

**TJ Hughes (Holdings) Company Limited**

Directors' report and consolidated financial  
statements

Registered number 04984399

Period ended 27 January 2007

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## Directors' report

*52 weeks ended 27 January 2007 (2006, 52 weeks ended 28 January 2006)*

The Directors present their annual report and the audited financial statements for the 52 weeks ended 27 January 2007

### Principal activities

The principal activity of the company is to act as a holding company and to provide management services for its subsidiaries. The principal activity of the group is trading from discount department stores.

### Business review

The results of the group are set out on page 8 of the financial statements.

### Current year performance

The current trading period has been a difficult one for the group with an operating profit of £0.2 million compared with £11.2 million last year. The table below presents a comparison with the audited results for the 52 weeks ended 28 January 2006.

	2007 52 weeks ended 27 January 2007	Growth	2006 52 weeks ended 28 January 2006
	Audited £'000	£'000	Audited £'000
Turnover	239,477	+ 24,949 + 11.6%	214,528
Gross profit	88,011	+2,892 +3.4%	85,119
Gross profit %	36.8%	-2.9%pts	39.7%
Operating profit before exceptional items	171	-11,088 -98.5%	11,259
Operating profit before exceptional items %	0.1%	-5.1%pts	5.2%

During the 52 week period ended 27 January 2007 total sales increased by 11.6% from £214.5 million to £239.5 million, driven by new store openings. However a challenging retail environment, with strong competitive pressures on margins, resulted in a reduction in gross profit percentage from 39.7% to 36.8%.

## **Directors' report**

*52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

Operating profit before exceptional items for the 52 week period ended 27 January 2007 amounted to £0.2 million, a decrease of £11.1 million (98.5%) over the comparable period. Reduced gross profit percentage and a 2.2% increase in costs resulted in a reduction in operating profit margin from 5.2% to 0.1%. The increase in costs arose from a combination of expenses associated with the new stores and above inflation increases affecting utility costs and business rates.

During the period six new stores were opened at Sunderland, Plymouth, Dumfries, Corby, Ipswich and Bolton adding 161,000 sq ft of net trading space bringing total net trading space to 1,782,000sq ft.

Cash generation continues to be strong with net cash inflow from operating activities of £14.1 million (2006 £21.9 million) giving cash balances at the balance sheet date of £17.8 million (2006 £15.7 million). During the period other loans totalling £2 million were repaid, funded by the group's surplus cash balances.

## **Strategy and Outlook**

After a period of rapid expansion over the past two financial years, this year the group will focus on trading in the existing stores and returning the group to previous levels of profitability before undertaking any future store expansion.

The group plans to restore 'like for like' sales growth and recover gross profit percentage through improved buying and better stock management.

In September 2007 the group will vacate its store in Blackburn, where the Town Centre is being redeveloped. The group will receive compensation of £3M.

## **Trends and factors affecting Performance**

The external environment remains challenging with retail high street footfall in decline, growth in internet shopping, non food value merchandising from supermarkets and in some mid market players. However the group's ability to offer discounted branded product across a wide product portfolio remains its key strength.

## **Risk**

### **Commercial risk**

The Directors view the key commercial risk to be the continuing pressure on consumer spend and competition in our sector of the retail market.

### **Operational risk**

Within the business the key operational risk is in assessing demand and ensuring our intake plans optimise sales whilst retaining flexibility. This area is constantly being reviewed and processes enhanced.

## **Directors' report**

*52 weeks ended 27 January 2007 (2006 52 weeks ended 28<sup>th</sup> January 2006) – continued*

Risk management, health and safety and potential employers liability are key parts of the monthly executive meeting agenda

### **Financial risk**

The group manages financial and treasury risk through active working capital and debt management. Monitoring of net debt, banking facilities, cash flow and banking covenants is undertaken at Board level.

### **Key Performance Indicators**

#### **Financial**

The following are some of the principal KPI's used to monitor the financial performance of the business

- LFL Sales
- LFL £ contribution
- Footfall
- Average transaction value
- Stock Cover
- Earning before interest tax and amortisation relative to plan
- Cash balances relative to plan
- Levels of net debt

#### **Non-Financial**

- Customer satisfaction
- Health and safety

### **Proposed dividend and transfer to reserves**

The loss for the period retained by the group is £1,998,000 (2006 profit £4,581,000) and this has been transferred to reserves. The Directors do not recommend payment of a dividend.

### **Directors and Directors' interests**

The Directors who held office during the period were as follows

J Barton

R Dickie

NW McCausland

GR Whiley

PJT Gilbert

(resigned 31 January 2007)

The Directors who held office at the end of the year had the following interests in the shares of the company, as recorded in the register of Directors' share and debenture interests

## Directors' report

*52 weeks ended 27 January 2007 (2006: 52 weeks ended 28<sup>th</sup> January 2006) – continued*

	<b>'A' Ordinary</b>		<b>'B' Ordinary</b>	
	<b>At start of period No.</b>	<b>At end of period No.</b>	<b>At start of period No.</b>	<b>At end of period No.</b>
J Barton	-	-	1,207	1,207
R Dickie	50,000	50,000	-	-
NW McCausland	10,000	10,000	-	-
GR Whiley	-	-	1,609	1,609
PJT Gilbert	12,500	12,500	-	-

According to the register of Directors' interests, no rights to subscribe for shares in or debentures of group companies were granted to any of the Directors or their immediate families

### Payment of Suppliers

The group does not follow any code or standard on payment practice

The group's policy concerning the payment of suppliers is either to agree terms of payment at the start of business with each supplier or to ensure that the supplier is made aware of the group's standard payment terms, and, in either case, to pay in accordance with its contractual or legal obligation, subject to confirmation of receipt of merchandise in good order. The number of days' purchases outstanding at 27 January 2007 was 62 days (2006: 37 days)

### Charitable and Political Donations

Charitable contributions made by the group in the period amounted to £2,073 (2006: £1,660). No political contributions were made during the period.

### Employment of disabled persons

The group seeks to ensure that disabled people, whether applying for or in employment, receive equal opportunities and are not discriminated against on the grounds of their disability.

The group's affairs are discussed with employees on a formalised and regular basis, through management and staff councils, and through annual staff meetings held in each store following the end of the trading period.

The health and safety of the group's employees, customers and members of the general public is a matter of primary concern. Accordingly it is the group's policy to manage its activities so as to avoid causing any unnecessary or unacceptable risk to the health of its employees and members of the public.

### Pension Fund

Full details of the group's defined benefit pension scheme are set out in Note 22 to the Financial Statements.

## Directors' report

*52 weeks ended 27 January 2007 (2006 52 weeks ended 28<sup>th</sup> January 2006) – continued*

Pension scheme funds are administered by Trustees and are independent of the group's finances  
There is no investment in the shares of the company

The defined benefit pension scheme was closed to new members with effect from 28 February 2002. A defined contribution stakeholder pension scheme was made available to all full-time and part-time employees of the group with effect from 1 February 2002.

### Post Balance Sheet Events

#### *Taxation*

Subsequent to the year end, it has been announced that the UK Corporation tax rate will decrease from 30% to 28% effective from 1 April 2008. This will reduce the deferred tax asset / liability in future periods.

### Disclosure of information to auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

### Auditors

In accordance with Section 384 of the Companies Act 1985, a resolution for the re-appointment of KPMG as auditors of the company is to be proposed at the forthcoming Annual General Meeting.

By order of the board

  
R Dickie  
Director

4/6/07

## **Statement of directors' responsibilities in respect of the Directors' Report and the financial statements**

The directors are responsible for preparing the Directors' 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

The group and parent company financial statements are required by law to give a true and fair view of the state of affairs of the group and the parent company and of the profit or loss for that period.

In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgments and estimates that are reasonable and prudent,
- state whether applicable 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 group and the parent company will continue in business.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the parent company and enable them to ensure that its financial statements comply with the Companies Act 1985. They have a general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the group and to prevent and detect fraud and other irregularities.





## KPMG LLP

8 Princes Parade  
Liverpool  
L3 1QH  
United Kingdom

### **Independent auditors' report to the members of TJ Hughes (Holdings) Company Limited**

We have audited the group and parent company financial statements (the "financial statements") of TJ Hughes (Holdings) Company Limited for the period ended 27 January 2007 which comprise [the Consolidated Profit and Loss Account, the Consolidated and Company Balance Sheets, the Consolidated Cash Flow Statement, the Consolidated Statement of Total Recognised Gains and Losses and the related notes. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### **Respective responsibilities of directors and auditors**

The directors' responsibilities for preparing the Directors' Report and the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 6.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

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 judgments made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's and 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.

**Independent auditors' report to the members of TJ Hughes (Holdings) Company Limited** *(continued)*

**Opinion**

In our opinion

- the financial statements give a true and fair view, in accordance with UK Generally Accepted Accounting Practice, of the state of the group's and the parent company's affairs as at 27 January 2007 and of the group's loss for the period 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

KPMG LLP

KPMG LLP  
Chartered Accountants  
Registered Auditor

4 June 2007

## Consolidated profit and loss account

*for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006)*

	Note	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
<b>Turnover</b>		<b>239,477</b>	<b>214,528</b>
Cost of sales		(151,466)	(129,409)
<b>Gross profit</b>		<b>88,011</b>	<b>85,119</b>
Distribution costs		(74,478)	(61,047)
Administration expenses		(13,435)	(13,340)
Operating profit before exceptional items		171	11,259
Operating exceptional items included within administrative expenses	3	(73)	(527)
<b>Operating profit</b>	2	<b>98</b>	<b>10,732</b>
Interest receivable and similar income	6	385	773
Interest payable and similar charges	7	(2,870)	(4,608)
Other finance income	8	192	75
<b>(Loss)/profit on ordinary activities before taxation</b>		<b>(2,195)</b>	<b>6,972</b>
Tax on profit on ordinary activities	9	197	(2,391)
<b>(Loss)/profit for the financial period</b>	19	<b>(1,998)</b>	<b>4,581</b>

The turnover and operating profit are derived from continuing operations

The notes on pages 14 to 35 form part of these financial statements

## Consolidated balance sheet at 27 January 2007

	Note	27 January 2007		28 January 2006	
		£000	£000	£000	£000
<b>Fixed assets</b>					
Intangible assets	10		8,565		9,073
Tangible assets	11		48,215		46,445
			<u>56,780</u>		<u>55,518</u>
<b>Current assets</b>					
Stock		29,562		26,495	
Debtors	13	6,333		5,946	
Cash at bank and in hand		17,754		15,683	
		<u>53,649</u>		<u>48,124</u>	
<b>Creditors</b> amounts falling due within one year	14	(50,549)		(40,372)	
<b>Net current assets</b>			<u>3,100</u>		<u>7,752</u>
<b>Total assets less current liabilities</b>			<u>59,880</u>		<u>63,270</u>
<b>Creditors</b> amounts falling due after more than one year	15		(50,586)		(51,719)
<b>Provisions for liabilities and charges</b>	17		(3,831)		(3,965)
<b>Net assets excluding pension assets/(liabilities)</b>			<u>5,463</u>		<u>7,586</u>
<b>Pension assets/(liabilities)</b>	22		825		310
<b>Net assets including pension assets/(liabilities)</b>			<u>6,288</u>		<u>7,896</u>
<b>Capital and reserves</b>					
Called up share capital	18		24		24
Share premium account	19		651		651
Profit and loss account	19		5,613		7,221
<b>Shareholders' funds</b>			<u>6,288</u>		<u>7,896</u>

These financial statements were approved by the board of directors on behalf by

and were signed on its

R Dickie

Director

4/6/07.

The notes on pages 14 to 35 form part of these financial statements

## Company balance sheet at 27 January 2007

	Note	27 January 2007		28 January 2006	
		£000	£000	£000	£000
<b>Fixed assets</b>					
Investments	12		702		702
<b>Current assets</b>					
Debtors	13	9,405		9,519	
Cash at bank and in hand		16		19	
		<u>9,421</u>		<u>9,538</u>	
<b>Creditors</b> amounts falling due within one year	14	(4)		(1)	
<b>Net current assets/(liabilities)</b>			<u>9,417</u>		<u>9,537</u>
<b>Total assets less current liabilities</b>			<u>10,119</u>		<u>10,239</u>
<b>Net assets</b>			<u>10,119</u>		<u>10,239</u>
<b>Capital and reserves</b>					
Called up share capital	18		24		24
Share premium account	19		651		651
Profit and loss account	19		9,444		9,564
<b>Shareholders' funds</b>			<u>10,119</u>		<u>10,239</u>

These financial statements were approved by the Board of Directors on

and were signed on its behalf by



R Dickie

Director

4/6/07

The notes on pages 14 to 35 form part of these financial statements

## Consolidated cash flow statement

*for the period ended 27 January 2007 (2006: 52 weeks ended 28 January 2006)*

	Note	Period ended 27 January 2007		Period ended 28 January 2006	
		£000	£000	£000	£000
<b>Net cash inflow from operating activities</b>	23		<b>14,105</b>		<b>21,891</b>
<b>Return on investments and servicing of finance</b>					
Interest paid		(1,960)		(1,246)	
Interest received		446		709	
		—	(1,514)	—	(537)
<b>Taxation</b>					
UK Corporation tax paid			(1,167)		(763)
<b>Capital expenditure</b>					
Purchase of tangible fixed assets		(7,353)		(10,223)	
		—	(7,353)	—	(10,223)
<b>Net cash inflow before financing</b>			<b>4,071</b>		<b>10,368</b>
<b>Financing</b>					
New loan		-		9,062	
Loan repayment		(2,000)		(24,199)	
Purchase of own shares		-		(157)	
		—	(2,000)	—	(15,294)
<b>Increase/(decrease) in cash and cash equivalents</b>	24		<b>2,071</b>		<b>(4,926)</b>

**Consolidated statement of total recognised gains and losses**  
*for the 52 weeks ended 27 January 2007 (2006. 52 weeks ended 28 January 2006)*

	2007	2006
	£000	£000
(Loss)/profit for the financial year	(1,998)	4,581
Actuarial gain recognised in the pension scheme	556	407
Deferred tax arising on gains in the pension scheme	(166)	(100)
Expenses of pension fund	-	(73)
	<hr/>	<hr/>
<b>Total recognised gains and losses relating to the financial year</b>	<b>(1,608)</b>	<b>4,815</b>
Prior year adjustment - adoption of FRS17	-	(862)
	<hr/>	<hr/>
<b>Total recognised gains and losses since the last annual report</b>	<b>(1,608)</b>	<b>3,953</b>
	<hr/>	<hr/>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006)*

### 1 Accounting policies

In these financial statements the following new standards have been adopted for the first time

#### FRS 20 "Share Based Payments"

The directors have considered the requirements of this accounting standard in relation to share options granted to employees and in relation to shares sold to directors and employees. The directors have assessed the fair value of any benefit using valuations of the business at the appropriate point in time and in accordance with the standard. Having considered this, the directors are of the opinion that no charges to the profit and loss account need to be made in respect of these share based transactions.

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the group's financial statements except as noted below.

#### Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards and under the historical cost accounting rules.

#### Basis of consolidation

The consolidated financial statements include the financial statements of the company and its subsidiary undertakings made up to 27 January 2007. The acquisition method of accounting has been adopted. Under this method, the results of subsidiary undertakings acquired in the year are included in the consolidated profit and loss account from the date of acquisition.

In the company's accounts, investments in subsidiary and associated undertakings are stated at cost. Dividends received and receivable are credited to the company's profit and loss account to the extent that they represent a realised profit for the company.

In accordance with Section 230(4) of the Companies Act 1985 TJ Hughes (Holdings) Company Limited is exempt from the requirement to present its own profit and loss account.

The result for the year dealt with in the financial statements of TJ Hughes (Holdings) Company Limited is disclosed in note 20 to these accounts.

#### Stocks

Stocks, representing goods for resale, are valued at the lower of cost and net realisable value.

#### Goodwill

Goodwill arising on acquisitions is capitalised and amortised on a straight line basis over the directors' estimate of its useful life which the directors consider to be 20 years.

#### Fixed assets and depreciation

Tangible fixed assets are included at cost, less accumulated depreciation. Depreciation is charged on a straight line basis over the following periods:

Leasehold improvements and fixed plant	- Over the remaining period of the lease
Fixtures, fittings and equipment	- 10% to 20% per annum
Finance leases	- Over the remaining period of the lease

#### Investments

Investments held as fixed assets are stated at cost, less any provision for impairment in value. Investments



## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) - continued*

### 1 Accounting policies (continued)

held as current assets are stated at the lower of cost and market value In the company's financial statements, investments in subsidiary undertakings are stated at cost less amounts written off

#### Leased assets

Assets acquired under finance leases are capitalised and the outstanding future lease obligations are shown in creditors

Operating lease rental charges are charged to the profit and loss account on a straight line basis over the life of the lease

#### Capital contributions

Capital contributions received in respect of new stores are credited to the profit and loss account in equal instalments over the period of the lease

Other incentives receivable towards the costs of fitting out new stores are credited to the profit and loss account in equal instalments over the period to the first rent review

#### Supplier discounts

Supplier discounts are credited against costs of sales with corresponding reduction made to the value of stock in respect of discounts receivable on individual stock lines

#### Pension costs

The group operates a pension scheme providing benefits based on final pensionable pay The assets of the scheme are held separately from those of the company

The group has adopted FRS 17 This standard replaces the use of the actuarial values for assessing pension costs in favour of a market-based approach In order to cope with the volatility inherent in this measurement basis, the standard requires that the profit and loss account shows the relatively stable ongoing service cost, the expected return on assets and the interest on the liabilities Differences between expected and actual returns on assets, and the impact on the liabilities of changes in the assumptions, are reflected in the statement of total recognised gains and losses

Application of FRS 17 requires the exercise of judgement in relation to various assumptions including future pay rises in excess of inflation, employee and pensioner demographics and the future expected returns on assets The group determines the assumptions to be adopted in discussion with its actuaries, and believes these assumptions to be in line with UK practice generally, but the application of different assumptions could have a significant effect on the amounts reflected in the profit and loss account and balance sheet in respect of post employment benefits A list of the major assumptions used by the group are set out in Note 22 It is not practical to give the impact of the effect of changes in these assumptions

The group also operates a defined contribution pension scheme The assets of the scheme are held separately from those of the group in an independently administered fund The amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period

#### Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 1 Accounting policies (continued)

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which have arisen but not reversed by the balance sheet date, except as otherwise required by FRS 19

#### Grants

Grants in respect of capital expenditure are recognised in the profit and loss account on a straight line basis over the expected useful life of the asset to which they relate. Grants in respect of revenue expenditure are recognised in the profit and loss account in the period in which they become receivable.

#### Employee share schemes

The company runs an unapproved share option scheme. All awards have performance criteria attached, none of which have been met and therefore no shares have vested with employees. Shares in the company are held by an Employee Benefit Trust. The trust acquires shares in the company with the benefit of loans advanced by the company. In accordance with UITF Abstract 38 these shares are accounted for as a deduction from shareholders' funds. In accordance with UITF Abstract 37 consideration paid or received for these shares is shown in the reconciliation of movements in shareholders' funds. No gain or loss is recognised in respect of these transactions. The Employee Benefit Trust grants options to employees at the restricted market value for a minority interest at the date of grant. The group does not operate SAYE schemes.

#### Dividends on shares presented within shareholders' funds

Dividends unpaid at the balance sheet date are only recognised as a liability at that date to the extent that they are appropriately authorised and are no longer at the discretion of the company. Unpaid dividends that do not meet these criteria are disclosed in the notes to the financial statements.

#### Significant estimates

FRS 18 requires disclosure of the bases of significant estimations in company accounts. The only significant estimate in these accounts is in relation to the provision for slow moving stock which is based on current and forecast realisable values.

#### Turnover

Turnover consists of the amounts receivable for goods and services supplied by the subsidiary companies, excluding value added tax. Turnover and profit on ordinary activities relate wholly to continuing retailing activities in the United Kingdom.

#### Group guarantee

The company has not adopted FRS 26 in relation to financial guarantee contracts which will apply for periods commencing on or after 1 January 2007.

Where the company enters into financial guarantee contracts to guarantee the indebtedness of other companies within its group, the company considers these to be insurance arrangements, and accounts for them as such. In this respect, the company treats the guarantee contract as a contingent liability until such time as it becomes probable that the company will be required to make a payment under the guarantee.

The company does not expect the amendments to have any impact on the financial statements for the period commencing 28 January 2007.

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued

### 2 Operating profit

Operating profit is stated after charging	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Bad debt provision	(132)	325
Auditors' remuneration		
- Audit	61	42
- Other services	-	-
Depreciation	5,793	5,046
Amortisation of goodwill (included in administration expenses)	508	508
Operating leases - plant and machinery	790	765
- land and buildings	15,927	12,575
Release of government grants	(7)	(7)
Landlords' contributions	(1,492)	(1,091)

### 3 Exceptional items

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
These consist of costs incurred in restructuring management		
Restructuring costs	73	527

The tax impact of these expenses is to decrease the tax charge by £22,000 (2006: £158,000)

### 4 Remuneration of directors

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
<b>Directors' emoluments:</b>		
Remuneration as executives	502	521
Pension contributions	10	4
Compensation for loss of office	-	151
Fees paid to third parties in respect of directors' services	53	53
	<u>565</u>	<u>729</u>

The emoluments, excluding pension contributions, of the highest paid director were £330,000 (2006: £330,000) and company pension contributions of £4,000 (2006: £3,000) were made to a money purchase scheme on his behalf. No directors (2006: none) are members of the company's defined benefit pension scheme.

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued*

### 5 Staff numbers and costs

The average number of persons employed by the group (including directors) during the period, analysed by category, was as follows

	Number of employees Period ended 27 January 2007	Number of employees Period ended 28 January 2006
Full time	975	974
Part time	3,048	2,504
	<u>4,023</u>	<u>3,478</u>
Total expressed in terms of full time equivalent employees	<u>2,016</u>	<u>1,725</u>

The aggregate payroll costs of these persons were as follows

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Wages and salaries	31,174	26,904
Social security costs	1,967	1,756
Other pension costs (see note 22)	548	599
	<u>33,689</u>	<u>29,259</u>

The company has no employees

### 6 Interest receivable and similar income

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Bank interest receivable	375	749
Other interest receivable	10	24
	<u>385</u>	<u>773</u>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 7 Interest payable and similar charges

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
On bank loans and overdrafts	2,149	1,920
Other interest payable on other loans	40	20
Other interest payable	681	2,668
	<u>2,870</u>	<u>4,608</u>

Included within interest on bank loans and overdrafts are finance costs of £228,000 (2006 £ 208,000) associated with the raising of acquisition finance. The finance costs have been allocated over the term of the loan to give a constant rate on the carrying amount of the debt in accordance with FRS 4. During the period £nil (2006 £24.2m) of other loans were repaid. The company has benefited from lower interest charged on the bank loans that were used in part to fund the repayment of the other loans.

### 8 Other finance income/(costs)

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Expected return on pension scheme assets	778	634
Interest on pension scheme liabilities	(586)	(559)
	<u>192</u>	<u>75</u>

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued

### 9 Taxation

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
<b>Current tax</b>		
UK corporation tax on profit for the period	-	1,583
Adjustment in respect of prior periods	(118)	-
<b>Deferred tax</b>		
Origination and reversal of timing differences	(95)	808
Adjustment in respect of prior periods	102	-
Credit in respect of pension charge	(86)	
<b>Tax (credit)/charge on profit on ordinary activities</b>	<u>(197)</u>	<u>2,391</u>

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

	Period ended 27 January 2007 Group £'000	Period ended 28 January 2006 as restated Group £'000
<b>Current tax reconciliation</b>		
(Loss)/Profit ordinary activities before taxation	(2,195)	6,972
(Loss)/Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 30% (2006 30%)	(659)	2,092
Effects of		
Expenses not deductible for tax purposes	180	570
Short term timing differences	(221)	(188)
Capital allowances in excess of depreciation	798	(620)
Non taxable income	(98)	(98)
Adjustment to tax charge in respect of previous periods	(118)	(165)
Effect of small company tax rate	-	(8)
<b>Current tax (credit)/charge for the period</b>	<u>(118)</u>	<u>1,583</u>

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued

### 10 Intangible fixed assets

Group	Goodwill £000
<i>Cost</i>	10,164
<i>Amortisation</i>	
At beginning of period	1,091
Charged in the period	508
At end of period	1,599
<i>Net book value</i>	
At end of period	8,565
At beginning of period	9,073

### 11 Tangible fixed assets

	Leasehold improvements and fixed plant	Fixtures, fittings and equipment	Finance leases	Total
Group	£000	£000	£000	£000
<i>Cost</i>				
At beginning of period	28,613	27,804	-	56,417
Additions	1,843	5,397	323	7,563
At end of period	30,456	33,201	323	63,980
<i>Depreciation</i>				
At beginning of period	2,886	7,086	-	9,972
Charge for period	1,800	3,988	5	5,793
At end of period	4,686	11,074	5	15,765
<i>Net book value</i>				
At end of period	25,770	22,127	318	48,215
At beginning of period	25,727	20,718	-	46,445

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued

### 12 Fixed asset investments

	Subsidiary undertakings £000
Cost and net book value	702
At beginning of period	-
<b>At end of period</b>	<b>702</b>

Subsidiary companies included in the consolidation are as follows

Company	Class of shares	Percentage of shares held by		Principal activity	Net assets £000	Net profit for period ended 27 January 2007 £000
		Group	Company			
Direct participating undertaking						
TJ Hughes (Investments) Limited	Ordinary	100	100	Holding company	1,040	(2,833)
Indirect participating undertaking						
TJ Hughes Limited	Ordinary	100	-	Discount department stores	34,473	1,392
TJ Hughes (Properties) Company Limited	Ordinary	100	-	Property leasing	214	69

The above subsidiary undertakings are registered in England and Wales

### 13 Debtors

	Group 2007 £000	Company 2007 £000	Group 2006 £000	Company 2006 £000
Trade debtors	1,883	-	1,455	-
Other debtors	4,388	29	4,491	54
Corporation tax	62	-	-	-
Amounts owed by subsidiary undertakings	-	9,376	-	9,465
	<b>6,333</b>	<b>9,405</b>	<b>5,946</b>	<b>9,519</b>



## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 14 Creditors: amounts falling due within one year

	Group 2007 £000	Company 2007 £000	Group 2006 £000	Company 2006 £000
Bank loans	1,794	-	1,773	-
Other loans	164	-	164	-
Obligations under finance leases	59	-	-	-
Trade creditors	30,524	-	21,416	-
Corporation tax	-	-	1,224	-
Other taxes and social security	5,123	(13)	5,016	-
Accruals and deferred income	12,885	17	10,779	1
	<u>50,549</u>	<u>4</u>	<u>40,372</u>	<u>1</u>

Bank loans are stated net of finance costs of £206,000 (2006 £227,000) These costs are being spread in accordance with FRS 4 over the term of the finance to which they relate

### 15 Creditors: amounts falling due after more than one year

	Group 2007 £000	Group 2006 £000
Bank loans	20,312	22,107
Other loans	5,813	5,132
Obligation under finance leases	233	-
Accruals and deferred income	24,228	24,480
	<u>50,586</u>	<u>51,719</u>

Bank loans and other loans are stated net of finance costs of 438,000 (2006 £643,000) and £290,000 (2006 £290,000) respectively These costs are being spread in accordance with FRS 4 over the term of the finance to which they relate

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

The maturity of obligations under finance leases is as follows

	Group 2007 £000	Group 2006 £000
Within one year	59	-
In the second to fifth years	233	-
	<hr/>	<hr/>
	292	-
	<hr/>	<hr/>

Included within accruals and deferred income is amounts of £18,127,000 (2006 £19,105,000) to be released to the profit and loss account in more than 5 years

### 16 Treasury Policy and Financial Instruments

The group's policy, approved by the Directors, is to manage its funding requirements and treasury risks without undertaking any speculative risks. The group's policy with regard to the maturity profile and interest rate risk of debt is that the majority of the group's financing should be provided by floating rate debt appropriately hedged. Debt should be fixed for a period if raised to finance expansion with the remainder being short term. Cash deposits are placed short term with the clearing bank where security and liquidity are the prime objectives. The group's policy is to take out future loans at variable interest rates.

Less than one per cent of the group's purchases are made in foreign currencies. Where necessary, to reduce any associated risk these transactions are covered, as commitments are made, by foreign exchange contracts. Such commitments generally do not extend further than two to three months beyond the balance sheet date. There were no material hedging gains or losses during the period.

- (a) The group does not trade in derivatives
- (b) Short term debtors and creditors have been excluded from all the following disclosures
- (c) Maturity of Financial Liabilities

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006. 52 weeks ended 28 January 2006) – continued

The maturity profile of the carrying amount of the group's financial liabilities, other than short-term creditors such as trade creditors and accruals, was as follows

	Group 27 January 2007 £000	Company 27 January 2007 £000	Group 28 January 2006 £000	Company 28 January 2006 £000
<b>Bank loans</b>				
In one year or less	1,794	-	1,773	-
In more than one year but not more than two	2,819	-	1,795	-
In more than two years but not more than five	17,493	-	20,312	-
<b>Other loans</b>				
In one year or less	164	-	164	-
In more than five years	5,813	-	5,132	-

### (d) Borrowing Facilities

The group had an undrawn committed £10 million (2006 £10 million) overdraft facility available at 27 January 2007 at a floating interest rate

### (e) Fair Values of Financial Assets and Liabilities

	Group 27 January 2007		Company 27 January 2007		Group 28 January 2006		Company 28 January 2006	
	Book Value £000	Fair Value £000	Book Value £000	Fair Value £000	Book Value £000	Fair Value £000	Book Value £000	Fair Value £000
Short term borrowings (due in less than one year)	1,958	1,958	-	-	1,937	1,937	-	-
Long term borrowings (due in more than one year)	26,125	26,125	-	-	27,239	27,239	-	-
Cash at bank and in hand	17,754	17,754	16	16	15,683	15,683	19	19

## 17 Provisions for liabilities and charges

	Group 27 January 2007 £000	Group 28 January 2006 £000
Deferred Taxation	3,831	3,965

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued

The movement in provisions is as follows

### Group

	Deferred taxation £000
At 28 January 2006	3,965
Charged to profit and loss account	(95)
Transferred from pension provision	(141)
Adjustment in respect of prior period	102
	<hr/>
At 27 January 2007	3,831
	<hr/>

### Deferred Taxation

Group	27 January 2007 £000	28 January 2006 £000
Accelerated capital allowances	4,086	4,385
Other short term timing differences	(255)	(420)
	<hr/>	<hr/>
Undiscounted provision for deferred tax	3,831	3,965
	<hr/>	<hr/>

## 18 Called up share capital

	27 January 2007 Number	£000	28 January 2006 Number	£000
<b>Authorised</b>				
'A' Ordinary shares of 10p each	150,000	15	150,000	15
'B' Ordinary shares of 1p each	860,101	9	860,101	9
	<hr/>	<hr/>	<hr/>	<hr/>
	1,010,101	24	1,010,101	24
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Allotted, called up and fully paid</b>				
'A' Ordinary shares of 10p each	150,000	15	150,000	15
'B' Ordinary shares of 1p each	850,000	9	850,000	9
	<hr/>	<hr/>	<hr/>	<hr/>
	1,000,000	24	1,000,000	24
	<hr/>	<hr/>	<hr/>	<hr/>

Sums distributed by the company shall be distributed amongst the 'A' Ordinary Shareholders and the 'B' Ordinary Shareholders in proportion to the number of such shares held by them respectively. On return of capital on liquidation or otherwise the surplus assets of the company remaining after payment of its liabilities shall be distributed amongst 'A' Ordinary Shareholders and 'B' Ordinary Shareholders in proportion to the numbers of such shares held by them respectively. Every 'A' Ordinary Shareholder and the 'B' ordinary Shareholder shall have one vote for every 'A' Ordinary Share and 'B' ordinary Share of which they are the holder.

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 19 Reserves

Group	Share premium £000	Profit & loss account £000
At beginning of period	651	7,221
Loss for the period	-	(1,998)
Net contribution to Employee Benefit Trust	-	-
Other recognised gains in the year	-	390
	<hr/>	<hr/>
<b>At end of period</b>	<b>651</b>	<b>5,613</b>
	<hr/>	<hr/>
Company	Share premium £000	Profit & loss account £000
At beginning of period	651	9,564
Loss for the period	-	(120)
Net contribution to Employee Benefit Trust	-	-
	<hr/>	<hr/>
<b>At end of period</b>	<b>651</b>	<b>9,444</b>
	<hr/>	<hr/>

### 20 Reconciliation of movement in shareholders' funds

	Period ended 27 January 2007		Period ended 28 January 2006	
	Group £000	Company £000	Group	Company £000
(Loss)/profit for the period	(1,998)	(120)	4,581	9,873
New share capital subscribed	-	-	-	-
Net contribution to Employee Benefit Trust	-	-	(157)	(157)
Other recognised gains in the year	390	-	234	-
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Net (deduction)/addition to shareholders' funds</b>	<b>(1,608)</b>	<b>(120)</b>	<b>4,658</b>	<b>9,716</b>
Opening shareholders' funds	7,896	10,239	3,238	523
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Closing shareholders' funds</b>	<b>6,288</b>	<b>10,119.</b>	<b>7,896</b>	<b>10,239</b>
	<hr/>	<hr/>	<hr/>	<hr/>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued*

### 21 Commitments

(i) The capital commitments are as follows

	27 January 2007 £'000	28 January 2006 £'000
<b>Group</b>		
Contracts for capital expenditure	110	3,926

(ii) Annual commitments under non-cancellable operating leases are as follows

	27 January 2007		28 January 2006	
	Land and Buildings	Other	Land and Buildings	Other
	£000	£000	£000	£000
<b>Group</b>				
Operating leases which expire				
Within one year	-	70	-	89
In the second to fifth years inclusive	-	724	-	681
Over five years	16,947	-	16,470	-
	<u>16,947</u>	<u>794</u>	<u>16,470</u>	<u>770</u>

### Company

There are no operating lease commitments in the company

The company is subject to a debenture given in favour of the Bank of Scotland to secure the group's revolving credit facility of £10 million (2006 £10 million) and guarantees totalling £22.75 million (2006 £24.75 million) in respect of term loans for TJ Hughes (Investments) Limited

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006: 52 weeks ended 28 January 2006) – continued*

### 22 Pension scheme

#### Group

#### Composition of the scheme

The group operates a defined benefit scheme in the UK. A full actuarial valuation was carried out at 30 September 2005 and has been updated to 27 January 2007 by a qualified independent actuary. The company paid contributions of £468,000 (and PPF levy of £3,000) during the year to 27 January 2007 and has agreed to pay contributions at the rate of £523,200 per annum with effect from 1 October 2006.

	At 27 January 2007	At 28 January 2006	At 29 January 2005
The major assumptions used by the actuary were			
Price inflation	3.1%	2.9%	2.9%
Pre 6 April 1997 pension increases	0.0%	0.0%	0.0%
Post 5 April 1997 pension increases accrued prior to 1 December 2006	3.1%	2.9%	2.9%
Post 30 November 2006 pension increases	2.3%	2.1%	-
Rate of increase for deferred pensions	3.1%	2.9%	2.9%
Salary increases	3.6%	3.4%	3.4%
Discount rate	5.2%	4.6%	5.2%

The assets in the schemes and the expected rate of return were

	Long term rate of return expected at 27 January 2007	Value at 27 January 2007  £'000	Long term rate of return expected at 28 January 2006	Value at 28 January 2006  £'000	Long term rate of return expected at 29 January 2005	Value at 29 January 2005  £'000
Equities	7.50%	9,075	6.80%	8,491	7.15%	6,258
Corporate bonds	5.20%	461	4.60%	331	5.20%	387
Government Bonds	4.90%	3,957	4.20%	3,972	4.65%	1,788
Cash	5.25%	321	4.50%	306	4.00%	576
		<hr/> 13,814 <hr/>		<hr/> 13,100 <hr/>		<hr/> 9,009 <hr/>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 22 Pension scheme (*continued*)

The following amounts at 27 January 2007, 28 January 2006 and 29 January 2005 were measured in accordance with the requirements of FRS17

	27 January 2007	28 January 2006	29 January 2005
	£000	£000	£000
Total market value of assets	13,814	13,100	9,009
Present value of Scheme liabilities	(12,635)	(12,657)	(10,542)
	<hr/>	<hr/>	<hr/>
Surplus/ (deficit) in the Scheme	1,179	443	(1,553)
Related deferred tax asset / (liability)	(354)	(133)	460
	<hr/>	<hr/>	<hr/>
Net pension asset / (liability)	825	310	(1,073)
	<hr/>	<hr/>	<hr/>



## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 22 Pension scheme (*continued*)

The following amounts have been recognised in the performance statements in the periods to 27 January 2007 and 28 January 2006 under the requirements of FRS 17

	27 January 2007	28 January 2006
	£'000	£'000
<b>Operating profit</b>	<b>483</b>	<b>551</b>
Current service cost	483	551
	<hr/>	<hr/>
Total operating charge	483	551
	<hr/>	<hr/>
<b>Other finance income</b>		
Interest on pension scheme liabilities	(586)	(559)
Expected return on pension scheme assets	778	634
	<hr/>	<hr/>
Net return	192	75
	<hr/>	<hr/>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 22 Pension scheme (continued)

	27 January 2007	28 January 2006
<b>Statement of total recognised gains and losses (STRGL)</b>	<b>£'000</b>	<b>£'000</b>
Actual return less expected return on pension scheme assets	(239)	1,561
Experience gains and losses arising on the scheme liabilities	(140)	344
Changes in assumptions underlying the present value of the scheme liabilities	935	(1,498)
	<hr/>	<hr/>
Actuarial gain/(loss) recognised in STRGL	556	407
	<hr/>	<hr/>
	27 January 2007	28 January 2006
<b>Movement in surplus/(deficit) during the period</b>	<b>£'000</b>	<b>£'000</b>
Surplus/(deficit) in scheme at beginning of the period	443	(1,533)
Movement in period		
Current service cost	(483)	(551)
Contributions	471	2,118
Finance income	192	75
Other outgoings (e.g. expenses etc)	-	(73)
Actuarial gain	556	407
	<hr/>	<hr/>
Surplus in scheme at end of the period	1,179	443
	<hr/>	<hr/>

As the scheme is closed, the current service cost will increase as the members of the scheme approach retirement

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 22 Pension scheme (continued)

	27 January 2007	28 January 2006	29 January 2005
	£'000	£'000	£'000
<b>History of experience gains and losses during the period</b>			
Difference between the expected and actual return on scheme assets Amount (£'000)	(239)	1,561	245
Percentage of scheme assets	1.7%	11.9%	2.7%
Experience gains and losses on the scheme liabilities Amount (£'000)	(140)	344	72
Percentage of present value of scheme liabilities	(1.1%)	2.7%	0.7%
Total amount recognised in STRGL Amount (£'000)	556	407	(1,367)
Percentage of present value of scheme liabilities	4.4%	3.2%	(15.1%)

The group also operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable by the group to the scheme and amounted to £48,000 (2006 £48,000). Contributions amounting to £12,000 (£13,000) were payable to the scheme and are included in creditors.

#### Company

The Company does not operate a pension scheme.

## Notes to the financial statements

for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued

### 23 Reconciliation of operating profit to net cash inflow from operating activities

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Operating profit	98	10,732
Depreciation	5,793	5,046
Amortisation charge	508	508
(Increase) in stocks	(3,068)	(4,518)
(Increase) in debtors	(325)	(1,917)
Increase in creditors	11,099	12,040
	<hr/>	<hr/>
Net cash inflow from operating activities	14,105	21,891
	<hr/>	<hr/>

### 24 Reconciliation of net cash flow to movement in net debt

	Period ended 27 January 2007 £000	Period ended 28 January 2006 £000
Increase/(decrease) in cash in the period	2,071	(4,926)
Cash outflow from acquisition	-	-
Net repayment of capital	2,000	15,136
Capitalised loan interest	(681)	(1,177)
Amortisation of FRS 4 costs	(226)	(1,699)
	<hr/>	<hr/>
Movement in net debt for the period	3,164	7,334
	<hr/>	<hr/>

### 25 Analysis of net debt

	At start of the period £000	FRS 4 amortisation £000	Capitalised loan interest £000	Cash flow £000	At the end of the period £000
Cash at bank and in hand	15,683	-	-	2,071	17,754
Debt due within one year	(1,937)	(21)	-	-	(1,958)
Debt due after one year	(27,239)	(205)	(681)	2,000	(26,125)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total	(13,493)	(226)	(681)	4,071	(10,329)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

## Notes to the financial statements

*for the 52 weeks ended 27 January 2007 (2006 52 weeks ended 28 January 2006) – continued*

### 26 Related party transactions

PPM Capital Limited ("PPMC") is a fund management company that manages investments on behalf of its clients. PPMC provides the company with non-executive management services. PPMC receives fees for the provision of non-executive directors and investment monitoring on behalf of its clients. Of these fees £53,000 (2006 £53,000) is due to PPMC at 27 January 2007 in respect of the services of non-executive directors and £53,000 (2006 £52,000) was paid to PPMC in respect of investment monitoring fees.

PPMC's clients subscribed for loan notes of £22.75 million issued by TJ Hughes (Investments) Company Limited (a wholly owned subsidiary) on 14 November 2003. A further £0.7 million (2006 £1.70 million) of interest accrued during the period. During the previous period a total of £22.2 million was repaid to PPMC's clients representing loan note principal of £17.5 million and accrued interest of £4.7 million. At 27 January 2007 the total balance outstanding in respect of the loan notes was £6.27 million (2006 £5.59 million).

### 27 Employee Share Scheme

At the balance sheet date 24,000 shares were held by the Employee Benefit Trust which had not yet vested unconditionally with employees (2006 24,000). Shareholders' funds have been reduced by £175,000 (2006 £175,000) in respect of the purchase of these shares.

### 28 Post Balance Sheet Events

#### *Taxation*

Subsequent to the year end, it has been announced that the UK Corporation tax rate will decrease from 30% to 28% effective from 1 April 2008. This will reduce the deferred tax asset / liability in future periods.