through the profit and loss account in which the non monetary assets are recovered. In the case of fixed assets this is the period over which they are depreciated and in the case of current assets, the period over which they are sold or otherwise realised.

## **INTANGIBLES**

Intangible assets acquired separately from a business are capitalised at cost. Intangible assets, excluding development costs, created within the business are not capitalised and expenditure is charged against profits in the year in which it is incurred.

### **PENSIONS**

The group made contributions into employees' private pension schemes during the year. The assets of these schemes are held separately from those of the group. The contributions are charged to the profit and loss. The group also operates a defined contribution pension scheme for the directors'. The assets of the scheme are held separately from those of the group. The annual contributions payable are charged to the profit and loss account.

for the year ended 29 March 2003

1	ANALYSIS OF COST OF SALES AND NET OPERAT	ΓING EXPENSES		
	Year ended 29 March 2003 Cost of sales	Continuing Operations £ 8,629,470	Acquired Operations £	Total £ 11,617,176
	Administrative expenses Other operating income (Note 2)	38,969,131 (61,826)	12,378,337 (61,609)	51,347,468 (123,435)
	Net operating expenses	38,907,305	12,316,728	51,224,033
	Year ended 31 March 2002 Cost of sales	8,383,674	-	8,383,674
	Administrative expenses Other operating income (Note 2)	35,001,151 (41,114)	-	35,001,151 (41,114)
	Net operating expenses	34,960,037	<u> </u>	34,960,037
2	OTHER OPERATING INCOME			
	Rent receivable		2003 £ 123,435	2002 £ 41,114
3	OPERATING PROFIT			
	Operating profit is stated after charging/(crediting):		2003 £	2002 £
	Amortisation Depreciation		449,537 1,286,392	255,477 1,295,537
	(Profit)/loss on disposal of fixed assets Auditors' remuneration		(4,028)	1,542
	- as auditors Operating lease costs:		55,726	69,989
	Land and buildings Plant and equipment		9,235,179 313,622	6,537,916 39,079

Baker Tilly 14

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# PARTICULARS OF EMPLOYEES

The average number of staff employed by the group during the financial year amounted to	The average number	of staff employed !	by the group during t	the financial year amounted to:
---	--------------------	---------------------	-----------------------	---------------------------------

	2003	2002
	No	No
Production staff	159	131
Office and management	163	95
Other	1,377	827
	1,699	1,053
The aggregate payroll costs of the above were:		
	2003	2002
	£	£
Wages and salaries (including exceptional items)	25,999,906	17,884,737
Social security costs	1,664,504	1,241,262
Other pension costs	138,651	84,883
	27,803,061	19,210,882

# PENSION SCHEME

The group makes contributions into employees' private pension schemes.

### 5 **DIRECTORS' EMOLUMENTS**

The directors' aggregate emoluments in respect of qualifying services were:

	2003 £	2002
Emoluments receivable	436,301	525,346
The aggregate emoluments of the highest paid director were:		
	2003	2002
	£	£
Emoluments receivable	222,047	525,346
		<u></u>
Emoluments receivable, as above, include Benefits In Kind.		
EXCEPTIONAL COSTS OF FUNDAMENTAL RESTRUCTURING		

# 6

	2003	2002
	£	£
Redundancy, wages and salaries	646,000	-
Legal and professional fees	9,934	•
	655,934	-

The exceptional items have been allowed for the purposes of corporation tax. The monetary effect of the allowable expenditure has been derived by multiplying such expenditure by the standard rate of corporation tax in the UK of 30%. The effect of such is £196,780 (2002: £ Nil).

for the year ended 29 March 2003

	INTEREST PAYABLE AND SIMILAR CHARGES		
		2003	2002
		£	£
	Interest payable on bank borrowing	550,370	308,616
	Finance charges	28,467	44,230
	Other similar charges payable	21,838	87,286
		600,675	440,132
	TAX ON PROFIT ON ORDINARY ACTIVITIES		
a)	Taxation		
		2003	2002
		£	£002
	Current tax:	~	one.
	UK Corporation tax based on the profits for the year	131,012	435,427
	Adjustments in respect of previous periods	(27,470)	(959)
	ACT recoverable	-	(66,978)
	Total current tax	103,542	367,490
	Deferred tax:		
	Originating and reversal of timing differences	78,868	241,524
	Total deferred tax	78,868	241,524
	Tax on profit on ordinary activities	182,410	609,014
	(b) Factors affecting current tax charge		
	The tax assessed on the profit on ordinary activities for the year is hig corporation tax in the UK of 30% (2002 - 30%).	her than the star	ndard rate o
			ndard rate o
		her than the star 2003 £	
		2003	2002
	Corporation tax in the UK of 30% (2002 - 30%).  Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation)	2003 £	2002 £ 1,841,164 242,910
	corporation tax in the UK of 30% (2002 - 30%).  Profit on ordinary activities before tax	2003 £ 170,857	2002 4 1,841,164 242,910
	Corporation tax in the UK of 30% (2002 - 30%).  Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation)	2003 £ 170,857	2002 1,841,164 242,910 500,000
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax	2003 £ 170,857 242,910	2002 1,841,164 242,910 500,000
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%)	2003 £ 170,857 242,910	2002 1,841,164 242,910 500,000 2,584,074
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of:	2003 £ 170,857 242,910  413,767	2002 1,841,164 242,910 500,000 2,584,074
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%)	2003 £ 170,857 242,910 - 413,767	2002 1,841,164 242,910 500,000 2,584,074 773,449 6,157
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences	2003 £ 170,857 242,910 ————————————————————————————————————	2002 1,841,164 242,910 500,000 2,584,074 773,449 6,157 (164,503
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences Adjustments in respect of previous periods	2003 £ 170,857 242,910 - 413,767 - 124,141 95,606 (208,305) 11,412 (27,470)	2002 1,841,164 242,916 500,000 2,584,074 773,444 6,157 (164,503 122 (955
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences Adjustments in respect of previous periods Others	2003 £ 170,857 242,910 ————————————————————————————————————	2002 1,841,164 242,910 500,000 2,584,074 773,445 6,152 (164,503) 122 (959) (56,583)
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences Adjustments in respect of previous periods Others Tax losses	2003 £ 170,857 242,910 ————————————————————————————————————	2002 1,841,164 242,910 500,000 2,584,074 773,449 6,157 (164,505 125 (959 (56,581
	Profit on ordinary activities before tax Add back: Goodwill amortised (on consolidation) Proposed dividends (on consolidation) Adjusted profit on ordinary activities before tax  Profit on ordinary activities multiplied by a standard rate of corporation tax in the UK of 30% (2002: 30%) Effect of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences Adjustments in respect of previous periods Others	2003 £ 170,857 242,910 ————————————————————————————————————	2002 £ 1,841,164

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 9 LOSS ATTRIBUTABLE TO MEMBERS OF THE PARENT COMPANY

The loss dealt with in the accounts of the parent company was £15,700 (2002 profit - £227,436).

# 10 INTANGIBLE FIXED ASSETS

Group			Customer Database &	
		Negative	Lease	
	Goodwill	Goodwill	Premiums	Total
	£	£	£	£
Cost				
At 1 April 2002	5,351,708	-	12,500	5,364,208
Additions	20,999	(12,406,791)	7,150,000	(5,235,792)
At 29 March 2003	5,372,707	(12,406,791)	7,162,500	128,416
Amortisation				
At 1 April 2002	1,294,108	-	4,347	1,298,455
Charge for the year	270,091	-	179,446	449,537
At 29 March 2003	1,564,199	_	183,793	1,747,992
Net book value				
At 29 March 2003	3,808,508	(12,406,791)	6,978,707	(1,619,576)
At 31 March 2002	4,057,600		8,153	4,065,753

Company	Goodwill £
Cost At 1 April 2002 and 29 March 2003	35,000
Amortisation At 1 April 2002 Charge for the year	3,500 1,750
At 29 March 2003	5,250
Net book value At 29 March 2003	29,750
At 31 March 2002	31,500

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 11 TANGIBLE FIXED ASSETS

Group				Short Leasehold	
	Equipment	Fixtures & Fittings	Motor Vehicles	Property & Improvements	Total
	£	£	£	£	£
Cost or valuation				-	
At 1 April 2002	6,662,387	4,405,316	965,887	2,613,854	14,647,444
Additions	1,806,720	716,802	226,679	23,245	2,773,446
Disposals	(69,795)	(17,703)	(292,231)	(30,611)	(410,340)
Revaluation	1,907,461	10,499,330	-	-	12,406,791
At 29 March 2003	10,306,773	15,603,745	900,335	2,606,488	29,417,341
Depreciation					
At 1 April 2002	2,208,953	2,096,729	427,928	603,588	5,337,198
Charge for the year	594,384	359,331	92,855	239,822	1,286,392
On disposals	(26,993)	(3,476)	(108,657)	(6,942)	(146,068)
At 29 March 2003	2,776,344	2,452,584	412,126	836,468	6,477,522
Net book value					
At 29 March 2003	7,530,429	13,151,161	488,209	1,770,020	22,939,819
At 31 March 2002	4,453,434	2,308,587	537,959	2,010,266	9,310,246
	-				

## HIRE PURCHASE AGREEMENTS

Included within the net book value of £22,939,819 is £860,247 (2002 - £471,767) relating to assets held under hire purchase agreements. The depreciation charged to the accounts in the year in respect of such assets amounted to £81,363 (2002 - £46,901).

## ASSETS HELD AT VALUATION

Certain leasehold properties were revalued to £2,552,481 in March 2000 on an open market valuation by Montagu Evans, Chartered Surveyors. The historical cost of the short leasehold properties is £831,853 (2002 - £808,608). The directors have not updated the valuation on the basis that there has been no material change in value.

for the year ended 29 March 2003

12	INVESTMENTS				
	Company				Group Companies
					£
	Cost				*
	At 1 April 2002				24,955
	Additions				50,000
	At 29 March 2003				74,955
					<del></del>
	Net book value				
	At 29 March 2003				74,955
	At 31 March 2002				24,955
	A list of investments can be found at note 30.				
13	STOCKS				
		Gro	ın	Compan	v
		2003	2002	2003	2002
		£	£	£	£
	Stock	4,848,076	3,130,266	-	_
• •	DEPENDS				
14	DEBTORS				
		Grou		Compan	
		2003	2002	2003	2002
		£	£	£	£
	Trade debtors	5,905,516	1,741,471	-	- -
	Amounts owed by group undertakings	1 721 494	700.260	6,898,608	7,329
	VAT recoverable	1,731,484	789,360	21,146	21,146
	Other debtors	885,085 3,661,415	690,147 2,131,124	2	660,055
	Prepayments and accrued income				
	_	12,183,500	5,352,102	6,919,756	688,530
	-			<del></del>	<del></del>

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 15 CREDITORS amounts due within one year

	Group		Compa	any
	2003	2002	2003	2002
	£	£	£	£
Bank loans and overdrafts	3,065,889	817,605	1,941,649	817,605
Trade creditors	8,603,032	5,500,934	-	_
Amounts owed to group undertakings	_	_	525,731	2,228,383
Hire purchase agreements	352,452	150,818	_	_
Corporation tax	447,170	384,103	-	-
PAYE and social security	2,144,996	537,454	-	_
Other creditors	2,120,751	149,815	12,556	3,998
Accruals and deferred income	2,323,791	1,879,844	12,174	-
	19,058,081	9,420,573	2,492,110	3,049,986

## 16 CREDITORS amounts due after more than one year

	Group		Company	
	2003	2002	2003	2002
	£	£	£	£
Bank loans and overdrafts	9,481,922	3,829,771	9,481,922	3,829,771
Hire purchase agreements	412,266	219,335	_	-
Other creditors	760,000		760,000	
	10,654,188	4,049,106	10,241,922	3,829,771

The Bank of Scotland holds a bond, floating charge and debenture over the assets of each group company. The Bank of Scotland also holds an assignation, along with all related documentation, of Keyman Insurance on the life of D Moulsdale in respect of the existing policies. In addition the Bank of Scotland holds a personal guarantee by D Moulsdale for an amount of £1,000,000 in its favour on account of the obligations of each group company supported by equity in properties pledged to AIB Group (UK) PLC.

## 17 CREDITORS - CAPITAL INSTRUMENTS

Creditors include finance capital which is due for repayment as follows:

	Groi	ıp	Company	
	2003	2002	2003	2002
	£	£	£	£
Amounts repayable:				
In one year or less or on demand	1,941,649	817,605	1,941,649	817,605
In more than one year but not more than				
two years	1,941,649	817,605	1,941,649	817,605
In more than two years but not more than				
five years	5,514,947	2,452,815	5,514,947	2,452,815
In more than five years	2,025,326	559,351	2,025,326	559,351
	11,423,571	4,647,376	11,423,571	4,647,376
	2003	2002	2003	2002
	£	£ 2002	£	£ 2002
Less: included in creditors: amounts due	L	2	<i>&amp;</i>	2
within one year (note 15)	3,065,889	817,605	1,941,649	817,605

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

## 18 COMMITMENTS UNDER HIRE PURCHASE AGREEMENTS

Future commitments under hire purchase agreements are as follows:

	Group		Company	
	2003	2002	2003	2002
	£	£	£	£
Amounts payable within 1 year	211,669	164,375	-	-
Amounts payable between 1 and 2 years	176,783	155,678	-	-
Amounts payable between 3 and 5 years	56,060	83,350	-	-
	444,512	403,403	<u> </u>	
Less interest and finance charges relating				
to future periods	(67,847)	(33,250)	-	-
	376,665	370,153		
	=			

# 19 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN FIVE YEARS

Included within creditors are Bank loans amounting to £2,025,326 (2002 - £559,351) relating to amounts due after five years. The loans are repayable in quarterly instalments of £497,142. Interest is charged in arrears based on bank base rate plus a margin.

# 20 DEFERRED TAXATION

The movement in the deferred taxation provision during the year was:

	Group		Company	
	2003	2002	2003	2002
	£	£	£	£
As at 1 April 2002	366,545	125,021	_	_
Increase in provision	78,868	241,524	<del>-</del>	_
As at 29 March 2003	445,413	366,545		
	Group	)	Company	í
	2003	2002	2003	2002
	£	£	£	£
Excess of taxation allowances over				
depreciation on fixed assets	579,338	375,224	_	_
Other timing differences	(133,925)	(8,679)	<u></u>	-
	445 412	266 545		
	445,413	366,545	<u>-</u>	

If the revalued assets were sold at the values stated in note 11 the estimated tax payable on that individual transaction would amount to £531,000. It is unlikely that any amount will become payable in the forseeable future given the current intentions of the group.

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 23 ACQUISITIONS

During the financial year, the Group purchased The Eye Clinic business from administration.

The consideration paid is as follows:

- (i) a cash sum of £7,500,000
- (ii) buyout of operating leases of £724,515

The fair value of the net assets acquired is shown below:

	Book value of Assets acquired	Operating Lease Buyout £	Revaluation Adjustments £	Fair value £
	£			
Tangible Fixed Assets Stocks	100,000 250,000	724,515 -	12,406,791 (250,000)	13,231,306
Intangile Fixed Assets	7,150,000	-	-	7,150,000
Net Assets Acquired	7,500,000	724,515	12,156,791	20,381,306
Negative Goodwill				(12,406,791)
Net Assets Acquired			-	8,224,515
Satisfied by:				
Cash				7,500,000
Lease buyout			-	724,515
			-	8,224,515

A breakdown of the net assets re-valued has been detailed in note 11. The revaluation adjustment relates to the revised valuations of fixtures and fittings and equipment held by DCM Optical Clinic PLC. The valuation of the fixtures and fittings was carried out by Colliers CRE, Chartered Surveyors. The operating lease buyout adjustment relates to the purchase of leased assets used by The Eye Clinic business prior to acquisition. On acquisition, the leased assets were purchased from the leasing companies at this cost. The net intangibile asset figure is £5,256,791 and has been detailed in note 10.

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 24 RELATED PARTY TRANSACTIONS

The group's related party transactions during the period were as follows:

	Related Party	Relationship	Transaction	Amount	Balance due (to)/from at 29/3/03
	Moulsdale Properties	Common control	Rents payable on properties owned by	£ (420,000)	£ (95,446)
			Rents paid on properties owned by	415,271	
			Payment received	(3,000)	
	D Moulsdale	Director	Payments on behalf of director	205,097	(632,466)
			Net bonus paid to	(322,707)	
			Loan advanced to group	(760,000)	
	Cruach Capital Limited	Common control	Rents payable on equipment owned by	(267,900)	(44,650)
			Rents paid on equipment owned by	223,250	
25	SHARE CAPITAL				
				2003 €	2002 ₤
	Authorised: 11,000 Ordinary shares o	f£leach		11,000	11,000
	Allotted, called up and fu				
	Ordinary share capital			10,000	10,000

The authorised share capital of the company is divided into 500 'A' Ordinary Shares (fully issued), 9,500 'B' Ordinary Shares (fully issued) and 1,000 Ordinary Shares. The 'A' Ordinary Shares, the 'B' Ordinary Shares and the Ordinary Shares constitute one class of shares for income, capital and voting rights subject to certain provisions.

for the year ended 29 March 2003

26	RESERVES				
	Group	Share premium account	Revaluation reserve	Profit and loss account	
		£	£	£	
	As at 1 April 2002	442,424	1,874,892	5,898,910	
	Retained loss for the year		-	(11,553)	
	Other movements		(004.045)	004.045	
	- transfer (to)/from revaluation reserve		(224,045)	224,045	
	As at 29 March 2003	442,424	1,650,847	6,111,402	
	Company		Share premium	Profit and loss	
			account £	account £	
	As at 1 April 2002		442,424	402,151	
	Loss for the year		-	(15,700)	
	·		442.424		
	As at 29 March 2003		442,424	386,451	
27	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS				
			2003 £	2002 £	
	(Loss)/Profit for the financial year		(11,553)	•••	
	Opening shareholders' equity funds		8,226,226	6,994,076	
	Closing shareholders' equity funds		8,214,673	8,226,226	

for the year ended 29 March 2003

# NOTES TO THE STATEMENT OF CASH FLOWS

RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING **ACTIVITIES** 

	2003	2002
	£	£
Operating profit (after exceptional costs)	703,307	
Amortisation	449,537	255,144
Depreciation	1,286,392	•
(Profit)/loss on disposal of fixed assets	(4,028)	1,542
Increase in stocks	(1,717,810)	
Increase in debtors	(6,831,398)	
Increase in creditors	7,124,523	
moreuse in organicis	7,124,525	1,470,500
Net cash inflow from operating activities	1,010,523	2,550,547
		<del>-</del>
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH	H FLOW	
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		
	2003	2002
	£	£
Interest received	68,225	27,635
Interest paid	(572,208)	•
Interest element of hire purchase	(28,467)	(60,910)
•		
Net cash outflow from returns on investments and servicing of finance	(532,450)	(412,497)
		<del></del>
TAXATION		
	2003	2002
	£	£
Taxation	(40,528)	(11,889)
I WARRANT		
CAPITAL EXPENDITURE		
	2003	2002
	£	£
Payments to acquire intangible fixed assets	(7,170,948)	
Payments to acquire tangible fixed assets	(2,768,269)	
Receipts from sale of fixed assets	263,125	
-		
Net cash outflow from capital expenditure	(9,676,092)	(2,840,804)

for the year ended 29 March 2003

NOTES TO THE STATEMENT OF CASH FLOWS (contin	ued)		
FINANCING			
		2003	2002
		£	£
Increase in bank loans		6,776,195	774,300
			66,397
Net inflow/(outflow) from other long-term creditors		760,000	(285,333)
Net cash inflow from financing		7,930,760	555,364
RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT			
		2003	2002
		£	£
(Decrease) in cash in the period		(1,307,787)	(159,279)
Net cash inflow from bank loans		(6,776,195)	(774,300)
Cash inflow in respect of hire purchase		(394,565)	(66,397)
Net cash (inflow) outflow from other long-term creditors		(760,000)	285,333
Change in net debt		(9,238,547)	(714,643)
Net debt at 1 April 2002		(4,813,446)	(4,098,803)
Net debt at 29 March 2003		(14,051,993)	(4,813,446)
ANALYSIS OF CHANGES IN NET DERT			
AND TOLO OF CHARACLO IN THE DEDI	At		At
		Cash flows	29 Mar 2003
	£	£	£
Net cash:			
			9,616,654
Overdrafts	(497,600)	(10,222,758)	(10,720,358)
	204,083	(1,307,787)	(1,103,704)
Debt:			
Debt due within 1 year	(817,605)	(1,124,044)	(1,941,649)
Debt due after 1 year	(3,829,771)		
Hire purchase agreements	(370,153)	(394,565)	(764,718)
	(5,017,529)	(7,930,760)	(12,948,289)
Net debt	(4,813,446)	(9,238,547)	(14,051,993)
	Increase in bank loans Capital element of hire purchase Net inflow/(outflow) from other long-term creditors Net cash inflow from financing RECONCILIATION OF NET CASH FLOW TO MOVEMB  (Decrease) in cash in the period  Net cash inflow from bank loans Cash inflow in respect of hire purchase Net cash (inflow) outflow from other long-term creditors  Change in net debt Net debt at 1 April 2002  Net debt at 29 March 2003  ANALYSIS OF CHANGES IN NET DEBT  Net cash: Cash in hand and at bank Overdrafts  Debt: Debt due within 1 year Debt due after 1 year Hire purchase agreements	Increase in bank loans Capital element of hire purchase Net inflow/(outflow) from other long-term creditors  Net cash inflow from financing  RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DE  (Decrease) in cash in the period  Net cash inflow from bank loans Cash inflow in respect of hire purchase Net cash (inflow) outflow from other long-term creditors  Change in net debt  Net debt at 1 April 2002  Net debt at 29 March 2003  ANALYSIS OF CHANGES IN NET DEBT  At 1 Apr 2002 £  Net cash: Cash in hand and at bank Overdrafts  (497,600) 204,083  Debt: Debt due within 1 year Debt due after 1 year (817,605) C3,017,529)  (5,017,529)	FINANCING    Capital element of hire purchase   Capital element of Capital element of hire purchase   Capital element of Capi

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

# 29 GUARANTEES AND OTHER FINANCIAL COMMITMENTS

The Bank of Scotland hold an unlimited inter company cross guarantee between the company, Optical Express Limited, DCM Optical Clinic PLC, Optical Express (Westfield) Limited, Optical Express (Southern) Limited, Optical Express (Gyle) Limited, Optical Express (Northern) Limited, Optical Express (Ayr) Limited, Optical Express (Aberdeen) Limited, Optical Express (Forge) Limited, Optical Express (Leith) Limited, Optical Express (Holdings) Limited, Optical Express (2001) Limited, Outclin Limited, Optical Express (Aftercare) Limited, Specialeyes Limited and The Frame Zone Limited which is supported by a bond and floating charge and debenture over the whole company assets.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 29 March 2003

30	INVESTMENT IN SUBSIDIARY COMPANIES			
	NAME OF COMPANY	COUNTRY OF REGISTRATION	HOLDING	PROPORTION HELD
	Optical Express Limited	Scotland	Ordinary Shares	100%
	Optical Express (Northern) Limited	Scotland	Ordinary Shares	100%
	Optical Express (Aberdeen) Limited	Scotland	Ordinary Shares	100%
	Optical Express (Ayr) Limited	Scotland	Ordinary Shares	100%
	Optical Express (2001) Limited	England	Ordinary Shares	100%
	Optical Express (Forge) Limited	Scotland	Ordinary Shares	100%
	Optical Express (Gyle) Limited	Scotland	Ordinary Shares	100%
	Optical Express (Leith) Limited	Scotland	Ordinary Shares	100%
	Optical Express (Westfield) Limited	England	Ordinary Shares	100%
	Optical Express (Holdings) Limited	Scotland	Ordinary Shares	100%
	Specialeyes Limited	Scotland	Ordinary Shares	100%
	Outclin Limited	Scotland	Ordinary Shares	100%
	Optical Express (Aftercare) Limited	Scotland	Ordinary Shares	100%
	The Frame Zone Limited	Scotland	Ordinary Shares	100%
	DCM Optical Clinic PLC	England	Ordinary Shares	99.9%

In addition to the above, Optical Express (Holdings) Limited holds 100% of the ordinary share capital of Optical Express (Southern) Limited, a company incorporated in England. All subsidiaries have been consolidated in these financial statements.