

# ANNUAL REPORT AND FINANCIAL STATEMENTS

YEAR ENDING 31 JANUARY 2007

Company registration number: 278576

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# ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

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### **DIRECTORS' REPORT**

The directors present their report and audited financial statements for the year ended 31 January 2007.

The Company is a 100% percent subsidiary of Kesa Electricals PLC, a Company listed on both the London and Paris Stock Exchanges.

The Company trades as an electrical retailer through stores, transactional websites including www.comet.co.uk and a call centre, all located in the United Kingdom.

### **BUSINESS REVIEW**

#### BUSINESS REVIEW AND PRINCIPAL ACTIVITES

The principal products sold by the Company are categorised as Brown Goods, White Goods, Grey Goods, related products and services.

Brown Goods include flat screen and high definition televisions, DVD players and recorders, MP3 players, cameras and camcorders. Rapid technological advances offering substantial improvements in quality, functionality, interactivity and design are typical characteristics of products in this market.

White Goods include washing machines and tumble dryers, fridges and freezers, gas and electric cookers, microwave ovens, vacuum cleaners and small kitchen and other domestic products such as kettles, toasters and irons. Although these products benefit from innovation, fashion and improved design, they are largely dependent on the replacement cycle in mature markets.

Grey Goods include mobile and home telephones, personal computers, laptops, digital cameras, printers, scanners, games and electronics. These goods have similar characteristics to brown goods.

The Company also provides extended warranty and financing products for its customers.

The directors are satisfied with the continued progress of the Company, operating in positive market conditions. Sales were strong during the year, in particular flat screen televisions, off the back of a strong World Cup campaign. Sales of white goods returned to positive growth after a tough market in the prior year. There has been continued focus on customer service from point of contact through to after sales service. Our multi-channel offering also saw some exciting changes in the year. Along with the introduction of "Click and Collect", which enables customers to reserve product on the Comet website to collect in store, there was price alignment across the various channels, creating an integrated proposition for the customer.

### **FUTURE OUTLOOK**

The directors expect the Company to continue to grow both underlying sales and profit in the year ahead. There will be continued investment in building the Comet brand's reputation for customer service and the further development of both stores and direct sales channels.

### **DIRECTORS' REPORT (Continued)**

#### **NET DEBT**

At the year end, the Company had net debt of £36.2m, a reduction in the year of £80m. Net debt is comprised of Bank Overdraft, Cash at Bank and in hand, Finance lease creditors and amounts owed from or to Parent Company.

#### PRINCIPAL RISKS AND UNCERTAINTIES

The directors consider that the principal risks to achieving the Company's objectives are those set out below.

### a) Economic and market conditions

The economic environment influences the level of consumer expenditure on electrical goods in a number of ways. The state of the housing market affects spending on white goods in particular and the 'feel good' factor has a significant influence on discretionary spending on higher value electrical products. Many other economic factors influence customers' spending decisions, including interest rates and levels of personal debt.

Customers look for competitive prices on a wide range of products, as well as excellent service before, during and after the sale. The Company operates in a highly competitive market. The Company's business is seasonal, with a high percentage of its annual sales and operating profit generated during the fourth quarter, which includes the Christmas gift and New Year promotional periods. Unlike some other parts of the retail sector, electrical retailers have limited opportunities to compensate at other times of the year for any material shortfalls in sales during their peak season.

The level of profit margins in electrical retailing is determined by the market. Consumer demand, manufacturer supply, competition and government regulations all impact on margins. The Company protects margins, as far as possible, through its international buying arrangements and by maintaining an efficient sourcing operation. Cost structures are actively managed in order to mitigate the impact of product margin erosion.

# b) Product life cycles

Certain electrical products are subject to rapid technological change which shortens their economic life. Electrical goods are often subject to price deflation as the production of new products and the adoption of new technologies grows and availability increases. Careful management of stock levels is needed in order to avoid loss of value and the risk of stock obsolescence when products are superseded.

### c) Systems failure

Most businesses depend on the suitability and reliability of their systems and procedures, especially information technology, warehousing and distribution systems, and we have developed a range of procedures to deal with systems problems as they arise.

# **DIRECTORS' REPORT (Continued)**

### PRINCIPAL RISKS AND UNCERTAINTIES (continued)

### d) Legislative, reputational and regulatory risks

The Company's operations are subject to extensive regulatory requirements. These tend to be in relation to its products, its advertising, marketing and sales practices, its employment and pensions policies and planning and environmental issues. Changes in laws and regulations and their enforcement may impact on the Company's business in terms of costs, changes to business practices, restrictions on activities or may even lead to damage to the Company's reputation and brands.

Tax laws that apply to the Company's businesses may be amended by the relevant authorities, for example as a result of changes in fiscal circumstances or priorities. Such potential amendments and their application to the Company are regularly monitored and, if relevant and appropriate, actions taken to ensure ongoing efficiency.

The EC Directive on Waste Electrical and Electronic Equipment (WEEE), comes into force in July 2007. Comet has already implemented its producer responsibility solution, by signing up to the Retail Compliance Scheme run by WEEE compliance organisation Valpak on behalf of the British Retail Consortium.

### e) Pension risk and policies

Comet operates defined benefit and contribution pension schemes. The defined benefit scheme, which is closed to new members, is subject to certain risks. The risks centre on the amount of the liabilities as a result of changes in life expectancy, inflation and future salary increases, as well as risks regarding the value of investments and the returns derived from such investments. Pension fund legislation can also cause deficits and uncertainties in the defined benefit scheme.

#### f) Treasury risks

The Company publishes its financial statements in sterling and purchases some goods in several foreign currencies, primarily US dollars and Euros. As a result, it is subject to foreign currency exchange risk from exchange movements affecting the Company's sterling transactions.

No foreign exchange transaction may be undertaken without the express permission of the Kesa Group treasury team, which is responsible for all hedging transactions. Any foreign exchange transaction must be demonstrably linked to an underlying exposure and the hedge must be continually monitored through the life of the transaction to ensure it remains effective and appropriate.

The treasury policy requires that all committed and quantifiable transactional foreign exchange risk must be hedged, up to a maximum of 12 months forward, using forward foreign exchange contracts. The gain or loss on the hedge is recognised at the same time as the underlying transaction.

### **DIRECTORS' REPORT (Continued)**

#### KEY PERFORMANCE INDICATORS

The delivery of the Company's strategic objectives is monitored by the board through Key Performance Indicators and ongoing review of the Company's operations.

#### Financial KPIs are:

- Sales growth
- Like for like sales growth (same store sales, year on year)
- Retail profit growth
- Profit before taxation (£m)

#### INVESTMENT

During the year, there was continued focus on improving the company's existing stores (in the 2 storey format in particular) in order to achieve better productivity. This investment approach will continue into 2007.

#### RESULTS AND DIVIDENDS

The profit on ordinary activities after taxation amounted to £46,084,000 (2006:£3,693,000) which included a dividend from Comet Financial Services Limited, a wholly owned subsidiary of £28,000,000. The directors recommend that no dividend be paid (2006: £nil) and the retained profit for the year be added to accumulated reserves.

### **PAYMENTS TO SUPPLIERS**

The company's policy is that it agrees payment terms with its suppliers of goods and services, does not extend or amend those terms without prior agreement and ensures that disputes in relation to contested charges are promptly handled.

The average number of trade creditor payment days during the year was 42 (2006: 42 days).

#### EMPLOYEE INVOLVEMENT

The Board regards employee involvement and effective communication as being essential to foster good employee relations, to achieve improved performance and productivity, to enhance the quality of working life and to gain commitment to the company's business objectives.

The prime method of communication and involvement throughout the Company is through a central consultative forum in addition to the normal day-to-day process of briefing employees through line management and the periodic publication of an in-house newsletter and DVD.

### **DIRECTORS' REPORT (Continued)**

#### **DISABLED PERSONS**

It is the Company's policy to give full and fair consideration to the possibility of employing disabled persons wherever suitable opportunities exist. Employees who become disabled are given every opportunity and assistance to continue in their employment or to be trained for other suitable positions.

#### **BOARD OF DIRECTORS**

The Directors who held office during the year and up to the date of signing of this report were:

H Harvey
I R M Edwards
T N Barry

R F J Darke (Appointed 6 March 2006) S R Fox (Resigned 17 August 2006) J-N Labroue (Appointed 13 March 2007)

#### **DIRECTORS' INTERESTS IN SHARES**

None of the directors has a beneficial interest in the shares of Comet Group Plc. The interests of the directors in shares and options of Kesa Electricals PLC are shown in note 7 to the financial statements.

### FINANCIAL RISK MANAGEMENT

The Company's operations expose it to a variety of financial risks. Kesa Electricals PLC, the company's ultimate parent undertaking, has in place a risk management programme that seeks to limit the adverse affects on the financial performance of the group and its subsidiaries by setting and reviewing financial strategies for the group as a whole. The Kesa Group treasury team manages liquidity and exposure to funding, credit, price, and interest rate and foreign exchange rate risks. This team uses a combination of derivative and conventional financial instruments to manage these underlying financial risks.

Treasury operations are conducted within a framework of Kesa Board-approved policies and guidelines, which are recommended and monitored by the Kesa Treasury Committee. These policies and guidelines include bank exposure limits and hedge cover levels for each of the key areas of treasury risk. The Kesa Board and Kesa Treasury Committee receive monthly reports covering the activities of Group treasury. Comet Group Plc receives all of its funding requirements from the Kesa group treasury operations.

# **DIRECTORS' REPORT (Continued)**

### STATEMENT OF DISCLOSURE OF INFORMATION TO AUDITORS

So far as each director is aware, there is no relevant audit information of which the Company's auditors are unaware.

Each director has taken the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

### **AUDITORS**

A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the Annual General Meeting.

BY ORDER OF THE BOARD

N J Renton Secretary

Hull

23 March 2007

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Annual Report and 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 the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements 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, in which case there should be supporting assumptions or qualifications as necessary.

The directors confirm that they have complied with the above requirements in preparing the financial statements.

The directors are responsible for keeping proper 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 1985. 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.

The directors are responsible for the maintenance and integrity of the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### BY ORDER OF THE BOARD

N J Pentor Secretary

Hull

23 March 2007

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF COMET GROUP PLC

We have audited the financial statements of Comet Group PLC for the year ended 31 January 2007 which comprise the Profit and Loss Account, the Balance Sheet, the Statement of Total Recognised Gains and Losses and the related notes. These financial statements have been prepared under the accounting policies set out therein.

#### Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Section 235 of the Companies Act 1985 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

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 whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 other transactions 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.

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 January 2007 and of its profit for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Directors' Report is consistent with the financial statements.

PricewaterhouseCoopers LLP

**Chartered Accountants and Registered Auditors** 

Leeds

**26** March 2007

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 JANUARY 2007

	Notes	<u>2007</u> £000	2006 £000
Turnover	2	1,607,546	1,445,505
Cost of sales		(1,234,802)	(1,123,880)
Gross profit		372,744	321,625
Selling and distribution costs		(322,919)	(301,233)
Administrative expenses		(59,583)	(53,756)
Other operating income	3	45,460	46,663
Operating profit		35,702	13,299
Income from subsidiary undertaking		28,000	-
Loss on sale of fixed assets		(2)	(25)
Profit on ordinary activities before interest and taxation		63,700	13,274
Net interest payable	4	(8,112)	(8,502)
Profit on ordinary activity before taxation	5	55,588	4,772
Tax on profit on ordinary activities	8	(9,504)	(1,079)
Retained profit for the financial year	18, 19	46,084	3,693
STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES		2007 £000	2006 £000
Profit for the financial year		46,084	3,693
Actuarial gain/(loss) on pension scheme assets	23	25,151	(14,000)
Movement on deferred tax relating to pension asset		(7,545)	4,200
Total gains/(losses) since last annual report		63,690	(6,107)

All of the items disclosed in the profit and loss account are in respect of continuing operations.

There is no difference between the profit on ordinary activities before taxation and the profit for the year stated above and their historical cost equivalents.

# **BALANCE SHEET AS AT 31 JANUARY 2007**

	Notes	2007 £000	2006 £000
FIXED ASSETS		£000	2000
Tangible assets	9	92,339	96,692
Investments	10	100	100
		92,439	96,792
CURRENT ASSETS			
Stock	11	224,327	212,579
Debtors Cash at bank and in hand	12	124,542 5,844	101,034 5,402
Cash at bank and in hand			
		354,713	319,015
CURRENT LIABILITIES			
Creditors: Amounts falling due within one year	13	(315,502)	(332,286)
NET CURRENT ASSETS/(LIABILITIES)		39,211	(13,271)
TOTAL ASSETS LESS CURRENT LIABILITIE	S	131,650	83,521
Creditors: Amounts falling due after one year	13	(30,497)	(30,268)
Provisions for liabilities and charges	14	(4,528)	(3,368)
NET ASSETS EXCLUDING PENSION LIABILI	TY	96,625	49,885
Pension liability	23	(49,350)	(66,300)
NET ASSETS/(LIABILITIES)		47,275	(16,415)
CAPITAL AND RESERVES			· · · · · · · · · · · · · · · · · · ·
Called-up share capital	17	20,000	20,000
Profit and loss account	18	27,275	(36,415)
EQUITY SHAREHOLDERS' FUNDS/(DEFICIT)	19	47,275	(16,415)

The financial statements on pages 9 to 32 were approved by the board of directors on 23 March 2007 and were signed on its behalf by:

H Harvey, Director

IRM Edwards, Director

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# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

#### 1. ACCOUNTING POLICIES

### Accounting convention and standards

The financial statements of the Company are prepared on a going concern basis under the historical cost convention and are in accordance with the Companies Act 1985 and applicable accounting standards in the United Kingdom.

A summary of the more significant accounting policies are summarised below. All of these have been adopted consistently throughout the year and the preceding year.

#### Turnover

Turnover represents retail sales and services, excluding value added tax and returns. Turnover on delivered products is recognised upon delivery rather than at point of sale.

### Depreciation

Depreciation of tangible fixed assets is provided to reflect a reduction from book value to estimated residual value over the useful life of the asset.

Depreciation is calculated by the straight line method, and the annual rates applicable to the principal categories are:

Freehold land and buildings - 5%

Short leasehold land and buildings - to next rent review

Tenant's fixtures and fittings - between 10% and 20%

Computers and electronic equipment - between 25% and 50%

Motor vehicles - between 25% and 50%

### Lease premiums and reverse lease premiums

Capital contributions received from landlords for entering a lease are capitalised and amortised over the shorter of the life of the asset and the period of the lease until the first rent review. These amounts are included within creditors.

Premiums payable for entering into a lease are written off over the life of the lease, except where the premium is linked to the grant of a rent free period, or where the rent is reduced below market levels, in which case the premium is written off over the period to the next rent review. These amounts are included within short leasehold land and buildings.

Profits and losses on disposal of leases and related assets are charged to operating profit to be consistent with the charging of rent on trading and idle properties.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 1. ACCOUNTING POLICIES (continued)

#### Leased assets

Where assets are held under finance leases the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding lease commitments are shown as obligations to the lessor, lease payments are split between capital and interest, and depreciation and interest on the relevant assets are charged to the profit and loss account. All other leases are operating leases and the annual rentals are charged to the profit and loss account in the financial year to which the payment relates.

#### **Investments**

Investments are shown at cost less amounts written off. Provisions for temporary fluctuations in value are not made. Impairments are recognised immediately.

#### **Stocks**

Stocks are stated at the lower of cost and net realisable value. Cost includes appropriate overheads and supplier rebates directly attributable to stocks.

### **Pensions**

The Company operates a defined benefit scheme, the Comet Pension Scheme, and also offers employees a defined contribution scheme, the Comet Stakeholder Pension Plan.

The assets of these funds are held under trust which are entirely separate from the Company's assets.

The liability recognised in the balance sheet in respect of defined pension plans is the present value of the defined benefit obligation at the balance sheet date, less the fair value of plan assets, together with adjustments for past service costs which have not yet vested. The liability is shown net of deferred tax.

The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash flows using interest rates of high-corporate bonds that have terms to maturity approximating to the terms of the related pension liability.

Actuarial gains and losses arising from the experience adjustments and changes in actuarial assumptions are recognised net of deferred tax in the statement of total recognised gains and losses.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 1. ACCOUNTING POLICIES (continued)

### Pensions (continued)

Past service costs are recognised immediately in the profit and loss account, unless changes to the pension plan are conditional on the employees remaining in service for a specified amount of time (the vesting period). In this case, the past service costs are amortised on a straight line basis over the vesting period.

For defined contribution schemes, the Company pays contributions to separately administered pension insurance plans. The Company has no further obligation once the contributions have been paid. The contributions are recognised as an expense when they are due. Prepaid contributions are recognised as an asset to the extent that cash refund or reduction in the future payments is available.

### Adoption of Accounting Standards

During the year the Company has adopted the amendment to FRS 17 issued in December 2006 and the disclosure laid out in the ASB's Reporting Statement (Retirement Benefits Disclosures). There was no effect due to the change other than the nature of the disclosures in note 23.

#### **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. Deferred tax is not discounted.

#### Cash flow statement

As permitted by FRS 1, no cash flow statement is provided as the company is a wholly owned subsidiary undertaking of a company incorporated in the United Kingdom.

#### Related party transactions

As permitted by FRS 8, transactions with fellow subsidiary undertakings of Kesa Electricals PLC, in which the parent company has a shareholding of 90% or more, and which eliminate on consolidation, have not been reported in these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 2. TURNOVER

The Company operates only one class of business in the United Kingdom and consequently no segmental information is required.

# 3. OTHER OPERATING INCOME

Other operating income includes financial services income, extended warraty commission and rents receivable.

# 4. NET INTEREST PAYABLE

	<u>2007</u> €000	<u>2006</u> £000
Interest payable on rents and on taxation	216	84
Pension scheme interest	2,500	2,000
Interest payable to parent company	5,446	6,539
Finance lease interest	135	176
Interest payable	8,297	8,799
Bank interest receivable	-	(11)
Exchange gains	-	(10)
Interest receivable from parent company	(53)	(81)
Other interest receivable	(132)	(195)
Interest receivable	(185)	(297)
Net interest payable	8,112	8,502

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 5. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

Profit on ordinary activities before taxation is stated after charging/(crediting):         Rent receivable       (3,564)       (3,378)         Audit fees       169       188         Pop audit services       86       193         Plant and equipment       8,639       8,437         Depreciation       Owned assets       22,447       22,346         Leased assets       105       588         (Profit)/Loss on disposal of fixed assets and leases       4,902)       65         EMPLOYEES         2007       2006         £000         Staff costs (including directors):         Wages and salaries       16,4842       152,443         Social security costs (including directors):         Average number of persons employed:				2007 £000	<u>2006</u> £000
Rent receivable		Profit on ordinary activit	ies before taxation		
Auditors' remuneration - Audit fees		-			
- Non audit services				(3,564)	• • • •
Operating leases		Auditors' remuneration			
- Plant and equipment					
Depreciation		Operating leases	•	•	
- Leased assets				•	
(Profit)/Loss on disposal of fixed assets and leases       (4,902)       65         6. EMPLOYEES       2007 £000       2006 £000         Staff costs (including directors):         Wages and salaries       164,842       152,443         Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed:         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         The equivalent number of employees       10,554		Depreciation		•	
6. EMPLOYEES    2007   2006   £000     Staff costs (including directors):    Wages and salaries   164,842   152,443     Social security costs   13,444   12,014     Other pension costs (note 23)   16,048   13,142		- 40-			
2007 £000       2006 £000         Staff costs (including directors):         Wages and salaries       164,842       152,443         Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed:         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         The equivalent number of employees		(Profit)/Loss on disposal	of fixed assets and leases	<u>(4,902)</u>	<u>65</u>
2007 £000       2006 £000         Staff costs (including directors):         Wages and salaries       164,842       152,443         Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed:         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         The equivalent number of employees	_				
£000       £000         Staff costs (including directors):         Wages and salaries       164,842       152,443         Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed:         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         10,526       10,554    The equivalent number of employees	6.	EMPLOYEES		2007	2006
Wages and salaries       164,842       152,443         Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed :         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         10,526       10,554    The equivalent number of employees					
Social security costs       13,444       12,014         Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed :         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         The equivalent number of employees       10,554		Staff costs (including dir	ectors):		
Other pension costs (note 23)       16,048       13,142         194,334       177,599         Average number of persons employed :         Stores       8,593       8,552         Distribution       940       1,052         Administration       993       950         10,526       10,554		Wages and salaries		•	
Average number of persons employed:  Stores		Social security costs		13,444	12,014
Average number of persons employed:  Stores		Other pension costs (note	e 23)	16,048	13,142
Stores 8,593 8,552 Distribution 940 1,052 Administration 993 950  The equivalent number of employees				194,334	177,599
Distribution 940 1,052 Administration 993 950		Average number of person	ons employed :		
Distribution 940 1,052 Administration 993 950		Stores		8,593	8,552
Administration		· <del>-</del>		•	
The equivalent number of employees		Administration		993	•
				10,526	10,554
		The equivalent number o	f employees	<del></del>	<u> </u>
		~		<u>7,716</u>	7,733

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

7.	DIRECTORS' EMOLUMENTS	<u>2007</u> <b>£</b> 000	<u>2006</u> £000
	Aggregate emoluments	1,647	1,228
	Amounts receivable under long-term incentive schemes	-	808
	Directors' remuneration includes in respect of the highest paid director:		
	Aggregate amounts paid	477	593

During the year all five (2006: four) of the directors exercised share options and three (2006: four) received qualifying service shares under long term incentive schemes.

An annual pension of £21,812 (2006: £13,648) had accrued to the highest paid director at 31 January 2007 under the Company's defined benefit scheme.

#### SHARE AND LONG-TERM INCENTIVE PLAN AWARDS

### Kesa Demerger Award Plan

The rights granted to the Directors under the terms of the Demerger Award Plan are as follows:

	Number of shares at 31.01.06	Exercised during year	Lapsed during year	Number of shares at 31.01.07	Market price at date of exercise
T N Barry	37,102	18,551	18,551	-	£3.07
IRM Edwards	34,236	17,118	17,118	-	£3.07
S R Fox	56,619	28,309	28,309	_	£3.07
H J Harvey	36,259	18,129	18,129	-	£3.07
R F J Darke	12,469	6,324	6,324	-	£3.50

The award vested in three equal annual instalments. One half of the award was subject to Total Shareholder Return ("TSR") performance criteria. TSR is a measure of performance based on share price and dividends. To achieve the hurdle, the Total Shareholder Return had to out-perform the FTSE 250. The remaining 50 per cent was not subject to performance criteria, although to receive the shares the beneficiary had still to be employed by the Group. The TSR was measured from the date of grant to the appropriate exercise date.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 7. DIRECTORS' EMOLUMENTS (continued)

### **Kesa Group Incentive Compensation Plan**

The rights granted to Directors under the terms of this plan were as follows:

	Unvested Kesa shares held at 01.02.06	Vested in the year	Share price at award date p	Exercise price p	Total value at vesting date £	Vesting date
T N Barry	5,762	5,762	192	319.25	18,395	23.03.06
IRM Edwards	4,916	4,916	192	319.25	15,694	23.03.06
S R Fox	6,501	6,501	192	319.25	20,754	23.03.06
H J Harvey	5,631	5,631	192	319.25	17,977	23.03.06
R F J Darke	-	-	-	_	-	-

The awards granted pursuant to the Kesa Group Incentive Compensation Plan replaced awards made under various Kingfisher incentive plans. Awards provided a cash element (representing a deferred bonus) and a matching award in respect of a combination of Kingfisher shares and Kesa shares having a value equal to the shares under award under the relevant Kingfisher incentive plan (allowing for the effect of the demerger and the Kingfisher share consolidation). The share elements of the replacement awards for each Director vested during the year are set out in the table above. The final cash elements of replacement awards were paid in the previous financial year.

The value of the awards was based on the respective closing share prices of Kingfisher and Kesa shares following the announcement of their full-year results for the years ending 31 January 2004, 2005 and 2006 respectively. For the year ended 31 January 2006 the awards were based on the closing price for the Kingfisher shares on 21 March 2006, which was 248 pence per share and the Kesa share price on 21 March 2006, which was 319.25 pence per share.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 7. DIRECTORS' EMOLUMENTS (continued)

#### Kesa Share Incentive Plan

A UK Inland Revenue approved Share Incentive Plan is open to all eligible UK employees, including Executive Directors, in the UK. As is the usual with plans of this type, open to all employees, there are no performance criteria provisions. Employees receive one matching share in Kesa Electricals PLC for every four partnership shares they acquire.

	At start of year	Granted during year	At end of year	Date from which exercisable
T N Barry	483	586	1,069	05.09
R F J Darke	483	586	1,069	05.09

### Long-Term Incentive Plan

The following rights in Kesa Electricals PLC shares were granted to the Directors and other senior managers under the terms of the Long-Term Incentive Plan in 2006 based on the 2005 bonus in accordance with the rules of the scheme and based on a share price of 299 pence on 23 March 2005, being the date of the preliminary announcement of the results for the financial year 2005.

	At start of year	Granted during year	At end of year	Option price (pence)	Date from which exercisable	Lapse date
T N Barry	64,760	26,086	90,846	0p	24.05.2010	22.11.2010
IRM Edwards	43,281	23,076	66,357	0p	24.05.2010	22.11.2010
H J Harvey	64,760	28,093	92,853	0p	24.05.2010	22.11.2010

As at the close of the market on 31 January 2007 the share price was 339.5 pence. Between 31 January 2006 and 31 January 2007, the lowest price has been 242.75 pence and the highest price was 376.75 pence.

S R Fox held rights to 53,302 shares at the start of the year, all of which lapsed on the date of his resignation.

Based on managements' latest forecasts and assumptions, an amount has been included in the balance sheet representing the Kesa Group Long-Term Incentive awards anticipated for the performance year ending 31 January 2007.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 7. DIRECTORS' EMOLUMENTS (continued)

# **Beneficial holdings**

The beneficial interests of the Directors in shares of Kesa Electricals PLC, which include holdings by their spouses or other related parties are shown below.

	Ordinary of 0.25	
	<u>2007</u>	<u>2006</u>
I R M Edwards	52,553	39,077
H J Harvey	48,416	32,089
R F J Darke	3,731	_

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 8. TAXATION

(a)	UK corporation tax charge on profits for the period at 30%	2007 £000	<u>2006</u> £000
	Current tax	8,769	2,756
	Adjustment in respect of prior period	747	(1,618)
	Total current tax (see note 8b)	9,516	1,138
	Deferred tax	(12)	(59)
	Total tax charge for the period	9,504	1,079

# Factors affecting the tax charge for the period

(b) The tax charge for the year is lower (2006: lower) than the standard rate of corporation tax in the UK (30%). The differences are explained below:

	<u>2007</u> £000	2006 £000
Profit on ordinary activities before taxation	55,588	4,772
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 30% (2006: 30%)	16,676	1,432
Effects of:		
Timing differences	(107)	597
Intergroup dividend not taxable	(8,400)	-
Expenses not deductible for tax	587	1,338
Capital gains less than/(in excess) of gains on		
property transactions	13	(611)
Adjustments relating to prior period corporation tax	747	(1,618)
Current corporation tax charge for the period	9,516	1,138
(see note 8(a))	<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 9. TANGIBLE FIXED ASSETS

	Freehold land and buildings	Short leasehold land and buildings	Fixtures, fittings and equipment	Computer equipment held on finance lease	<u>Total</u>
	£000	£000	£000	£000	£000
Cost					
At 1 February 2006	1,270	3,818	227,762	3,714	236,564
Additions	-	-	20,580	-	20,580
Disposals	-	(32)	(8,274)	-	(8,306)
At 31 January 2007	1,270	3,786	240,068	3,714	248,838
Depreciation					
At 1 February 2006	32	3,009	133,339	3,492	139,872
Charge for year	16	152	22,289	105	22,562
Disposals	-	(32)	(5,903)	<u>-</u>	(5,935)
At 31 January 2007	48	3,129	149,725	3,597	156,499
Net book value At 31 January 2007	1,222	657	90,343	<u>117</u>	92,339
At 1 February 2006	1,238	809	94,423	222	96,692
	====				

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 10. INVESTMENTS

	2007 £000	<u>2006</u> £000
Subsidiaries at cost	100	100

The Company owns the entire issued ordinary share capital of the following principal subsidiary companies:

	Nature of Business	Country of Registration
Comet Financial Services Limited	Non-trading	England & Wales
Comet Radiovision Services Limited	Non-trading	England & Wales
I.T. Works Limited	Non-trading	England & Wales
Soundtwice Limited	Non-trading	England & Wales
Finance Works Limited	Non-trading	England & Wales
Starsense Limited	Non-trading	England & Wales
Comet Trustee Company Limited	Non-trading	England & Wales
Comet Limited	Non-trading	England & Wales
IT Therapy Limited	Non-trading	England & Wales

Consolidated accounts have not been prepared as the company is a wholly owned subsidiary of Kesa Electricals PLC, which is registered in England and Wales.

### 11. STOCK

	<u>2007</u> £000	2006 £000
Goods for resale	224,327	212,579

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

12.	DEBTORS	<u>2007</u> <b>£</b> 000	2006 £000
	Amounts receivable within one year:		
	Trade debtors	45,794	53,795
	Amounts owed by fellow subsidiary undertakings	1,196	10,358
	Amounts owed by parent company Other debtors	55,019 1,719	20,000 1,589
	Prepayments and accrued income	20,814	15,292
		124,542	101,034
13.	CREDITORS	2007 £000	<u>2006</u> £000
-	Amounts falling due within one year:	2000	2000
	Bank overdrafts	76,881	59,913
	Obligations under finance leases	126	150
	Trade creditors	106,648	100,004
	Amounts owed to parent company	108	61,442
	Amounts owed to fellow subsidiary undertakings Corporation tax	546 8,078	367 4,139
	Other taxation and social security	35,437	31,507
	Other creditors	17,883	13,630
	Accruals and deferred income	69,795	61,134
		315,502	332,286
	Amounts falling due after one year:		
	Subordinated loan from parent company	20,000	20,000
	Deferred income	10,446	10,089
	Obligations under finance leases	51	179
		30,497	30,268

The subordinated loan from the parent company bears interest at 5.63% per annum, being fixed at 5 year LIBOR rate plus 150 basis points. The loan is unsecured and repayable in July 2008.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 14. PROVISIONS FOR LIABILITIES AND CHARGES

	<u>Deferred</u> <u>tax</u> £000	Idle Properties £000	Total £000
At 1 February 2006	2,477	891	3,368
Utilised in year Created in year	139 144	(797) 1,674	(658) 1,818
At 31 January 2007	<u></u>	1,768	4,528

Within the idle properties provision, the Company has provided against future liabilities for all properties expected to be vacant for more than one year, and sublet at a shortfall and long term idle properties. The provision is based on the value of future cash outflows relating to rent, rates and service charges, and will be utilised when the leases expire.

#### 15. DEFERRED TAXATION

Deferred taxation is provided in the financial statements as follows:

	<u>2007</u>	<u>2006</u>
	£000	£000
Tax effects of timing differences due to:		
Accelerated capital allowances	(2,881)	(5,973)
Other timing differences	121	3,496
Deferred tax liability	(2,760)	(2,477)
Deferred tax asset on pension liability	21,150	28,400
Total deferred tax asset including		
deferred tax on pension liability	18,390	25,923

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

16.	OBLIGATIONS UNDER FINANCE LEASES	2007 £000	2006 £000
	Future minimum payments under finance leases are:		
	Within one year In more than one year, but not more than five years	133 56	161 178
-		189	339
	Less finance charges included above	(12)	(10)
	At 31 January 2007	<u>177</u>	329
17.	CALLED-UP SHARE CAPITAL		
		2007 £000	2006 £000
	Authorised: 50,000,000 Ordinary shares of £1 each	50,000	50,000
	Allotted, called-up and fully paid: 20,000,000 Ordinary shares of £1 each	20,000	20,000

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 18. PROFIT AND LOSS ACCOUNT

	Total £000
At 1 February 2006 Retained profit for the year	(36,415) 46,084
Actuarial gain on pension scheme assets  Movement in deferred tax relating to pension asset	25,151 (7,545)
At 31 January 2007	27,275

# 19. RECONCILIATION OF MOVEMENT IN EQUITY SHAREHOLDERS' FUNDS

	<u>2007</u> <b>£0</b> 00	2006 £000
Profit for the year	46,084	3,693
Actuarial gain/(loss) on pension scheme assets	25,151	(14,000)
Movement in deferred tax relating to pension asset	(7,545)	4,200
Net addition/(reduction) to equity shareholders' funds	63,690	(6,107)
Opening equity shareholders' deficit	(16,415)	(10,308)
Closing equity shareholders' funds/(deficit)	47,275	(16,415)

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

#### 20. CAPITAL COMMITMENTS

	<u>2007</u> £000	<u>2006</u> £000
Contracted but not provided	959	2,689

### 21. CONTINGENT LIABILITIES

The Company has a guarantee in favour of HM Customs & Excise for £3m (2006: £3 million).

### 22. LEASE COMMITMENTS

	<u>Land</u> build		Other	assets
The Company has annual commitments under non-cancellable operating leases as follows:	<u>2007</u> <b>£000</b>	2006 £000	2007 £000	<u>2006</u> £000
Expiring within one year Expiring between two and five years	806	269	593	642
inclusive	5,890	3,954	5,343	5,063
Expiring in over five years	71,358	72,410	242	242
	78,054	76,633	6,178	5,947

### 23. PENSION COMMITMENTS

The Group operates one funded defined benefit pension scheme in the UK, the Comet Pension Scheme, with assets held in a separately administered fund. The inception of this Scheme was at 1 April 2004.

The most recent actuarial valuation of the scheme was carried out at 1 April 2004 and updated at 31 January 2007 by Punter Southall and Co, a qualified independent actuary. The contribution made to the scheme in the accounting period was £17.0m (including the value of the employee contributions for those members in the salary sacrifice arrangement). Further contributions are agreed to continue at 15% of pensionable salary per annum plus 6.5% to cover employee contributions for those members in the salary sacrifice arrangement. In addition, contributions of £0.5m per month have been made in respect of the scheme's deficit since March 2006.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

### 23. PENSION COMMITMENTS (continued)

The Comet Pension Scheme was closed to new entrants on 1 April 2004 and all employees who do not participate in the Comet Pension Scheme are offered access to a Group defined contribution scheme, the Comet Stakeholder Pension Plan.

### Pension costs for defined contribution schemes are as follows:

	2007 £m	2006 £m
Defined contribution schemes included within staff costs		0.7

A qualified, independent actuary has updated the actuarial valuations of the Company's defined benefit scheme as at 31 January 2007. The principal assumptions made by the actuaries were:

detailles were.	2007	2006
Discount rate	5.20%	4.60%
Rate of increase in pensionable salaries	4.85%	4.75%
Rate of pension increases	3.05%	2.80%
Price inflation	3.10%	3.00%
Expected return on plan assets		
- Equities	7.85%	7.10%
- Bonds	5.25%	4.25%
- Cash	5.25%	4.50%
- Real estate	7.85%	7.10%
- Other	7.85%	7.10%
Mortality assumptions		
· -	2007	2006
Life expectancy at age 60 for a male currently aged 60	24.0	22.4
Life expectancy at age 60 for a female currently aged 60	26.9	25.4
Life expectancy at age 60 for a male currently aged 40	25.6	23.5
Life expectancy at age 60 for a female currently aged 40	28.5	26.5

Expected returns on plan assets are based on market expectation at the beginning of the year for returns over the entire life of the benefit obligation. Expected yields on fixed interest investments are based on gross redemption yields as at the balance sheet date. Expected returns on equity and real estate investments reflect long-term real rates of return experienced in the respective markets.

The Company has used PA92 tables (medium cohort) with mortality projected to 2005 for pensioners and to 2015 for non-pensioners.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 23. PENSION COMMITMENTS (Continued)

The amounts recognised in the balance sheet are determined as follows:	2007 £m	2006 £m
Present value of defined benefit obligation Fair value of plan assets	279.3 (208.8)	280.6 (185.9)
Deficit	70.5	94.7
Related deferred tax asset	(21.1)	(28.4)
Net liability recognised in the balance sheet	49.4	66.3
The major categories of plan assets as a percentage of total plan assets are as follows:	2007	2006
Equities Bonds Cash Real Estate Other	42% 37% 1% 14% 6%	42% 39% 1% 13% 5%
The amounts recognised in the profit and loss account are as foll	ows:	
•	2007 £m	2006 £m
Current service cost Interest cost Expected return on plan assets Past service cost	15.4 13.2 (10.7)	12.7 12.0 (10.0)
Total included within staff costs and interest	17.9	14.7

Of the total charge, including defined contribution schemes £2.4m (2006: £2.3m), £7.8m (2006: £5.4m) and £6m (2006: £5.7m) were included in cost of sales, administrative expenses and selling expenses respectively. Scheme administration expenses have been netted off against the expected return on plan assets.

A salary sacrifice scheme was introduced in respect of the Comet Pension Scheme on 1 July 2005.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 23. PENSION COMMITMENTS (Continued)

# Analysis of the movement in the defined benefit obligation during the year

	2007 £m	2006 £m
Defined benefit obligation at start of year Current service cost Past service cost	280.6 15.4	227.1 12.7
Interest cost	13.2	12.0
Contributions by employees	0.1	1.5
Benefits paid	(4.6)	(4.4)
Actuarial (gain)/loss recognised in the STRGL	(25.4)	31.7
Currency translation movement	-	-
Defined benefit obligation at end of year	<u>279.3</u>	280.6
Analysis of the movement in plan assets during the year		
	2007	2006
	£m	£m
Fair value of plan agests at start of vicer	185.9	146.0
Fair value of plan assets at start of year  Expected return on plan assets	10.7	140.0
Contributions by employer	17.0	14.6
Contributions by employees	0.1	1.5
Benefits paid	(4.6)	(4.4)
Actuarial (loss)/gain recognised in the STRGL	(0.3)	18.2
Currency translation movement	-	-
Fair value of plan assets at end of year	208.8	185.9
Analysis of the movement in the balance sheet liability during the year		
	2007	2006
	£m	£m
Liability at start of year	94.7	80.6
Total expense as above	17.9	14.7
Contributions paid	(17.0)	(14.6)
Actuarial loss recognised in the STRGL	(25.1)	14.0
Currency translation movement	-	-
Liability at end of year	70.5	94.7
Liability at cliq of year	<u>70.5</u>	<del>94.1</del>

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 23. PENSION COMMITMENTS (Continued)

Analysis of the balance sheet liability between funded and unfunded plans	2007 £m	2006 £m
Present value of funded obligations Fair value of plan assets Present value of unfunded obligations	279.3 (208.8)	280.6 (185.9)
Unrecognised past service costs Liability at the year end	70.5	94.7
Cumulative actuarial gains and losses recognised in equity	2007 £m	2006 £m
At beginning of year Actuarial (gains)/losses recognised in the year	25.1 (25.1)	11.6 13.5
At end of year		25.1
The actual returns on plan assets were:	2007 £m	2006 £m
Returns on plan assets	10.4	28.2
History of experience gains and losses	2007	2006
Experience gains/(losses) arising on scheme assets	£m	£m
Amount Percentage of scheme assets	(0.3) (0.1%)	18.2 9.8%
Experience adjustments arising on scheme liabilities		
Amount Percentage of the present value of scheme liabilities	0.2 (0.1%)	(8.9) (3.2%)

Effective 3rd April 2006, the rules of the scheme were amended to allow greater communication of pensionable benefits to members of the fund in accordance with changes to the applicable legislation. The rule change provides members earlier access to their cash benefit (at reduced amounts) sooner than otherwise available, which reflects the withdrawal of entitlements at an earlier date. This change allows members increased control over their pension benefits. The effect of this rule change was to reduce the Scheme's liabilities by £6.6m (pre-tax), which has been reflected in the statement of total recognised gains and losses.

The contribution expected to be paid during the financial year ended 31 January 2008 amounts to £13.4m.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2007

# 24. ULTIMATE PARENT COMPANY

The company's ultimate parent company and controlling party is Kesa Electricals PLC. a company registered in England and Wales. Copies of the parent's consolidated financial statements may be obtained from the Secretary, Kesa Electricals PLC, 22-24 Ely Place, London, EC1N 6TE.