REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 1998

**REGISTERED NUMBER: 3137456** 



## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

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# COMPANY INFORMATION AT 31 MARCH 1998

#### DIRECTORS

P F Bullen N F Bullen P Hawthorne

#### **SECRETARY**

P F Griffin

#### REGISTERED OFFICE

7th Floor 43 Castle Street Liverpool L2 9TL

## **AUDITORS**

Duncan Sheard Glass Chartered Accountants Castle Chambers 43 Castle Street Liverpool L2 9TL

#### **SOLICITORS**

Mace and Jones, Grundy Kershaw

#### PRINCIPAL BANKERS

Midland Bank plc

#### DIRECTORS' REPORT

The directors present their annual report with the financial statements of the company for the year ended 31 March 1998.

#### PRINCIPAL ACTIVITIES

The principal activities of the company in the year under review were as manufacturers, factors and retailers of surgical appliances and surgical footwear and as retailers of ladies corsetry.

The subsidiaries activities were in the manuafacture and sale of healthcare and surgical equipment .

#### REVIEW OF THE BUSINESS

The net loss after providing for taxation amounted to £35,766.

#### DIVIDENDS

No dividends were paid during the year and no recommendation is made as to dividends.

#### **FUTURE DEVELOPMENTS**

The likely developments in the operations of the company and the expected results of these operations in the financial years subsequent to the year ended 31 March 1998 are as follows:

#### DIRECTORS AND THEIR INTERESTS

The directors in office in the year and their beneficial interests in the company at the balance sheet date and the beginning of the year (or on appointment if later) were as follows:

|                                    |                            | Number of Shares |      |
|------------------------------------|----------------------------|------------------|------|
|                                    |                            | 1998             | 1997 |
| P F Bullen                         | Ordinary shares of £1 each | 36,366           | 2    |
| N F Bullen                         | Ordinary shares of £1 each | -                | -    |
| P Hawthorne                        | Ordinary shares of £1 each | -                | -    |
| Directors retired during the year: |                            |                  |      |
| N F Bullen                         | 1st April 1997             |                  |      |

#### **DIRECTORS' RESPONSIBILITIES**

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 as at the end of the financial year 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 accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to 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.

## DIRECTORS' REPORT

#### **AUDITORS**

The auditors, Duncan Sheard Glass, will be proposed for re-appointment in accordance with section 385 of the Companies Act 1985.

On behalf of the board:

P F Bullen Director

Date: 29th July 1999

#### **AUDITORS' REPORT TO THE SHAREHOLDERS**

We have audited the financial statements on pages 5 to 20 which have been prepared under the historical cost convention as modified by the revaluation of certain fixed assets and on the basis of accounting policies set out on pages 9 and 10.

#### RESPECTIVE RESPONSIBILITIES OF THE DIRECTORS AND AUDITORS

As described in the directors' report, the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

#### BASIS OF OPINION

We conducted our audit in accordance with 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 as to whether 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.

#### **GOING CONCERN**

The financial statements have been prepared on a going concern basis which assumes that the company will continue in operational existence for the foreseeable future having adequate funds to meet its obligations as they fall due. In forming our opinion, we have considered the adequacy of the disclosures made in note 1 of the financial statements concerning the company's working capital requirements. In view of the significance of those disclosures concerning the ability of the company to cotinue as a going concern we consider that it should be drawn to your attention but our opinion is not qualified.

#### OPINION

In our opinion the financial statements give a true and fair view of the state of affairs of the company as at 31 March 1998 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Duncan Sheard Glass Chartered Accountants Registered Auditor Castle Chambers 43 Castle Street Liverpool

Date: 29th July 1999

L2 9TL

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 1998

|   | Notes | 1998     | 1997      |
|---|-------|----------|-----------|
|   |       | £        | £         |
| TURNOVER                                    |       | 476,478  | 515,420   |
| Cost of sales                               |       | 176,896  | 193,155   |
| GROSS PROFIT                                | _     | 299,582  | 322,265   |
| Administrative expenses                     |       | 250,349  | 431,455   |
| OPERATING PROFIT / (LOSS)                   | 2     | 49,233   | (109,190) |
| Interest payable and similar charges        | 3     | (87,201) | (125,218) |
| LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION |       | (37,968) | (234,408) |
| Tax on loss on ordinary activities          | 6     | 2,202    | -         |
| LOSS ON ORDINARY ACTIVITIES AFTER TAXATION  | _     | (35,766) | (234,408) |
| Transfers to and from reserves              |       | -        | (297,183) |
| ACCUMULATED LOSS FOR THE FINANCIAL YEAR     | 19    | (35,766) | (531,591) |

## **Continuing operations**

None of the company's activities were acquired or discontinued during the above two financial years.

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 MARCH 1998

|  | 1998<br>£ | 1997<br>£ |
|--|-----------|-----------|
| Loss for the year after taxation                       | (35,766)  | (234,408) |
| Unrealised movement on revaluation of D.A.C Licences.  | 400,000   | -         |
| TOTAL RECOGNISED GAINS / (LOSSES) RELATING TO THE YEAR | 364,234   | (234,408) |

#### Historical cost

The difference between the results as disclosed in the profit and loss account before tax, and accumulated loss for the year, on an unmodified historical cost basis is not material.

## BALANCE SHEET AT 31 MARCH 1998

|  |             |             | 1998      |             | 1997      |
|--|-------------|-------------|-----------|-------------|-----------|
|  | Notes       | £           | £         | £           | £         |
| FIXED ASSETS                             |             |             |           |             |           |
| Intangible assets                        | 7           |             | 438,754   |             | 47,252    |
| Tangible assets                          | 8           |             | 329,865   |             | 145,328   |
| Investments                              | 9           |             | 60,570    |             | 50,004    |
|  |             |             | 829,189   |             | 242,584   |
| CURRENT ASSETS                           |             |             |           |             |           |
| Stocks                                   | 10          | 56,607      |           | 75,632      |           |
| Debtors                                  | 11          | 1,682,367   | •         | 816,839     |           |
| Cash at bank and in hand                 |             | 495         |           | 650         |           |
|  |             | 1,739,469   | -         | 893,121     |           |
| CREDITORS: amounts falling due           |             |             |           |             |           |
| within one year                          | 12          | (1,876,908) |           | (1,337,050) |           |
| NET CURRENT LIABILITIES                  | <del></del> |             | (137,439) |             | (443,929) |
| TOTAL ASSETS LESS CURRENT<br>LIABILITIES |             |             | 691,750   |             | (201,345) |
|  |             |             |           |             |           |
| CREDITORS: amounts falling due           | _           |             |           |             |           |
| after more than one year                 | 13          |             | (802,107) |             | (273,246) |
| NET LIABILITIES                          |             |             | (110,357) |             | (474,591) |
| CAPITAL AND RESERVES                     |             |             |           |             |           |
| Called up share capital                  | 16          |             | 50,000    |             | 2         |
| Share premium account                    |             |             | -         |             | 49,998    |
| Revaluation reserve                      | 17          |             | 400,000   |             | -         |
| Other reserves                           | 18          |             | 7,000     |             | 7,000     |
| Profit and loss account                  | 19          |             | (567,357) |             | (531,591) |
| TOTAL SHAREHOLDERS' FUNDS                | 20          |             | (110,357) |             | (474,591) |

Approved by the board of directors on 29th July 1999 and signed on its behalf by:

P F Bullen Director

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 1998

|  | Notes | 1998<br>£                | 1997<br>£                         |
|--|-------|--------------------------|-----------------------------------|
| Net cash outflow from operating activities   | 2     | (1,177,939)              | (399,545)                         |
| Returns on investments and servicing of finance  | 24    | (87,201)                 | (125,218)                         |
| Taxation   |       | 2,202                    | -                                 |
| Capital expenditure  | 24    | (215,275)                | (238,547)                         |
| Acquisitions and disposals   | 24    | (10,566)                 | (50,004)                          |
| Cash outflow before use of liquid resources and financing                                  | _     | (1,488,779)              | (813,314)                         |
| Financing  | 24    | 588,605                  | 378,843                           |
| DECREASE IN CASH IN THE YEAR   | =     | (900,174)                | (434,471)                         |
| RECONCILIATION OF NET CASH FLOW TO MOVEMENT<br>IN NET DEBT                                 | 25    |                          |                                   |
| DECREASE IN CASH IN THE YEAR   |       | (900,174)                | (434,471)                         |
| Change in net debt resulting from cash flows New hire purchase contracts Increase in loans | _     | (900,174)<br>(29,291)    | (434,471)<br>(4,980)<br>(323,863) |
| Movement in debt in the year<br>Net (debt) / funds at 1 April 1997                         | _     | (1,488,779)<br>(763,314) |                                   |
| Net debt at 31 March 1998  |       | (2,252,093)              | (763,314)                         |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

#### 1. STATEMENT OF ACCOUNTING POLICIES

The financial statements have been prepared under the historical cost convention modified to include the revaluation of D.A.C licences and are in accordance with applicable accounting standards.

#### Consolidation

The company and its subsidiary comprise a medium-sized group. The company has therefore taken advantage of the exemption provided by section 248 of the Companies Act 1985 not to prepare group accounts.

#### **Turnover**

Turnover represents the total invoice value, excluding value added tax, of goods sold and services rendered during the year.

#### Goodwill

Goodwill is the difference between the amount paid on the acquisition of a business and the aggregate fair value of its separate net assets. Depending on the circumstances of each acquisition, goodwill is either set off directly against reserves or amortised through the profit and loss account over the directors' estimate of its estimated economic life.

#### Depreciation of tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its useful life:

Freehold land and buildings 2% on cost

Plant and machinery 15% reducing balance Office furniture and fittings 15% reducing balance

Computer equipment 25% on cost

Motor vehicles 25% reducing balance

Nimbus and Karomed beds 50% on cost

#### Amortisation of intangible fixed assets

Intangible fixed assets, other than goodwill, are amortised over the directors' estimate of their economic useful life.

#### Stocks

Stocks are stated at the lower of cost and net realisable value.

Net realisable value is based on estimated selling price less further costs to completion and disposal.

#### **Investments**

Investments held as fixed assets are stated at cost less provision for permanent diminution in value. Those held as current assets are stated at the lower of cost and net realisable value.

Dividends are brought to account in the profit and loss account when received.

#### Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and are depreciated over their estimated useful lives. The interest element of the rental obligations is charged to the profit and loss account over the period of the lease.

Lease payments under operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

#### 1. STATEMENT OF ACCOUNTING POLICIES - (continued)

#### Pension costs

The company operates a money purchase (defined contribution) pension scheme. Contributions payable to this scheme are charged to the profit and loss account in the period to which they relate. These contributions are invested separately from the company's assets.

#### Basis of preparation of the financial statements

The company has met its working capital requirements, during its reorganisation, by the support of its bankers.

These accounts have been prepared on the going concern basis, on the understanding that this support will continue and that the reorganisation will have a beneficial impact on the results.

#### 2. OPERATING PROFIT / (LOSS)

| Operating profit / (loss)                      | 1998                                   | 1997      |
|--|--|-----------|
|  | £                                      | £         |
| After charging:                                |  |           |
| Depreciation of fixed assets                   | 28,445                                 | 56,132    |
| Loss on disposal of tangible assets            | 2,291                                  | -         |
| Amortisation of intangible assets              | 8,498                                  | 8,498     |
| Auditors' remuneration                         | 30,022                                 | 45,487    |
| Hire of equipment                              | 14,693                                 | 10,681    |
| Exceptional items:                             |  |           |
| Cost of fundamental reorganisation             | -                                      | 297,325   |
|  | ====================================== |           |
| After crediting:                               |  |           |
| Profit on disposal of tangible assets          | -                                      | 11,663    |
|  |  |           |
|  |  |           |
| Reconciliation of operating profit to          |  |           |
| net cash outflow from operating activities     |  |           |
|  | 1998                                   | 1997      |
|  | £                                      | £         |
| Operating profit / (loss)                      | 49,233                                 | (109,190) |
| Depreciation                                   | 28,445                                 | 56,132    |
| Amortisation                                   | 8,498                                  | 8,498     |
| Loss / (profit) on disposal of fixed assets    | 2,291                                  | (11,663)  |
| Decrease / (increase) in stocks                | 19,025                                 | (75,632)  |
| Increase in debtors                            | (865,528)                              | (816,839) |
| (Decrease) / increase in creditors             | (419,903)                              | 846,332   |
| Goodwill purchased and written off in the year | -                                      | (297,183) |
| Net cash outflow from operating activities     | (1,177,939)                            | (399,545) |
|  | <del></del>                            |           |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

| 3. | INTEREST PAYABLE AND SIMILAR CHARGES                                    |           |         |
|----|---|-----------|---------|
|    |   | 1998      | 1997    |
|    |   | £         | £       |
|    | On bank loans and overdrafts  | 85,935    | 120,433 |
|    | Lease finance charges and hire purchase interest                        | 1,266     | 4,785   |
|    |   | 87,201    | 125,218 |
| 4. | INFORMATION ON DIRECTORS AND EMPLOYEES                                  |           |         |
|    |   | 1998      | 1997    |
|    |   | £         | £       |
|    | Staff costs   |           |         |
|    | Wages and salaries  | 297,008   | 270,047 |
|    | Social security costs   | 15,776    | -       |
|    | Other pension costs   | 3,491     | 11,363  |
|    |   | 316,275   | 281,410 |
|    |   | 1998      | 1997    |
|    |   | No.       | No.     |
|    | The average number of employees during the year was made up as follows: |           |         |
|    | Administration  | <u>17</u> | 18      |
|    |   | 1998      | 1997    |
|    |   | £         | £       |
|    | Directors' emoluments   |           |         |
|    | Emoluments  | 157,703   | 150,796 |
|    | Pension contributions to money purchase (defined contribution) schemes  | 2 401     | 11,363  |
|    | schemes   | 3,491     |         |
|    |   | 161,194   | 162,159 |
|    |   | 1998      | 1997    |
|    |   | No.       | No.     |
|    | During the year the following number of directors:                      |           |         |
|    | Accrued benefits under money purchase (defined contribution)            |           |         |
|    | pension schemes   | 2         | 3       |
|    |   | ==        | =====   |

#### 5. PENSION COSTS

## Money purchase (defined contribution) pension scheme

The company operates a money purchase (defined contribution) pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £3,491 (1997: £11,363).

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

7.

#### 6. TAX ON LOSS ON ORDINARY ACTIVITIES

|                                      |          | 1998     | 1997        |
|--------------------------------------|----------|----------|-------------|
|                                      |          | £        | £           |
| The taxation credit comprises:       |          |          |             |
| Adjustment in respect of prior years |          | (2,202)  | -           |
| INTANGIBLE FIXED ASSETS              |          | <u> </u> | <del></del> |
|                                      | D.A C    | Goodwill | Total       |
|                                      | Licences |          |             |
|                                      | £        | £        | £           |
| Cost:                                |          |          |             |
| At 1 April 1997                      | -        | 72,075   | 72,075      |
| Revaluation                          | 400,000  | -        | 400,000     |
|                                      | 400,000  | 72,075   | 472,075     |
| Amortisation:                        |          |          |             |
| At 1 April 1997                      | -        | 24,823   | 24,823      |
| Charge for year                      |          | 8,498    | 8,498       |
| At 31 March 1998                     | -        | 33,321   | 33,321      |
| Net book value:                      |          |          |             |
| At 31 March 1998                     | 400,000  | 38,754   | 438,754     |
| At 31 March 1997                     |          | 47,252   | _           |

During the financial year the D.A.C licences were valued by the directors. The valuation was based on the sales proceeds of similar licences sold by the company.

The transfer to revaluation reserve will not affect the tax liability, if the licences are sold at the valuation the potential liability will be approximately £120,000.

- - -

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

## 8. TANGIBLE FIXED ASSETS

|                                      | Freehold land<br>and buildings | Plant and machinery | Fixtures and fittings                   | Other assets                            | Total              |
|--------------------------------------|--------------------------------|---------------------|---|---|--------------------|
|                                      | £                              | £                   | £                                       | £                                       | £                  |
| Cost:                                |                                | 1.47, 930           | 100.000                                 | 02.000                                  | 400 001            |
| At 1 April 1997<br>Additions         | 200,000                        | 147,839<br>650      | 188,082<br>4,833                        | 93,980<br>39,000                        | 429,901<br>244,483 |
| Disposals                            | 200,000                        | (5,000)             | 4,033                                   | (65,752)                                | (70,752)           |
| =                                    |                                | (3,000)             |   |   | (10,132)           |
| At 31 March<br>1998                  | 200,000                        | 143,489             | 192,915                                 | 67,228                                  | 603,632            |
|                                      | 200,000                        | 175,705             | 192,713                                 |   | 005,052            |
| Depreciation:<br>At 1 April 1997     |                                | 106,963             | 128,132                                 | 49,480                                  | 101 575            |
| Charge for year                      | 4,584                          | 6,230               | 11,299                                  | 6,332                                   | 284,575<br>28,445  |
| On disposals                         | -                              | (5,000)             | 11,277                                  | (34,253)                                | (39,253)           |
| At 31 March                          |                                |                     |   |   | (57,255)           |
| 1998                                 | 4,584                          | 108,193             | 139,431                                 | 21,559                                  | 273,767            |
|                                      |                                |                     |   |   | 273,707            |
| Net book value:<br>At 31 March       |                                |                     |   |   |                    |
| 1998                                 | 195,416                        | 35,296              | 53,484                                  | 45,669                                  | 329,865            |
|                                      | 175,410                        | ======              | ======================================= | <del></del>                             | 327,003            |
| At 31 March<br>1997                  | _                              | 40,876              | 59,952                                  | 44,500                                  | 145,328            |
| 1)))                                 |                                |                     |   | ======================================= | 1 15,520           |
|                                      |                                |                     |   | 1998                                    | 1997               |
|                                      |                                |                     |   | £                                       | £                  |
| Analysis of net boo                  | ok value of land a             | and buildings:      |   |   |                    |
|                                      |                                |                     |   |   |                    |
| Freehold                             |                                |                     | :                                       | 195,416                                 | _                  |
|                                      |                                |                     |   | 1998                                    | 1997               |
|                                      |                                |                     |   | £                                       | £                  |
| Included above ar purchase contracts |                                | er finance leases   | or hire                                 | 2                                       | ~                  |
| Net book values:                     |                                |                     |   |   |                    |
| Motor vehicles                       |                                |                     |   | 38,188                                  | _                  |
|                                      |                                |                     | =                                       |   | <del></del> :      |
| Depreciation charge                  | e for the vear                 |                     |   |   |                    |
| Motor vehicles                       | c tor the year.                |                     |   | 812                                     | _                  |
|                                      |                                |                     | -                                       |   |                    |

Net obligations under finance leases and hire purchase contracts are secured on the assets acquired.

## 9. INVESTMENTS

| Cost or valuation: | 1 April 1997 | Additions | 31 March 1998 |
|--------------------|--------------|-----------|---------------|
|                    | £            | £         | £             |
| Other investments  | 50,004       | 10,566    | 60,570        |

#### Other investments other than loans

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

## 9. INVESTMENTS - (continued)

Shares in related undertakings:

| Cost or valuation:           | 1 April 1997<br>£ | Additions<br>£ | 31 March 1998<br>£ |
|------------------------------|-------------------|----------------|--------------------|
| Shares:<br>Group undertaking | 50,004            | 10,566         | 60,570             |
| Net book value               | 50,004            |                | 60,570             |

Financial information summary:

| Name and country of incorporation   | Type of shareholding | Proportion<br>held |
|-------------------------------------|----------------------|--------------------|
| Chares S Bullen Orthotics Ltd       | Ordinary shares      | 100%               |
| Charles S Bullen Stomacare Ltd      | Ordinary shares      | 100 %              |
| Bullen International Healthcare Ltd | Ordinary shares      | 100%               |

The aggregate amount of capital and reserves and the results of these undertakings for the last financial year were as follows:-

|     |                                     | Capital and reserves | Results   |
|-----|-------------------------------------|----------------------|-----------|
|     |                                     | £                    | £         |
|     | Charles S Bullen Orthotics Ltd      | 248,267              | (232,252) |
|     | Charles S Bullen Stomacare Ltd      | 206,202              | 83,586    |
|     | Bullen International Healthcare Ltd | (370,350)            | (197,048) |
|     |                                     | 84,119               | (345,714) |
| 10. | STOCKS                              |                      |           |
|     |                                     | 1998                 | 1997      |
|     |                                     | £                    | £         |
|     | Finished goods and goods for resale | 56,607               | 75,632    |
| 11. | DEBTORS                             |                      |           |
|     |                                     | 1998                 | 1997      |
|     |                                     | £                    | £         |
|     | Trade debtors                       | 12,880               | 14,119    |
|     | Director's current account          | 11,101               | 5,449     |
|     | Amounts owed by group undertakings  | 1,578,257            | 585,535   |
|     | Other debtors                       | 34,682               | 178,693   |
|     | Prepayments and accrued income      | 45,447               | 33,043    |
|     |                                     | 1,682,367            | 816,839   |

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

## 12. CREDITORS: amounts falling due within one year

| 1998<br>£ | 1997<br>£   |
|-----------|---|
| 1,441,731 | 488,328   |
| 8,750     | 2,390   |
| 86,024    | 135,437   |
| -         | 157,374   |
| 3,304     | _   |
| 174,506   | 401,605   |
| 137,739   | 103,847   |
| 24,854    | 48,069  |
| 1,876,908 | 1,337,050   |
|           | £  1,441,731 8,750 86,024  - 3,304 174,506 137,739 24,854 |

Bank loans and overdrafts amounting to £1,441,731 (1997 £488,328) are secured by a floating charge on all the assets of the company and a legal charge on the property.

## 13. CREDITORS: amounts falling due after more than one year

|  | 1998    | 1997    |
|--|---------|---------|
|  | £       | £       |
| Bank loans and overdrafts  | 718,975 | 257,945 |
| Other creditors  | 57,611  | 12,711  |
| Net obligations under finance leases and hire purchase contracts | 25,521  | 2,590   |
|  | 802,107 | 273,246 |
| Instalments not due within five years                            | 89,474  | -       |

Bank loans and overdrafts are secured by a floating charge over the assets of the company and a legal charge on the property.

### 14. BORROWINGS

|   | 1998      | 1997    |
|---|-----------|---------|
|   | £         | £       |
| The company's borrowings are repayable as follows |           |         |
| Up to one year and on demand                      | 1,441,731 | 488,328 |
| Between one and two years                         | 179,924   | 56,337  |
| Between two and five years                        | 449,577   | 201,608 |
| After five years                                  | 89,474    | -       |
|   | 2,160,706 | 746,273 |
| Wholly repayable within five years                | 2,071,232 | 746,273 |
| Included in current liabilities                   | 1,441,731 | 488,328 |
| Instalments not due within five years             | 89,474    | -       |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

### 15. OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS

|   | 1998   | 1997   |
|---|--------|--------|
| The company's obligations are repayable as follows:   | £      | £      |
| Within one year or on demand  | 8,750  | 2,390  |
| In two to five years  | 25,521 | 2,590  |
| Total net obligations   | 34,271 | 4,980  |
| Net obligations analysed as follows:  |        |        |
| Included in creditors - amounts falling due within one year Included in creditors - amounts falling due after more than one | 8,750  | 2,390  |
| year  | 25,521 | 2,590  |
|   | 34,271 | 4,980  |
| SHARE CAPITAL   |        |        |
|   | 1998   | 1997   |
|   | £      | £      |
| Authorised: Equity interests:   |        |        |
| 50,000 Ordinary shares of £1 each   | 50,000 | 50,000 |
| 5,500 A Ordinary shares of £1 each  | 5,500  | -      |
|   | 55,500 | 50,000 |
| Allotted, called up and fully paid:   |        |        |
| Equity interests:   |        |        |
| 50,000 Ordinary shares of £1 each   | 50,000 | 2      |

49,998 ordinary shares were allotted during the year. These shares were allotted in consideration for the shares in Charles Bullen Orthotics Ltd.

#### 17. REVALUATION RESERVE

16.

|     |   | 1998<br>£ | 1997<br>£ |
|-----|---|-----------|-----------|
|     | Revaluation during the year               | 400,000   | -         |
| 18. | OTHER RESERVES                            |           |           |
|     |   | 1998<br>£ | 1997<br>£ |
|     | Capital redemption reserve                |           |           |
|     | Balance at 1 April 1997 and 31 March 1998 | 7,000     | 7,000     |
|     | Total other reserves                      | 7,000     | 7,000     |

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

| 19. | PROFIT | AND | LOSS | ACCOUNT |
|-----|--------|-----|------|---------|
|     |        |     |      |         |

20.

|   | 1998<br>£ | 1997<br>£ |
|---|-----------|-----------|
| (Accumulated loss) / Retained profit as at 1 April 1997 | (531,591) | -         |
| Loss for the year                                       | (35,766)  | (234,408) |
| Goodwill written off                                    |           | (297,183) |
| Accumulated loss as at 31 March 1998                    | (567,357) | (531,591) |
| RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' I          | FUNDS     |           |
|   | 1998<br>£ | 1997<br>£ |
| Loss for the financial year                             | (35,766)  | (234,408) |
| Movement on reserves                                    | 400,000   | -         |
| Share premium reserves                                  | (49,998)  | -         |
| New share capital subscribed                            | 49,998    | -         |
| Goodwill written off                                    | _         | (297,183) |
| Net addition / (reduction) to shareholders' funds       | 364,234   | (531,591) |
| Opening shareholders' funds                             | (474,591) | 57,000    |
| Closing shareholders' funds                             | (110,357) | (474,591) |
| Represented by:-  |           |           |
| Equity interests  | (110,357) | (474,591) |

## 21. REVENUE COMMITMENTS

At year end the company was committed to making the following payments during the next year in respect of operating leases with expiry dates as follows:

|   | Land and buildings |           | Other  |       |
|---|--------------------|-----------|--------|-------|
|   | 1998               | 1998 1997 | 1998   | 1997  |
|   | £                  | £         | £      | £     |
| Within one year                             | -                  | -         | 4,042  | -     |
| More than one year and less than five years | _                  |           | 32,307 | 7,200 |
| More than five years                        | 7,250              | -         | _      | _     |
|   | 7,250              | -         | 36,349 | 7,200 |

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

#### 22. RELATED PARTY DISCLOSURES

During the year, the following related party transactions took place:

#### 1) RECHARGE OF MANAGEMENT EXPENSES TO SUBSIDIARIES

|   | 1998     | 1997     |
|---|----------|----------|
| C.S. Bullen Orthotics Ltd                                 | £294,000 | £295,407 |
| C.S. Bullen Stomacare Ltd                                 | £269,000 | £226,188 |
| Bullen International Healthcare Ltd                       | £94,000  | £149,652 |
| Bullen International Healthcare<br>(Northern Ireland) Ltd | £7,000   | NIL      |

#### 2) RENTS PAID

A commercial rent of £7,250 (1997: £7,250) was paid to the C.S. Bullen directors pension scheme.

#### 3)FIXED ASSET PURCHASES

On the 30th June 1997 various fixed assets were transferred from Charles S Bullen Orthotics Ltd ,at net book value.

| Freehold property            | £200,000 |
|------------------------------|----------|
| Shares in group undertakings | £10,566  |
| 4)DEBTORS                    |          |

At the year end the following amounts were owed by subsidiaries:

| At the year end the following amounts were owed by subsidia. |              |         |
|--|--------------|---------|
|  | 1998         | 1997    |
|  | £            | £       |
| Charles S Bullen Orthotics Ltd                               | 322,889      | 247,289 |
| Charles S Bullen Stomacare ltd                               | 223,554      | -       |
| Bullen International Healthcare Ltd                          | 694,222      | 196,785 |
| Bullen International Healthcare (N.Ireland)Ltd               | 185,505      | -       |
| Bullen International Healthcare (Pacific) Ltd                | <del>-</del> | 24,086  |
| Bullen Orthotics Direct Ltd                                  | -            | 13,070  |
| Bullen International Ireland Ltd                             | 152,087      | 104,303 |
| Included in debtors is an overdrawn loan account of:         |              |         |
| P.Hawthorne  | 11,101       | 5,449   |
|  |              |         |
|  |              |         |

## 5)CREDITORS

At the year end the following amounts were due by subsidiaries:

Charles S Bullen Stomacare Ltd - 157,374

Included in creditors are the following current accounts due to directors or family members:

| P F Bullen                       | 34,680 | 34,065 |  |
|----------------------------------|--------|--------|--|
| N Meadows (mother of P F Bullen) | -      | 243    |  |
| G Bullen                         | -      | 1,707  |  |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

| 22. | RELATED PARTY DISCLOSURES - (continued)  |  |   |
|-----|--|--|---|
|     | Included in long term creditors is the following loan:<br>N Meadows  | 44,900                                 | 64,900  |
|     | 6)EXECUTIVE PENSION SCHEME   |  |   |
|     | Loans outstanding at the year end The interest expense in the year was   | 297,046<br>19,227                      | 279,857<br>21,097                               |
| 23. | TRANSACTIONS WITH DIRECTORS  |  |   |
|     |  | 1998<br>£                              | 1997<br>£                                       |
|     | Amounts owed by directors P Hawthone current account   | 11,101                                 | 5,449   |
| 24. | ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED I   | N THE CASH FLOW S                      | TATEMENT  |
|     |  | 1998                                   | 1997  |
|     |  | £                                      | £   |
|     | Returns on investments and servicing of finance Interest paid Interest element of hire purchase contracts  | (85,935)<br>(1,266)                    | (120,433)<br>(4,785)                            |
|     | Net cash outflow from returns on investments and   |  | (1,700)   |
|     | servicing of finance   | (87,201)                               | (125,218)                                       |
|     | Capital expenditure Purchase of intangible fixed assets Purchase of negative goodwill Purchase of tangible fixed assets Receipts from sale of tangible fixed assets  | (244,483)<br>29,208                    | (55,750)<br>7,000<br>(237,704)<br>47,907        |
|     | Net cash outflow from capital expenditure  | (215,275)                              | (238,547)                                       |
|     | Acquisitions and disposals Purchase of subsidiary undertakings Net cash outflow from acquisitions and disposals  | (10,566)                               | (50,004)<br>(50,004)                            |
|     | •  |  |   |
|     | Financing Issue of ordinary share capital New long-term loans New short-term loans Capital element of hire purchase contract payments Net cash inflow from financing | 505,930<br>53,384<br>29,291<br>588,605 | 50,000<br>270,656<br>53,207<br>4,980<br>378,843 |
|     |  | <del></del>                            |   |

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1998

## 25. ANALYSIS OF CHANGES IN NET DEBT

|                                     | 1997<br>£    | Cash flow   | 1998<br>£   |
|-------------------------------------|--------------|-------------|-------------|
| Cash at bank and in hand            | 650          | (155)       | 495         |
| Bank overdraft                      | (435,121)    | (900,019)   | (1,335,140) |
|                                     | <del>-</del> | (900,174)   |             |
| Debt due within one year            | (53,207)     | (53,384)    | (106,591)   |
| Debt due after one year             | (270,656)    | (505,930)   | (776,586)   |
| Hire purchase contracts and finance |              |             |             |
| lease agreements                    | (4,980)      | (29,291)    | (34,271)    |
|                                     | (763,314)    | (1,488,779) | (2,252,093) |

## 26. CONTINGENT LIABILITIES

The company in common with all companies in the group is subject to an unlimited cross guarantee in respect of all liabilities due to the Midland Bank plc.