WRIGHT HEALTH GROUP LIMITED REPORT AND ACCOUNTS

Year to 31 December 1997





DIRECTORS

D F Anderson, Chairman

Managing Director I L Matheson, H L Findlay, Finance Director

Managing Director, South Africa Non Executive D J Millner,

S S Clarke, B B Dick, Non Executive

SECRETARY

H L Findlay

BANKERS

Clydesdale Bank Plc

AUDITORS

Bird Simpson & Co, CA

REGISTERED OFFICE

Dunsinane Avenue Kingsway West, Dundee

FINANCIAL CALENDAR

1st January Interim Dividend 1st July Final Dividend

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WRIGHT HEALTH GROUP LIMITED DIRECTORS' REPORT

The Directors submit their report and financial statements for the year ended 31 December 1997.

REVIEW OF THE BUSINESS

The Group's results are as contained in the Profit and Loss Account and Balance Sheet.

RESULTS AND DIVIDENDS	£000	1997 £000	€000		<u>1996</u> £000	
Turnover: Continuing Operations		21,338		19	679	
Group Profit before Taxation Taxation		1,431 455			792 214	
Group Profit after Taxation Minority Interest		976 64		_	578 75	
		912			503	
Interim Dividend Paid 63p (1997 - 63p)	209		209			
Final Dividend Recommended 134.2p (1997 - Second Interim 134.2p)	446	655	446	_	655	
Retained Profit / (Loss) for year		257		(_	152)

ACTIVITIES

The Group operates in the UK and South Africa and its principal activity continues to be the manufacture, import and purchase from other manufacturers of dental equipment and materials of all kinds and the distribution of these products both wholesale and retail in the UK, South Africa and other overseas markets.

FIXED ASSETS

Changes in fixed assets during the year are summarised in note 11 of the Notes to the Financial Statements.

WRIGHT HEALTH GROUP LIMITED DIRECTORS' REPORT (cont'd)

DIRECTORS AND THEIR INTERESTS

The Directors listed on page 1 served throughout the year.

 $\mbox{Dr\ I}$ L Matheson and Mr B B Dick retire by rotation and, being eligible, offer themselves for re-election.

No director has a service contract with the company.

No director has an interest in the share capital of the company. Mr B.B. Dick is a director of Noble Grossart Investments Limited which owns 132,269 Ordinary Shares of £1 representing 39.84% of the issued ordinary share capital. Mr S.S. Clarke represents the interests of Royal Bank Development Limited which owns 130,245 ordinary shares of £1 representing 39.23% of the issued ordinary share capital.

During the year no director had an interest in any contract with the company or any of its subsidiaries.

The company maintains liability insurance covering the directors and officers of the company.

CHARITABLE CONTRIBUTIONS

During the year the Group made various charitable contributions totalling £2,000 (1996 - £25,000). Political contributions amounted to Nil (1996 - Nil).

AUDITORS

Bird Simpson & Co, Chartered Accountants, have intimated their willingness to continue in office.

BY ORDER OF THE BOARD

H L Findlay, Secretary

6 May 1998

WRIGHT HEALTH GROUP LIMITED AND SUBSIDIARIES Year Ended 31 December 1997

STATEMENT OF DIRECTORS RESPONSIBILITIES

For the preparation of the Financial Statements

The Directors are obliged under Company Law to prepare financial statements for each financial year and to present them annually to the Group's members in Annual General Meeting.

The financial statements, the form and content of which are prescribed by the Companies Act 1985, must give a true and fair view of the state of affairs of the Company and the Group at the end of the financial year and of the result for that period, and they must comply with applicable accounting standards.

The Directors are also responsible for the adoption of suitable accounting policies and their consistent use in the financial statements and supported where necessary by reasonable and prudent judgements.

The Directors confirm that the above requirements have been complied with in the financial statements.

In addition, the Directors are responsible for maintaining adequate accounting records and sufficient internal controls to safeguard the assets of the Group and to prevent and detect fraud or any other irregularities.

AUDITORS' REPORT TO THE MEMBERS OF WRIGHT HEALTH GROUP LIMITED & SUBSIDIARIES

We have audited the financial statements on pages 6 to 20 which have been prepared under the historical cost convention and the accounting policies set out on pages 10 and 11.

Respective responsibilities of Directors and Auditors

As described on page 4 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 both the Company's and the Group's circumstances, consistently applied and adequately disclosed.

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

Opinion

In our opinion the financial statements give a true and fair view of the state of the Company and the Group's affairs as at 31 December 1997 and of its results for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

BIRD SIMPSON & CO Chartered Accountants and Registered Auditor

Bullyn

Dundee, 6 May 1998

WRIGHT HEALTH GROUP LIMITED AND SUBSIDIARIES GROUP PROFIT AND LOSS ACCOUNT For the Year ended 31 December 1997

	<u>Notes</u>	£000	<u>1997</u> £000	£000	<u>1996</u> £000
TURNOVER	3		21,338		19,679
Cost of Sales			12,783		11,703
Gross Profit			8,555		7,976
Distribution Costs Administrative Expenses		4,642 2,419		4,516 2,594	
			7,061		7,110 ——
OPERATING PROFIT	4		1,494		866
Interest Receivable Interest Payable	5 6	176 (239)		152 (226)	(74)
			(63) ——		
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			1,431		792
Taxation on Profit on Ordinary Activities	8		455 ——		214
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION			976		578
Minority Interests - Equity			64 ——		75
PROFIT ATTRIBUTABLE TO MEMBERS OF THE PARENT COMPANY	9		912		503
DIVIDENDS PAID AND PROPOSED	10		655		655
RETAINED PROFIT / (LOSS) FOR YEAR			257		(152)

The turnover and reported results are in respect of continuing operations.

A statement of total recognised gains and losses is given in Note 23 on Page 18.

The notes on pages 10 to 20 form part of these financial statements.

WRIGHT HEALTH GROUP LIMITED AND SUBSIDIARIES GROUP BALANCE SHEET At 31 December 1997

!	Note <u>s</u>	£000	<u>1997</u> £000	£000	<u>1996</u> £000
FIXED ASSETS Tangible Assets	11		1,305		1,408
CURRENT ASSETS Stocks Debtors Cash at Bank and in Hand Deferred Asset	13 14 15	5,755 4,672 360 193		5,530 4,397 111 164	
CREDITORS : Amounts falling due within one year	16	10,980		10,202 5,727	
NET CURRENT ASSETS			4,659		4,475
TOTAL ASSETS LESS CURRENT LIABI	LITIES		5,964		5,883
CREDITORS : Amounts falling due after more than one year	17		71		133
MINORITY INTEREST			5,893 395		5,750 374
			5,498		5,376
CAPITAL AND RESERVES					
Equity Shareholders' Funds: Called Up Share Capital Reserves Profit & Loss Account	21 22 22		332 303 4,863		332 308 4,736
			5,498		5,376

Director Director

The notes on pages 10 to 20 form part of these financial statements

WRIGHT HEALTH GROUP LIMITED BALANCE SHEET At 31 December 1997

	<u>Notes</u>	€000	<u>1997</u> £000	£000	<u>1996</u> £000
FIXED ASSETS Tangible Assets	11		1,118		1,179
INVESTMENTS Investments in Subsidiaries	12		1,214		2,393
CURRENT ASSETS Stocks Debtors Cash at Bank and in Hand Deferred Asset	13 14 15	3,537 2,824 329 193		3,374 2,508 107 164 6,153	
CREDITORS Amounts falling due within one Year	16	4,056		3,378	
NET CURRENT ASSETS			2,827		2,775
TOTAL ASSETS LESS CURRENT LIA	BILITIES		5,159		5,168 ———
CAPITAL AND RESERVES					
Equity Shareholders: Funds: Called up Share Capital Other Reserves Profit and Loss Account	21 22 22		332 18 4,809		332 23 4,813
			5,159		5,168

Director

The notes on pages 10 to 20 form part of these financial statements.

WRIGHT HEALTH GROUP LIMITED AND SUBSIDIARIES GROUP STATEMENT OF CASH FLOWS For the Year ended 31 December 1997

	<u>Notes</u>	<u>1997</u> £000	<u>1996</u> £000
NET CASH INFLOW FROM OPERATING ACTIVITIES	1	1,092	964
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE			
Interest Received Interest Paid Dividends Paid		176 (239 (446	152 (226) (655)
NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		(509	729)
TAXATION			
Corporation Tax Overseas Tax Paid		(171) (186)	(206)
TAX PAID		(357)	(512)
INVESTING ACTIVITIES			
Payments to Acquire Tangible Fixed Assets Receipts from Sales of Tangible Fixed Assets Goodwill on Acquisition		(221) 78 (104)	(390) 404 —
NET CASH INFLOW / (OUTFLOW) FROM INVESTING ACTIVE	TIES	(247)	14
NET CASH INFLOW / (OUTFLOW) BEFORE FINANCING		(21)	(263)
FINANCING			
Repayment of Loans Obligations under Hire Purchase Contracts		53	250 71
NET CASH (INFLOW) / OUTFLOW FROM FINANCING	2	53	321
INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS	3	(74)	(584)
		(21)	(263)

The notes to the Cash Flow Statement are on page 20

ACCOUNTING POLICIES

Accounting Convention

The financial statements have been prepared under the historical cost convention modified to include the revaluation of certain assets.

Basis of Consolidation

The group financial statements consolidate the financial statements of Wright Health Group Limited and its subsidiaries made up to 31 December each year. No profit and loss account is presented for Wright Health Group Limited as provided by s. 228(7) of the Companies Act 1985.

Depreciation

Depreciation is provided on all tangible fixed assets at the following rates which are calculated to write off the cost of the assets over their expected useful lives:-

Freehold properties - straight line over 50 years

Short Leasehold properties - straight line over the period of the lease

Plant, Equipment and - at varying rates between 2 and 10 years

Motor Vehicles straight line or between 15% and 50% reducing balance

Stocks

Stock is valued at group cost or net realisable value where this is lower after making due allowance for obsolete and slow moving stock. Finished goods of the group's own manufacture and work in progress include an appropriate proportion of manufacturing overhead expenditure at cost.

Government Grants

Grants are released to revenue over the life of the project or asset to which they relate.

Deferred Taxation

Deferred taxation is provided on the liability method on all timing differences which are expected to reverse in the future without being replaced, calculated at the rate at which it is estimated that tax will be payable.

Leasing

The group's policy regarding leases is in accordance with the recommendation of SSAP No. 21.

ACCOUNTING POLICIES (Cont'd)

Foreign Currencies

Company

Transactions in foreign currencies are recorded at the rate ruling at the date of transaction.

Group

The assets and liabilities of the overseas subsidiary are translated at the rate of exchange ruling at the balance sheet date. The profit and loss account of the overseas subsidiary was translated at the average rate for the year. The rates of exchange adopted are:

•		<u>1997</u>		<u>1996</u>
	<u>Closing</u> <u>Rate</u>	Average Rate	<u>Closing</u> <u>Rate</u>	<u>Average</u> <u>Rate</u>
Rate to the £				
Rand South Africa	8,0071	7.6090	8.0046	6.8852

2. Accounts

These accounts were approved by the board of directors on 6 May 1998.

3. TURNOVER

Turnover represents the amounts derived from the provision of goods and services which fall within the group's ordinary activities, stated net of value added tax.

4.	OPERATING PROFIT	<u>1997</u> £000		<u>1996</u> £000
	This is stated after charging/(crediting): Auditors Remuneration - audit services - non-audit services Depreciation	29 3 253		27 5 287
	Operating Lease Rentals - Land and Buildings - Plant, Equipment and Vehicles Directors Remuneration Regional Development Grants Gain on disposal of tangible fixed assets	199 289 295 (5 (7))	161 311 547 (6) (45)
5.	INTEREST RECEIVABLE	<u>1997</u> £000		<u>1996</u> £000
	Interest Received on Debtors Balances due to Overseas Subsidiaries Interest on Corporation Tax Bank and Other Interest	167 1 8		144 - 8
		176		152
6.	INTEREST PAYABLE	1997 £000		<u>1996</u> £000
	Hire Purchase, Bank Overdraft, Loan & Other Interest	239		226 ——

7.	EMPLOYEES AND DIRECTORS Employment costs during the year were:	<u> 1997</u>	1996
		3 007	£000
	Wages and salaries	3,903	4,036 204
	Social Security Costs	208 275	290
	Other pension and medical insurance costs		
		4,386	4,530
		<u>1997</u>	<u>1996</u>
	The average weekly number of employees employed during the year was	376	380
	daring the year was		
		<u>1997</u>	<u>1996</u>
		£000	£000
	Directors remuneration	25	21
	Directors¹ fees	25 2 3 5	315
	Salaries	235 3 5	61
	Other emoluments and pension costs	-	150
	Compensation for loss of office		
		295	547
		1007	<u>1996</u>
		<u>1997</u> £000	£000
	Highest paid director		
	Emoluments	98	86
	and the second	_ 24	
	Accrued pension benefit Accrued lump sum benefit	73	
			
	Four directors have pension benefits accruing as members of a defined benefit scheme. Three directors are members of such a scheme in the UK and one director is a member of a scheme in South Africa.		
8.	TAXATION ON PROFIT ON ORDINARY ACTIVITIES	<u>1997</u> £000	<u>1996</u> £000
	The taxation charge is made up as follows :-		
	Rased on the results for the year:	244	_
	Corporation Tax at 31.50% (1996 - 33%)	211 (4)	19
	Under/(Over)provided in previous years	(4)	
		207	19
	Overseas Taxation on results for year:		
	Subsidiary Companies	248	195
		455	214
			

9. PROFIT ATTRIBUTABLE TO MEMBERS OF THE PARENT COMPANY

The profit dealt with in the accounts of the Parent Company was £755,000 (1996 - £301,000).

10.	DIVIDENDS		1997 £000		<u>1996</u> £000
	Equity Dividends on Ordinary Shares: Interim dividend paid 5 January 1998	63p (1996 - 63p)	209		209
	Proposed final dividend 134.2p (1996 - second interim 134.2p)		446		446
			655		655 ———
11.	TANGIBLE FIXED ASSETS	<u>Land 8</u>	<u> Buildings</u>		
	Group	Freehold	<u>Short</u> <u>Leasehold</u> <u>Property</u>	<u>Plant &</u> Equipment	<u>Total</u>
	Cost	Property £000	000£	£000	£000
	At 1 January 1997	970	110	3,654	4,734
	Transfer	-	10	(10)	-
	Additions	9	3	209 (236)	221 (236)
	Disposals Exchange Adjustments	-	<u>.</u>	(236)	(1)
		<u> </u>			
	At 31 December 1997	979	123 ———	3,616	4 , 718
	Depreciation				
	At 1 January 1997	230	60	3,036	3,326
	Transfer	-	1	(1)	- 253
	Charge for year	22	10	221 (165)	(165)
	Disposals Exchange Adjustments		.	(1)	(1)
	At 31 December 1997	252	71	3,090	3,413
	Net Book Value				
	31 December 1997	727	52	526	1,305
	31 December 1996	740	50	618	1,408

11. TANGIBLE FIXED ASSETS (cont d)

	Company	Land	& Buildings		
	Cost	Freehold Property £000	Short Leasehold Property £000	<u>Plant</u> <u>Equipment</u> £000	Total £000
	At 1 January 1997	970	106	3,143	4,219
	Additions	9	-	94	103
	Disposals	-	-	(85)	(85)
	At 31 December 1997	979	106	3,152	4,237
	Depreciation				
	At 1 January 1997	230	56	2,754	3,040
	Charge for year	22	7	135	164
	Disposals	-	-	(85)	(85)
	At 31 December 1997	252	63	2,804	3,119
	Net Book Value				
	31 December 1997	727	43	348	1,118
	31 December 1996	740	50	389	1,179
				<u>1997</u> £000	<u>1996</u> £000
12.	INVESTMENTS Investments in subsidiary undertakings at cost Less : Amounts written off			1,386 <u>172</u>	1,386 <u>1,72</u>
				1,214	1,214

The company owns 81.03% of the issued shares of Millners Dental Suppliers (Cape) (Proprietary) Ltd, incorporated in South Africa which carries on the business of selling and maintaining dental equipment and requisites. There are a small number of wholly owned subsidiary undertakings all of which are non trading.

13.	STOCKS	<u> 1997</u>	<u>Group</u> 1996	<u> 1997</u>	<u>Company</u> 1996
	Raw Materials Work in Progress Finished Goods and Goods for Resale	£000 212 260 5,283	£000 210 251 5,069	£000 212 256 3,069	£000 210 243 2,921
		5,755	5,530	3,537	3,374

WRIGHT HEALTH GROUP LIMITED NOTES TO THE FINANCIAL STATEMENTS At 31 December 1997

14.	DEBTORS		Gr <u>oup</u>		Company
	Trade Debtors Corporation Tax Other Taxation Amount owed by Subsidiaries Other Debtors Prepayments	1997 £000 4,438 15 29 - 58 132 —	1996 £000 4,058 17 58 - 142 122	1997 £000 2,384 15 - 316 4 105 - 2,824	1996 £000 2,148 17 17 214 36 76
			-		
15.	DEFERRED ASSET	<u>1997</u> £000	<u>Group</u> <u>1996</u> £000	<u>1997</u> £000	<u>Сотрапу</u> <u>1996</u> £000
	Advance Corporation Tax recoverable against future Taxation	193	164	193 ——	164
16.	CREDITORS Amounts falling due within one year Trade Creditors Corporation Tax Proposed Dividend Other Taxation and Social Security Costs Accruals and Other Creditors Bank Overdraft (Note 18) Amounts due to Subsidiary Companies Hire Purchase Instalments (Note 19)	1997 £000 2,083 442 655 183 536 2,336	Group 1996 £000 2,015 317 446 175 710 1,987	1997 £000 1,220 255 655 183 264 1,450 29	Company 1996 £000 977 192 446 174 432 1,122 35
		6,321	5,727	4,056	3,378

18. BANK

17. CREDITORS

Clydesdale Bank Plc have a Bond of Cash Credit and Floating Charge over the assets of the company.

Amounts falling due after more than one year :-

Obligations under Hire Purchase Contracts (Note 19)

Group

1996 £000

133

<u> 1997</u>

71

Millner's Dental Suppliers (Cape) (Proprietary) Limited has provided the First National Bank of South Africa with an unlimited suretyship for bank overdraft facilities over itself and its subsidiaries M Millners Pharmaceuticals (Proprietary) Limited, P Grant Smith (Proprietary) Limited and Premierdent Manufacturing (Proprietary) Limited.

The trade debtors of Millner's Dental Suppliers (Cape) (Proprietary) Limited, M Millners Pharmaceuticals (Proprietary) Limited, P Grant Smith (Proprietary) Limited and Premierdent Manufacturing (Proprietary) Limited, have been ceded to the First National Bank of South Africa to secure bank overdraft facilities.

NOTES TO THE FINANCIAL STATEMENTS At 31 December 1997

19. HIRE PURCHASE AND LEASE OBLIGATIONS

Hire Purchase Contracts

Amounts payable Within one year In the second to fifth year inclusive	1997 £000	<u>Group</u> <u>1996</u> £000
	86 71	77 133
		
	157	210

The amounts payable within one year are included in Creditors falling due within one year.

Operating Leases	<u>1997</u> £000	<u>Group</u> 1996 £000	<u>1997</u> £000	Company 1996 £000
Operating leases: land and buildings Lease payments due within one year in respect of leases:				
Expiring within one year Expiring within two to five years Expiring after five years	96 101 32	16 79 58	- 47 32	- - 58
Operating leases : plant and equipment Lease payments due within one year in respect of leases :				
Expiring within one year Expiring within two to five years	30 199	51 182	29 182	47 163
	458	386	290	268

20. ACQUISITION

On 5 April 1997 the company acquired the business of Taylor Dental Equipment Supplies, a sole trader business operating in Yorkshire. The consideration was £178,000 paid wholly in cash. The fair value of assets and liabilities acquired, which was also the book value, amounted to £74,000 and is detailed below. The goodwill arising of £104,000 has been written off to reserves (see Note 22).

	<u>Fair Value</u> £000
Tangible fixed assets Stocks Debtors Creditors	9 49 165 (149)
	74

21.	SHARE CAPITAL			Allotted	Called-up
		<u>1997</u> No.	Authorised 1996 No.	<u>and</u> <u>1997</u> £000	Fully Paid 1996 £000
	Ordinary Shares of £1 each	332,000	332,000	332 ———	332
22	RESERVES			Group £000	Company £000
	Capital Reserves Balance as at 1 January 1997 Movements during year			303	18
	Balance as at 31 December 1997			303	18
	Currency Reserves			Group £000	
	Balance at 1 January 1997			-	
	Exchange Differences on Retranslatio Subsidiary	n of Net Asse	ets of	(26)	
	Transferred from Profit & Loss Accou	nt		26	
	Balance at 31 December 1997			<u> </u>	
	Regional Development Grant Reserves			Group £000	Company £000
	Balance as at 1 January 1997			5	5
	Transferred to Profit and Loss Accou	nt		(5)	(5)
	Balance as at 31 December 1997			<u>-</u>	<u> </u>
	Total Undistributable Reserves at 31	December 19	97	303	18
	Profit and Loss Account			<u>Group</u> £000	Company £000
	Balance at 1 January 1997			4,736	4,813
	Retained Profits for Year			257	100
	Goodwill written off on acquisition	(Note 20)		(104)	(104)
	Transfer to Currency Reserve			(26)	<u>-</u>
	Balance at 31 December 1997			4,863	4,809
	Distributable Reserves as at 31 Deco	ember 1997		4,863	4,809

23. STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

LJ.							
		<u>Notes</u>		<u>1997</u> £000		<u>1996</u> £000	
	Profit Attributable to Members of the Parent Company			912		503	
	Goodwill written off on acquisition		(104)		-	
	Exchange Differences on Retranslation o Net Assets of Subsidiary	f 22	(26)	(593)
	Total Recognised Gains and (Losses)		-	782	(90)
24.	RECONCILIATION OF MOVEMENTS IN SHAREHOLD	ERS' FUNDS		<u>1997</u> £000		<u>1996</u> £000	
	Total Recognised Gains and (Losses)	23		782	(90)
	Dividends	10	(655)	(655)
	Regional Development Grants Reserve transferred	22	(5)	(6)
	Total Movements During Year			122	(751)
	Shareholders' Funds at 1 January 1997			5,376		6,127	
	Shareholders' Funds at 31 December 1997	,		5,498 ———		5,376	

25 CONTINGENT LIABILITIES

The Company and the Group have the following contingent liabilities :-

- (a) Documentary Credits outstanding £61,000 (1996- £109,000).
- (b) The Clydesdale Bank Plc, on behalf of Wright Health Group Ltd has guaranteed payments to the Customs & Excise in respect of Deferred Import Duties to a limit of £100,000 in any calendar month (1996- £100,000).
- (c) The Group has entered into agreements to purchase the remaining shares in Millners Dental Suppliers (Cape) (Proprietary) Ltd, not at present owned, at net asset value at date of death or retirement of the present minority shareholders, should other parties to the agreements not acquire the shares.

At 31 December 1997 this represented a contingent liability of £380,000 (1996 - £350,000).

26. CAPITAL COMMITMENTS

At 31 December 1997 and 31 December 1996 neither the Group nor the Company had any capital commitments authorised or contracted.

NOTES TO THE FINANCIAL STATEMENTS At 31 December 1997

27. PENSION SCHEME

a) UNITED KINGDOM

The Group and the Company operate a pension scheme for selected UK employees, providing benefits based on final pensionable salary, and life assurance. The pension scheme is set up under trust and the assets of the scheme are therefore held separately from those of the Group and Company.

The pension cost charged to the profit and loss account is calculated by the actuary so as to spread the cost of pensions over the employees' working lives with the Group or Company. The company has received a draft actuarial valuation of the scheme as at 15 September 1996.

Based on the draft valuation the pension cost for the Group and the Company charged to the profit and loss account for the year was £64,000 (1996 - £99,000).

The draft valuation follows the Projected Unit Method of funding with principal assumptions being 9% p.a. interest and 7% p.a. salary increases to pension date and reveals:

- a regular ongoing employer cost of 10.2% of pensionable salaries with a reduction in this regular cost of 4.1% as a result of spreading the surplus over the following 20 years, giving a net pension cost of 6.1% of pensionable salaries
- a percentage funding level of 124%

Based on the draft valuation assumptions, the value of the scheme assets at 15 September 1996 was approximately £2,285,000.

b) OVERSEAS

Millner's Dental Suppliers (Cape) (Proprietary) Limited operate a fund to provide retirement benefits for its employees. The contributions paid by the company to fund obligations for the payment of retirement benefits are charged against income in the year of payment.

The company's employees are members of the Millners Dental Suppliers Pension Fund which is a defined contribution plan subject to the Pension Fund Act 1956 of South Africa.

The fund is costed on an individual basis and any deficit identified is funded by increased future contributions.

The pension cost for the Group charged to the profit and loss account for the year was £96,000 (1996 - £95,000).

NOTES TO THE CASH FLOW STATEMENT For the year ended 31 December 1997

1.	RECONCILIATION OF OPERATING PROFIT T	O NET	CASH INFLOW FROM OPERA	TING	ACTIV 1997	ITIES		<u>1996</u>
					£000			£000
	n 11 n 1654				1,494			866
	Operating Profit						,	
	Minority Interest share of Profits			(64	,	(-
	Depreciation Charges				253			287
	Gain on Sale of Fixed Assets			(7)	(
	Exchange Adjustments on Fixed Assets	3			-			90
	Movement in Minority Interest				21		(70)
	Regional Development Grant credited	to Pro	fit and Loss Account	(5)	(6)
	Regional Development afant Credited	LO FIO	THE BIRD EGGG ACCOUNT	ì	225		`	60
	(Increase)/Decrease in Stocks			-				721
	(Increase)/Decrease in Debtors			(277	-		
	Increase/(Decrease) in Creditors			(98)	(864)
	NET CASH INFLOW FROM OPERATING ACTIV	/ITI E S		-	1,092			964
				-				
2.	ANALYSIS OF CHANGES IN FINANCING DUR	RING TH	E YEAR					
						<u>s, Hire</u> ınd Finar		
			Sha <u>re Capital</u>		=	1 111-	1	
		1007			1997			1996
		<u>1997</u>	<u>1996</u>					1770
		£000	£000		£000			E71
	Balance at 1 January 1997	332	332		210			531
	Net Cash (Inflow) / Outflow							
	from Financing	-	-		53			321
	Balance at 31 December 1997	332	332		157			210
			<u> </u>					
3.	ANALYSIS OF CHANGES IN CASH AND CASH	ı FOLITV	ALENTS DURING THE YEAR					
J.	ANALISIS OF CHANGES IN CASH AND BACK				1997			1996
					£000			£000
	- 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4				(1,876		(699)
	Balance at 1 January 1997				(1,010	,	•	0,,,
	Net cash (outflow)/inflow before ad	justmen	t of		. 7/		,	E0/ \
	foreign exchange rate changes				(74	•	(584)
	Effect of foreign exchange rate char	nges			(26)	(593)
	·						-	
					4 4 074		,	1 074 \
	Balance at 31 December 1996				(1,976	,	•	1,876)
							-	
4.	ANALYSIS OF THE BALANCES OF CASH AND	CASH	EQUIVALENTS AS SHOWN					
	IN THE BALANCE SHEET						,	hange
			4007		400	,	_	Change
			<u>1997</u>		<u>1996</u>		11	<u>year</u>
			£000		£000			£000
	Cash at Bank and in Hand		360		111			249
	Bank Overdrafts		(2,336)	(1,987	7)	(349)
	Dank Over an arte		• •					
						-		
			(1,976)	(1,876		(100)
			(1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	•	.,	•	•	
						•		
								hanaa
			4007		4005			Change Voor
			<u>1996</u>		<u> 1995</u>		11	<u>Year</u>
			£000		£000			£000
	Cash at Bank and in Hand		111		150		(39)
	Bank Overdrafts		(<u>1,987</u>)	(849)	(_	1,138)
	DUIN OVERGIALES		· /	•		-	_	
			(1,876)	(699)	(1,177)
			.,,	•		-	•	