Report of the Members and

Financial Statements

for the Year Ended 28 February 2019

<u>for</u>

Haine & Smith Partnership LLP



Contents of the Financial Statements for the Year Ended 28 February 2019

	Page
General Information	1
Report of the Members	2
Report of the Independent Auditors	4
Income Statement	6
Balance Sheet	7
Notes to the Financial Statements	8

Haine & Smith Partnership LLP

General Information for the Year Ended 28 February 2019

DESIGNATED MEMBERS:

M J S Saunders

Mrs A L Davey

REGISTERED OFFICE:

Unit 7 & 8

Salisbury Road Business Park

Pewsey Wiltshire SN9 5PZ

REGISTERED NUMBER:

OC343092 (England and Wales)

AUDITORS:

MHA Monahans Statutory Auditors 38-42 Newport Street

Swindon Wiltshire SN1 3DR

Report of the Members for the Year Ended 28 February 2019

The members present their report with the financial statements of the LLP for the year ended 28 February 2019.

PRINCIPAL ACTIVITY

The principal activity of the LLP in the year under review was that of opticians.

REVIEW OF BUSINESS

The results for the year and financial position of the LLP are as shown in the annexed financial statements.

Overall turnover levels and gross profit margins have been maintained despite challenging trading conditions. This has been made possible through focusing on the strengths of the business.

DESIGNATED MEMBERS

The designated members during the year under review were:

Mrs S C Haine - resigned 1 March 2019 B J Smith - resigned 1 March 2019

M J S Saunders was appointed as a designated member after 28 February 2019 but before the date of this report. Mrs A L Davey was appointed as a designated member after 28 February 2019 but before the date of this report.

RESULTS FOR THE YEAR AND ALLOCATION TO MEMBERS

The profit for the year before members' remuneration and profit shares was £580,620 (2018 - £834,528).

MEMBERS' INTERESTS

A level of monthly drawings is set at the start of each financial year and further adjustments are made once the results for the year and allocations of profit are finalised. Profit share is based on residual profit after member's salaries in accordance with the profit share agreement.

The level of members capital is determined at admission to the partnership and from time to time by the designated members. Members are required to contribute to the LLP's capital in accordance with their profit share percentage. The amount is repayable in stages upon retirement.

Where members drawings impede the working capital requirements of the LLP, the working capital requirements take precedence and the drawings are not permitted.

STATEMENT OF MEMBERS' RESPONSIBILITIES

The members are responsible for preparing the Report of the Members and the financial statements in accordance with applicable law and regulations.

Legislation applicable to limited liability partnerships requires the members to prepare financial statements for each financial year. Under that law the members have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under legislation applicable to limited liability partnerships the members must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the LLP and of the profit or loss of the LLP for that period. In preparing these financial statements, the members are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

The members are responsible for keeping adequate accounting records that are sufficient to show and explain the LLP's transactions and disclose with reasonable accuracy at any time the financial position of the LLP and enable them to ensure that the financial statements comply with the Companies Act 2006 as applied to LLPs by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008. They are also responsible for safeguarding the assets of the LLP and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the members are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the LLP's auditors are unaware, and each member has taken all the steps that he or she ought to have taken as a member in order to make himself or herself aware of any relevant audit information and to establish that the LLP's auditors are aware of that information.

Report of the Members for the Year Ended 28 February 2019

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The auditors, MHA Monahans, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE MEMBERS:

Dave	•
Mrs A L Davey - D	esignated member
Date: 21.11.10	1

Report of the Independent Auditors to the Members of Haine & Smith Partnership LLP

Opinion

We have audited the financial statements of Haine & Smith Partnership LLP (the 'LLP') for the year ended 28 February 2019 which comprise the Income Statement, Balance Sheet and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the LLP's affairs as at 28 February 2019 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006 as applied to LLPs by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the LLP in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the members' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the members have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the LLP's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The members are responsible for the other information. The other information comprises the information in the Report of the Members, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit; or
- the members were not entitled to prepare the financial statements in accordance with the small LLPs regime.

Responsibilities of members

As explained more fully in the Statement of Members' Responsibilities set out on page two, the members are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the members determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the members are responsible for assessing the LLP's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the members either intend to liquidate the LLP or to cease operations, or have no realistic alternative but to do so.

Report of the Independent Auditors to the Members of Haine & Smith Partnership LLP

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

Use of our report

This report is made solely to the LLP's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 as applied to LLPs by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008. Our audit work has been undertaken so that we might state to the LLP's members those matters we are required to state to them in a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the LLP and the LLP's members as a body, for our audit work, for this report, or for the opinions we have formed.

David Black (Senior Statutory Auditor) for and on behalf of MHA Monahans

Statutory Auditors 38-42 Newport Street Swindon

Swindon Wiltshire SN1 3DR

Date: 27 Novemon 7019

Income Statement for the Year Ended 28 February 2019

٨	Notes	2019 £	2018 £
TURNOVER		7,745,048	7,441,436
Cost of sales		2,368,989	2,215,983
GROSS PROFIT		5,376,059	5,225,453
Administrative expenses		4,853,939	4,449,748
		522,120	775,705
Other operating income		55,021	57,133
OPERATING PROFIT		577,141	832,838
Interest receivable and similar income		3,479	1,690
PROFIT FOR THE FINANCIAL YEAR BEFORE MEMBERS' REMUNERATION AND PROFIT SHARES	D	580,620	<u>834,528</u>
PROFIT FOR THE FINANCIAL YEAR BEFORE MEMBERS' REMUNERATION AND PROFIT SHARES	D	580,620	834,528
Members' remuneration charged as an expense	5	(580,620)	(834,528)
PROFIT FOR THE FINANCIAL YEAR AVAILABLE FOR DISCRETIONARY DIVISION AMONG MEMBERS		-	-

Balance Sheet 28 February 2019

		2019)	2018	
	Notes	£	£	£	£
FIXED ASSETS	e		138,323		159,293
Intangible assets Tangible assets	6 7		2,199,377		2,184,895
rangisis assets	•				
			2,337,700		2,344,188
CURRENT ASSETS					
Stocks		185,560		180,807	
Debtors	8	819,598		587,370	
Cash at bank and in hand		340,483		499,318	
		1,345,641		1,267,495	
CREDITORS		1,545,041		1,207,493	
Amounts falling due within one year	9	888,094		783,380	
NET CURRENT ACCETO			457.547		404.445
NET CURRENT ASSETS			457,547		484,115
TOTAL ASSETS LESS CURRENT					
LIABILITIES			2,795,247		2,828,303
CREDITORS					
Amounts falling due after more than one					
year	10		-		15,000
NET ASSETS ATTRIBUTABLE TO MEMBERS			2,795,247		2,813,303
MEMBERS					======
LOANS AND OTHER DEBTS DUE TO	4.4		4 400 700		4 400 000
MEMBERS	11		1,102,780		1,120,836
MEMBERS' OTHER INTERESTS					
Capital accounts			1,692,467		1,692,467
			2,795,247		2,813,303
					=======================================
TOTAL MEMBERS' INTERESTS	4.4		4 400 700		1 120 026
Loans and other debts due to members Members' other interests	11		1,102,780 1,692,467		1,120,836 1,692,467
Amounts due from members	8		(521,602)		(333,440)
and and it is in institution	•				
			2,273,645		2,479,863

The financial statements have been prepared in accordance with the provisions applicable to LLPs subject to the small LLPs regime.

The financial statements were approved by the members of the LLP on _________ and were signed by:

Mrs A L Davey - Designated member

M J S Saunders - Designated member

Notes to the Financial Statements for the Year Ended 28 February 2019

1. ENTITY INFORMATION

Haine & Smith Partnership LLP is a Limited Liability Partnership, its country of incorporation is England and the address of its registered office is Unit 7 & 8, Salisbury Road Business Park, Pewsey, Wiltshire, SN9 5PZ.

The principal activity of the LLP in the year under review was that of opticians.

The presentation currency of the financial statements is the Pound Sterling (£).

2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" including the provisions of Section 1A "Small Entities" and the requirements of the Statement of Recommended Practice, Accounting by Limited Liability Partnerships.

3. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements have been prepared under the historical cost convention on a going concern basis.

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

Significant judgements and estimates

Preparation of the financial statements requires management to make significant judgements and estimates. the items in the financial statements where these judgements and estimates have been made include:

(i) <u>Useful economic life of tangible fixed assets</u>

The annual depreciation charge for tangible fixed assets is sensitive to changes in the estimated useful economic lives and residual values of the assets. The useful economic lives and residual values are re-assessed annually. They are amended when necessary to reflect current estimates, based on technological advancement, future investments, economic utilisation and the physical condition of the assets.

(ii) Stock provisioning

Goods sold are subject to changing customer demands and market trends. As a result it is necessary to consider the recoverability of the cost of stock held and whether a provision is required. When calculating the stock provision, management considers the nature and condition of the stock, as well as applying assumptions around anticipated saleability of stock.

Turnover

Turnover is measured at the fair value of the consideration receivable, net of discounts and value added taxes. Turnover includes revenue earned from the sale of goods and from the rendering of services, namely the sale of sight and hearing tests, glasses, contact lenses and accessories.

Turnover is recognised when the significant risks and rewards of ownership of the goods and services have transferred to the buyer.

Goodwill

Goodwill relates to the acquisition of a business and is measured at cost less accumulated amortisation and any accumulated impairment losses.

Amortisation is charged so as to allocate the cost of goodwill less residual value over its estimated useful life, using the straight-line method. Goodwill is amortised over 10 years.

If there is an indication that there has been a significant change in amortisation rate or residual value of an asset, the amortisation of that asset is revised prospectively to reflect the new expectations.

If the net fair value of the identifiable assets and liabilities acquired exceeds the cost of a business combination, the excess up to the fair value of non-monetary assets acquired is recognised in profit or loss in the periods in which the non-monetary assets are recovered. Any excess exceeding the fair value of non-monetary assets acquired is recognised in the income statement in the periods expected to be benefitted.

Notes to the Financial Statements - continued for the Year Ended 28 February 2019

3. ACCOUNTING POLICIES - continued

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets, other than freehold land, over their expected useful lives, using the straight-line method. The rate applicable are:

Short leasehold Fixtures and fittings

Motor vehicles

15% on straight line basis10-25% on straight line basis20% on reducing balance basis

Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Stocks are recognised as an expense in the period in which the related revenue is recognised.

Cost includes the purchase price, including all costs directly attributable to bringing the stock to its present location and condition.

At the end of each reporting period stocks are assessed for impairment. If an item of stock is impaired, the identified stock is reduced to its selling price less costs to complete and sell and an impairment is recognised in the profit and loss account. Where a reversal of the impairment is recognised the impairment charge is reversed, up to the original impairment loss, and is recognised as a credit in the profit and loss account.

In some cases the LLP has access to consignment stock. Where the nature of this arrangement transfers the risks and rewards to the LLP, which in substance gives the LLP control over the stock during the consignment period and liabilities in respect of holding costs, the LLP recognises this stock in the balance sheet together with an equivalent liability.

Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership of the leased asset to the LLP. All other leases are classified as operating leases.

Asset held under finance leases are recognised initially at the fair value of the leased asset (or, if lower, the present value of the minimum lease payments) at the inception of the lease. The corresponding liability to the lessor is included in the balance sheet as finance lease obligation. Lease payments are apportioned between finance charges and reduction of the lease obligation using the effective interest method so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are deducted in measuring profit or loss. Assets held under finance leases are included in tangible fixed assets and depreciated and assessed for impairment losses in the same way as owned assets.

Rentals payable under operating leases are charged to the profit or loss on a straight-line basis over the lease term.

The aggregate benefit of lease incentives are recognised as a reduction to the expense recognised over the lease term on a straight line basis.

Page 9 continued...

Notes to the Financial Statements - continued for the Year Ended 28 February 2019

3. ACCOUNTING POLICIES - continued

Employee benefits

The LLP provides a range of benefits to employees, including paid holiday arrangements and defined contribution pension plans.

Short term benefits

Short term benefits, including holiday pay and other similar non-monetary benefits, are recognised as an expense in the period in which the service is received.

Defined contribution pension plans

The LLP operates a defined contribution pension plan for its employees. A defined contribution plan is a pension plan under which the LLP pays fixed contributions into a separate entity. Once the contributions have been paid the LLP has no further payment obligations. The obligations are recognised as an expense when they are due. Amounts not paid are shown in creditors in the balance sheet. The assets of the plan are held separately from the LLP in independently administered funds.

Annual bonus plan

The LLP operates an annual bonus plan for employees. An expense is recognised in the profit and loss account when the LLP has a legal or constructive obligation to make payments under the plan as a result of past events and a reliable estimate of the obligation can be made.

Impairment of assets

At each reporting date fixed assets are reviewed to determine whether there is an indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with its carrying amount. If the estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in the income statement.

If an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in the income statement.

Members' drawings and the subscription and repayment of members' capital

In accordance with the LLP agreement there are two classes of capital namely:

- Property Capital which carries the right to receive property capital profits or losses (in the proportions of Property Capital contributed) by way of prior charges to the exclusion of any other Partners who do not hold Property Capital; and
- Equity Capital

HS Optical Limited alone holds Property Capital and is referred to the the 'Property Capital Partner'.

The property capital profits and capital losses and liabilities for each accounting period belong to the Property Capital Partner in priority to all other profits of the LLP.

All other profits and losses of an income nature for each accounting period belong to the LLP and are payable by the LLP to the Partners or by the Partners to the LLP (as the case may be):-

- firstly in payment to the Partners of their salary entitlement for the period concerned; and secondly in relation to any balance of trading profits in the proportions as determined by each individual.
- Partner's percentage share of trading profit and equity capital as established in the LLP agreement.

Drawings are treated as payments on account of profit allocation and are only repayable to the LLP in so far as there are insufficient profits to allocate against such drawings. Any drawings in excess of total profits allocated would be included within 'amounts due from members' within debtors.

The capital requirements of the partnership are determined by the members and are reviewed regularly. Each member is required to subscribe a proportion of this capital. Interest is paid on the outstanding capital amount. On leaving the partnership, a member's capital is repaid within a timescale set by the other members.

Page 10 continued...

Notes to the Financial Statements - continued for the Year Ended 28 February 2019

3. ACCOUNTING POLICIES - continued

Provisions

Provisions are recognised when the LLP has a present obligation (legal or constructive) as a result of a past event, it is probable that the LLP will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation.

Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value using a pre-tax discount rate. The unwinding of the discount is recognised as a finance cost in the income statement in the period it arises.

The LLP recognises a provision for annual leave accrued by employees as a result of services rendered in the current period, and which employees are entitled to carry forward and use within the next 12 months. The provision is measured at the salary cost payable for the period of absence.

4. EMPLOYEE INFORMATION

The average number of employees during the year was 150 (2018 - 144).

5.	INFORMATION IN RELATION TO MEMBERS	2010	2019
		2019 £	2018 · £
	Members' remuneration charged as an expense Partners' salaries Automatic division of (loss)/profit	645,107 (64,487)	628,608 205,920
	Total remuneration	580,620	834,528
6.	INTANGIBLE FIXED ASSETS		Goodwill £
	COST At 1 March 2018 and 28 February 2019		209,703
	AMORTISATION At 1 March 2018 Charge for year		50,410 20,970
	At 28 February 2019		71,380
	NET BOOK VALUE At 28 February 2019		138,323
	At 28 February 2018		159,293

Notes to the Financial Statements - continued for the Year Ended 28 February 2019

7. TANGIBLE FIXED ASSETS

7.	TANGIBLE FIXED ASSETS			· ·		
		Freehold property £	Short leasehold £	Fixtures and fittings £	Motor vehicles £	Totals £
	COST At 1 March 2018 Additions Disposals	1,692,457 - -	797,477 24,205 (100,245)	1,528,274 89,278 (22,087)	240,912 30,180 (32,987)	4,259,120 143,663 (155,319)
	At 28 February 2019	1,692,457	721,437	1,595,465	238,105	4,247,464
	DEPRECIATION At 1 March 2018 Charge for year Eliminated on disposal		726,867 21,220 (100,245)	1,215,546 82,280 (22,087)	131,812 25,474 (32,780)	2,074,225 128,974 (155,112)
	At 28 February 2019		647,842	1,275,739	124,506	2,048,087
	NET BOOK VALUE At 28 February 2019	1,692,457	73,595	319,726	113,599	2,199,377
	At 28 February 2018	1,692,457	70,610	312,728	109,100	2,184,895
8.	DEBTORS				2019 £	2018 £
	Amounts falling due within one y Trade debtors Amounts due from members Other debtors	year:			130,349 521,602 151,512	109,821 333,440 133,578
	· .				803,463	576,839
	Amounts falling due after more of Other debtors	than one year:	·	·	16,135 ———	10,531
	Aggregate amounts				819,598	587,370
9.	CREDITORS: AMOUNTS FAL	LING DUE WITH	IN ONE YEAR		2019	2018
	Trade creditors Social security and other taxes Other creditors				£ 575,911 52,635 259,548	£ 503,884 49,753 229,743
					888,094	783,380
10.	CREDITORS: AMOUNTS FAL	LING DUE AFTE	R MORE THAN	ONE YEAR	2019	2018
	Other creditors				£	£ 15,000

11. LOANS AND OTHER DEBTS DUE TO MEMBERS

In the event of winding up, loans and other debts due to members and members' other interests rank subordinate to other unsecured creditors.

Notes to the Financial Statements - continued for the Year Ended 28 February 2019

12. OTHER FINANCIAL COMMITMENTS

At the balance sheet date, the LLP had commitments under non-cancellable operating leases falling due on the following timescale:

	2019	2018
,	£	£
Within one year	262,380	262,380
Between one and five years	705,121	903,500
In more than five years	161,750	225,750
· · · · · · · · · · · · · · · · · · ·	1,129,251	1,391,630
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13. RELATED PARTY DISCLOSURES

During the financial year there were no transactions with related parties.