

3213782

# Topps Tiles

ANNUAL REPORT AND FINANCIAL STATEMENTS 2011

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**GREAT CHOICE. GREAT VALUE. GREAT SERVICE.**

## INTRODUCTION

“WITH VERY CHALLENGING TRADING CONDITIONS PERSISTING THROUGHOUT THE SECOND HALF OF OUR FINANCIAL PERIOD, OUR FOCUS HAS BEEN ON **STRENGTHENING OUR MARKET LEADING POSITION**. WE FURTHER UPGRADED AND EXPANDED OUR STORE ESTATE, CONTINUED THE EVOLUTION OF THE TOPPS TILES OFFER AND SUPPORTED THIS WITH **NEW MARKETING INITIATIVES** IN-STORE, ON TELEVISION AND ONLINE. IN ADDITION, WE MADE SOME **SIGNIFICANT INFRASTRUCTURE INVESTMENTS** ACROSS THE BUSINESS WHICH WILL BENEFIT OUR FUTURE PERFORMANCE “

**MATTHEW WILLIAMS**  
CHIEF EXECUTIVE OFFICER

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## THE YEAR IN BRIEF

# £175.5m

Group revenue  
(53 weeks ended 2 October 2010: £182.4m)

# £18.2m

Adjusted operating profit<sup>1</sup>  
(53 weeks ended 2 October 2010: £21.1m)

# -2.0%

Like for like revenue  
(53 weeks ended 2 October 2010: +1.7%)

# £13.9m

Adjusted profit before tax<sup>2</sup>  
(53 weeks ended 2 October 2010: £16.3m)

# 59.6%

Gross margin  
(53 weeks ended 2 October 2010: 58.7%)

# 5.50p

Adjusted earnings per share<sup>3</sup>  
(53 weeks ended 2 October 2010: 6.18p)

# £14.0m

Operating profit  
(53 weeks ended 2 October 2010: £19.9m)

# 0.6p

Final dividend  
(53 weeks ended 2 October 2010: 1.0p)

# £7.9m

Profit before tax  
(53 weeks ended 2 October 2010: £12.4m)

# 1.1p

Total dividend  
(53 weeks ended 2 October 2010: 1.0p)

# 3.04p

Basic earnings per share  
(53 weeks ended 2 October 2010: 5.37p)

<sup>1</sup> 2011 adjusted operating profit is adjusted for exceptional items being the impairment of plant, property and equipment of £1.1 million (2010: £0.8 million), an inventory charge of £1.3 million (2010: £nil) and an increase in property related provisions of £1.9 million (2010: £0.4 million)

<sup>2</sup> 2011 adjusted profit before tax is adjusted for the effect of exceptional items above plus:  
- write off of remaining 2006 loan fees of £0.2 million (2010: £nil)  
- property disposal gain of £nil (2010: £0.1 million)  
- £1.6 million (non-cash) charge relating to the interest rate derivatives that the Group has in place (per IAS 39) (2010: £2.8 million)

<sup>3</sup> Adjusted for the post-tax effect of exceptional items highlighted above

Please note this report has been prepared for the 52 weeks ended 1 October 2011 and the comparative period was prepared for the 53 weeks ended 2 October 2010. With the exception of the Group like for like revenue measure which is comparable, the reported figures are presented on this basis and are not entirely comparable. The impact of the additional week in 2010 was to increase revenue by £3.6 million and operating profit by £0.4 million. Like for like revenues are defined as sales from stores that have been trading for more than 52 weeks.

## OUR STRATEGY

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THE TOPPS' STRATEGY IS FOCUSED ON DELIVERING OUTSTANDING VALUE TO OUR CUSTOMERS TO ENSURE THEY ALWAYS "RETURN AND RECOMMEND" THIS HAS ENABLED US TO INCREASE OUR COMPETITIVE ADVANTAGE, BY FURTHER INCREASING MARKET SHARE, BUILT UPON THE STRONG FOUNDATIONS OF **CUSTOMER SERVICE, PRODUCT OFFER AND LOCALATIONAL CONVENIENCE.**



GRAPHICS REMOVED

### **CUSTOMER SERVICE**

Customer service remains our number one priority and it is our policy to be honest, helpful and knowledgeable but never pushy. We invest extensively in training to ensure our staff have the best product knowledge in the industry. We mystery shop the customer experience in all our stores every month and encourage all customers to complete a satisfaction survey.

### **PRODUCT OFFER**

As a specialist we are able to offer a huge range of products with many of them in stock and available to take away. Many of our key lines are imported directly from factories all over the world which ensures that we can offer the very latest tastes and trends to our customers, often on an exclusive basis.

### **LOCALATIONAL CONVENIENCE**

We have over 300 locations nationwide in easily accessible, highly visible locations, all with customer parking, thereby ensuring that the majority of the UK population have a store near them. In addition, our website allows customers to review our range in advance, either purchasing directly online or visiting a store to discuss their project and benefit from our exceptional customer service.

### **OUTSTANDING VALUE**

When these three key elements of our business are combined we believe we offer outstanding value. Our existing customers satisfaction surveys are the best possible validation of this and their recommendations are an important source of future growth for the business. Over the past year, 88.1% of our customers have told us that they would recommend us to friends and family, something we are incredibly proud of.

**GRAPHIC  
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**"TOPPS HAS MAINTAINED ITS POSITION AS  
 BRITAIN'S NUMBER ONE TILE RETAILER BY  
 GIVING ITS CUSTOMERS INSPIRATION FOR  
 THEIR HOME IMPROVEMENT PROJECTS,  
 OUTSTANDING VALUE FOR MONEY AND  
 EXCEPTIONAL LEVELS OF SERVICE"**

**Michael Jack** – Chairman

**OUR BUSINESS**

Our expectation for the year was that it would again be a high for retailers in our sector and that it would be the case. Nevertheless, we were encouraged by our first half performance, which saw overall revenues grow by 1.7% on a like-for-like basis. However, as we progressed through the second half the continued effects of a deteriorating economic outlook, stagnation in the housing market and falls in domestic purchasing power further undermined consumer confidence. Inevitably this has had a negative impact on our business and like-for-like revenues were down 2.0%. Total revenue for the financial period was £75.5 million with adjusted profit before tax of £13.9 million, down from £16.3 million in the prior period. Notwithstanding this difficult trading backdrop, our gross margin remained robust at 57.0% (2010: 58.7%).

In our previous annual Report we committed ourselves to prudent cost management, further investment in key markets and a targeted growth in our store estate. Good progress has been made against all of these objectives, enabling the Group to:

- Grow the store estate to 320 by the period end (up from 312)
- Convert our like-for-like stores to the more profitable Topps format
- Complete our new warehouse enabling a longer term shift towards more direct sourcing, thereby enhancing margins
- Commence the implementation of a new IT system
- Build greater awareness of the Topps brand through national TV campaigns

**OUR PEOPLE AND THEIR CONTRIBUTION**

A keen focus on the demands of the customer is at the heart of any successful retail business. Feedback from our numerous Trustpilot site mentions has confirmed that Topps is now the top 10% of retailers in Europe in terms of customer level, operational service. This result validates our policy of continuous "on the job" self-training. Such a result could not have been achieved without the hard work and commitment of everyone who works at Topps, either in store or as part of our support functions. Our staff have also demonstrated their community spirit through their unerring support of the Help for Heroes campaign. On behalf of the Board I would like to thank them all for their remarkable contribution to the business and the wider community across the entire year.

**CORPORATE GOVERNANCE**

The year only began our Chairman's since 2003 and the founder of the business brought his time with focus to a close. After 20 years of dedicated commitment to the business, he announced in May that he wished to pursue his other business interests. Stuart Williams, co-founder and Company President has also announced his intention to conclude his formal involvement with the Group. Together Stuart and Barry formed a partnership which helped to take Topps from a private business with just a few stores to today's publicly quoted enterprise with 321 outlets nationally. We are both of the more experienced members of the board and it is a privilege to work with Stuart's family and the Board to ensure the smooth transition of the business.

The Board engaged in the process of identifying independent Non-Executive Directors to bring the Board into line with corporate governance best practice. This process is well advanced and we expect to be in a position to make an announcement early in 2012.

**CHAIRMAN'S STATEMENT**  
CONTINUED

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Our new Sage Metro brings this classic brick shaped ceramic up to date with an on-trend colour palette.

The satin finish of Chic gives a handmade appearance, a perfect choice for adding character into room design.

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GRAPHIC  
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Metro

Chic

**DIVIDEND**

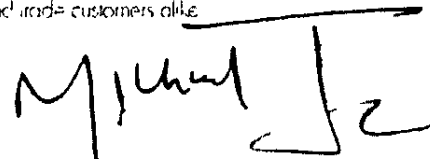
Last year we announced the resumption of dividend payments. Although trading has been tough in this financial period, prudent financial management has enabled the Board to recommend to shareholders a final dividend of 0.6p per share. This will cost £1.1 million. Subject to approval at the Annual General Meeting, the dividend will be payable on 31 January 2012 to all shareholders of the register as at 30 December 2011. This brings the total dividend for the year to 1.1p per share (2010: 1.0p per share), an increase of 10%.

**OUR FUTURE**

Looking ahead, we recognise that economic conditions will remain difficult in 2012, with consumer budgets under pressure. However, we will remain focused on maintaining our market leading position, safeguarding our margins and looking at further ways in which cost can be taken out of the business.

As you know, our product presentation will be enhanced to enable us to continue the theme of improving customers' home improvement jobs. We will also invest in staff training and development to ensure a continuity of skill. Our IT strategy is focused on delivering a superior customer service. Our online presence will be moved open so that customers can more easily choose the option that is just right for them. We will also continue to look for opportunities to open a limited number of new stores in those parts of the country where we are under-represented. All of these initiatives will be supported by sustained marketing spend, with improved targeting to ensure that our message of great prices, unparalleled product ranges and superb service is communicated to both our retail and trade customers alike.

**Michael Jack**  
Chairman



28 November 2011

**£13.9m**

Adjusted profit before tax<sup>2</sup>  
(53 weeks ended 2 October 2010: £16.3m)

**1.1p**

Total dividend  
(53 weeks ended 2 October 2010: 1.0p)

<sup>2</sup> As explained on page 1

GRAPHIC  
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**"LOOKING AHEAD, WE EXPECT ECONOMIC CONDITIONS WILL REMAIN DIFFICULT IN 2012, WITH CONSUMER BUDGETS AGAIN UNDER PRESSURE. OUR RESPONSE WILL BE TO TAKE FURTHER COST OUT OF THE BUSINESS, GROW MARGIN AND MAXIMISE SALES OPPORTUNITIES, WHILE MAKING OPERATIONAL IMPROVEMENTS THAT WILL POSITION THE BUSINESS FOR FUTURE GROWTH AS ECONOMIC CONDITIONS IMPROVE"**

**Matthew Williams** – Chief Executive Officer

Our focus during the period has been on strengthening our market leading position by continuing to deliver outstanding service and excellent value. High quality products to our customers. We further upgraded and expanded our stores to continue the evolution of the Topps Tiles offer and supported this with new marketing initiatives in store, on television and online. In addition, we made some significant infrastructure investments across the business, which will benefit our future performance.

Prudent management of all costs remained a key for us. In addition we also reviewed a number of our retail processes to both further improve our proposition to customers and enhance financial performance.

The economic environment has continued to be challenging and, in particular, we saw a slowing in store numbers during the period. However, the financial strength of the business remains fundamentally sound. Whilst a hard budget period, operational excellence and during the year will enable us to continue to progress our growth plans.

**THE MARKET**

Topps has seen its position as the UK's leading tile retailer strengthen further during the period, with our share of the non-contract tile market growing to 26% (2010: 25%) (source: MBD). Our unwavering focus on offering our customers outstanding service and value enabled the Group to once again outperform the market.

The consumer in the UK continues to be low in comparison to the rest of Europe (roughly one third of the demand experienced in Northern Europe) (source: MBD). However, for the long term, based on projections of an increase in housing starts and consumer usage of tiles remains attractive. Against this background we believe there is potential for up to 400 Topps Tiles stores in the UK.

**STORE DEVELOPMENT AND EXPANSION**

With a continuing backdrop of challenging trading conditions, our focus has been on optimising returns from the current store base by re-orienting our stores consistently, ensuring profitable mix of sales of individual stores, where this is supported by the local market opportunity.

Over the ten years, our store expansion strategy was realigned to reflect a deterioration in the economic environment. In the 2009/10 financial period we returned to growth in store numbers and this activity accelerated in the period under review. In the last 12 months we opened 15 new stores and closed seven stores (of which three were relocations) resulting in a net increase of eight stores and completing the financial period with 320 stores. New store openings have returned and will continue to be pushed with the return of the store footprint for our UK market plus in store developments to the size of the business by approximately five new stores.

We have continued with our programme of converting Tile Clearing House stores into the more profitable Topps Tiles format and have completed five in the financial period. Trading results from these conversions have been pleasing and a further 15 are planned for the year ahead. This will leave 16 Tile Clearing House stores which will function as clearance units of the larger stores.

Our improved and expanded website was re-launched during the period. The response has been very encouraging, with record numbers of people visiting the site and staying online for longer periods than ever before. Our online presence is now an increasingly important factor in driving the overall customer number of customers undertake the research phase of their project online before visiting our stores. To help them with this process we have introduced more inspirational room set photography, a greater variety of design ideas and a completely new marketing interactive "visualiser". This enables customers to choose from our extensive range of wall and floor tiles and model them in a variety of different room settings.

**CHIEF EXECUTIVE'S STATEMENT**  
CONTINUED

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**Latest inkjet technologies enhance our range of stone-effect tiles**

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Marfil

We have also improved the site layout, our 'one-hour' procedures as well as updating the visual presentation to mirror the latest in-store experience. While we expect the primary role of the website to remain as a customer research tool, it is also playing a growing role as a direct sales channel, with online revenues now representing around 1.5% of sales (2010: 1%). We expect this to continue to grow and play an ever increasing role in our customer offer.

**INFRASTRUCTURE**

During the period we completed the construction of our second warehousing facility at our Leicestershire-based quarters at a cost of c.£5 million. This warehouse is now fully operational and will form a key part of our logistics strategy over the coming years, giving us the operational capacity for up to 400 stores. In particular, the additional capacity will allow us to source more products direct from the manufacturer, decreasing the transportation sourced and thereby distributing and delivering a greater margin benefit.

During the financial period we will be implementing a new internet service information technology system. This will be the majority of the marketing spend, with a further second half of the year's spend, which will include much greater functionality, across a range of disciplines, will be a key enabler to a number of new services and customer initiatives. The total cost of these investments will be approximately £1 million, the majority of which has been spent in this financial period.

**£175.5m**

Group revenue  
(53 weeks ended 2 October 2010: £182.4m)

<sup>1</sup> As explained on page 1

**Representing the latest in our large format tiles, this stylish range uses inkjet technologies to create a distinctive marble effect**

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Burdiglio

**CUSTOMER SERVICE**

As the UK's leading tile specialist, the provision of a centralised levels of customer service is a key differentiator on the Topps Tiles brand.

Over the course of the last year we have changed the way we measure customer satisfaction and adopted the Net Promoter Scoring system. The score is calculated based on customers' feedback to the question of how likely they are to recommend Topps Tiles to friends or colleagues. The scores are based on a numerical scale from 0-10, which allows customers to be split into promoters (9-10), passives (7-8) and detractors (0-6). The final score is based on the percentage of promoters less the percentage of detractors, thereby creating a possible range of -100% to +100%. Over the financial period we have secured 88.1% against this measure and consider this a very clear measure of our customer service ethic. The measure used for 2010 is not directly comparable.

**MARKETING, ADVERTISING AND SPONSORSHIP**

The evolution of the Topps Tiles brand continued during the period in line with our marketing emphasis on increasing awareness and reinforcing the value of our traditional value message. Our product, branding and in-store marketing has been repositioned to reflect customers' increased focus on style as the primary driver in their purchase decision. This approach also provides consistency with our improved consumer website. Greater emphasis has also been given to the breadth of our ranges with a greater focus on being able to attract high end customers, as well as retaining those attracted by our traditional value message.

**£18.2m**

Adjusted operations profit<sup>1</sup>  
(53 weeks ended 2 October 2010: £21.1m)

**Our charming range of crackle glaze tiles introduces Vintage Style to our brand, perfect for kitchens and bathrooms**

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Chic Craquelé

**Our new and exclusive Matrix brand offers a multitude of colours and tones in classic proportions.**

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Matrix Botanic

**MARKETING, ADVERTISING AND SPONSORSHIP (CONTINUED)**

Over the course of the last financial period we increased our level of marketing expenditure by approximately £1 million in order to drive the fall and increase our market share. Taken on advertising and sponsorship has proved to be the most effective way to build consumer awareness of the Topps brand. In the early part of the period we ran a national weather sponsorship campaign with ITV and subsequent TV campaigns across a variety of national terrestrial and digital channels have also been successful in driving store traffic. To complement this we will continue to communicate the inspirational range through home interest magazines and PR. We are planning to sustain a similar level of marketing expenditure in the year ahead. A trade focused campaign will run in parallel with the consumer campaign in line with our strategy of securing a greater proportion of trade project work.

**COMMUNITY**

Topps' commitment to its local communities through sponsorship and charitable activity remains strong. We aim to make positive contributions to those communities served by our stores working closely with them to promote our primary aim of being a "good neighbour". We currently sponsor over 300 youth football teams nationwide, providing the teams with support, new kits and equipment. Our work for the charity Help for Heroes, which we have been supporting since 2008, has gone from strength to strength and we have already helped to raise over £100,000 for this very worthy cause. We also work with the British Association of Modern Mosaic (BAMM), sponsoring international competitions and supporting the promotion of mosaic art in schools and community groups country-wide.

**-2.0%**

Like for like revenue  
 (53 weeks ended 2 October 2010 +1.7%)

**STAFF DEVELOPMENT**

Our people are fundamental to fulfilling our key objective of delivering excellent customer service and this remains our top priority. We continue to invest in their professional development through a sophisticated internal learning system which is designed to help our employees improve their skills and regular updates. During the year we followed our training programme to equip all store staff with the product and technical knowledge to support our "customer first" agenda, as well as specialist sales skills training. The initial results from this programme have been encouraging, with a greater consistency of standards already evident across the store estate.

All our staff are incentivised with competitive benefit packages and performance based rewards and we encourage internal promotion. We anticipate that staff levels will increase in line with the progressive expansion of the store base.

**CURRENT TRADING AND OUTLOOK**

In the first seven weeks of the new financial period Group revenues, which are on a like-for-like basis, decreased by 6.9%.

Looking ahead, we expect economic conditions will remain difficult in 2012, with domestic budgets again under pressure. Our response will be to take further cost out of the business, grow margin and maximise sales opportunities while not neglecting operational improvements that will position the business for future growth and expansion conditions in 2012.



**Matthew Williams**  
 Chief Executive Officer

28 November 2011

**88.1%**

Net Promoter Score  
 (53 weeks ended 2 October 2010 n/a)

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TOPPS TILES FEATURES AN **UNRIVALLED RANGE** OF PRODUCTS WITH THE LATEST DESIGNS SOURCED FROM AROUND THE WORLD. WE CATER FOR EVERY BUDGET, IN ANY STYLE, FOR ANY ROOM AND IN ANY MATERIAL, FROM THE PERIOD BEAUTY OF NATURAL STONE AND REAL WOOD TO THE VERSATILITY OF MOSAICS AND THE CONTEMPORARY FEEL OF GLASS. AT TOPPS TILES WE REALLY DO HAVE **TILES FOR EVERYONE.**

Meeting our customers' desires to be inspired, our new style guides help customers identify looks and designs to suit their living space.

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Vibra

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Monaco Mosaic

Complementing our fantastic range of mosaics, this unique glass and marble mix is available in Pearl and Graphite.

Henley Warm

The new Henley range, using inject technologies to replicate traditional Encaustic design, is one of our most exciting new additions

# BUSINESS REVIEW

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**Matthew Williams** – Chief Executive Officer

**Rob Parker** – Finance Director

### Cautionary statement

This Business Review, Chairman's statement and Chief Executive's statement have been prepared solely to provide additional information to shareholders to assist the Board's strategies and are prepared on the basis that they will succeed. These reports should not be relied upon by any other party or for any other purpose.

This Business Review, Chairman's statement and Chief Executive's statement contains certain forward looking statements. These statements are made by the Directors in good faith based on the information available to them up to the time of their approval of this report and such statements should be treated with caution due to the inherent uncertainties, including both economic and business risk factors, underlying any such forward looking information.

The Directors in preparing this Business Review have complied with section 417 of the Companies Act 2006. This Business Review has been prepared for the Group as a whole and therefore gives greater emphasis to those matters which are significant to Topps Tiles Plc and to its subsidiary undertakings when viewed as a whole.

### NATURE, OBJECTIVES AND STRATEGIES OF THE BUSINESS

Topps Tiles Plc specialises in tile and wood flooring, under which it has 20 retail formats. The UK is not the country's largest market, with the UK sales at 26% of the Group's sales. The Group operates via retail brands: Topps Tiles, Tilecraft and The Clearing House (TCH). Topps is the UK's leading branded tile retailer with 289 stores offering wall and floor tiles, natural stone, laminate, solid wood flooring and a comprehensive range of associated products such as underfloor heating, adhesives and grouts. TCH is a discount retail format comprising a further 31 stores with a mini warehouse design and a "what is gone is gone" style customer offer.

The Group strategy is focused on delivering outstanding value and service to its customers. The execution of this strategy is based on the following principles and includes use of our store locations, product range and work force.

Key operational objectives:

- Deliver outstanding value for money and service to ensure customers always "return and refer a friend"
- Maintain and extend our market leading position
- Manage the store estate prudently opening new stores where opportunities arise that complement the existing estate and review of the existing store portfolio to ensure we are keeping track with consumer shopping patterns and our retail base is as efficient as possible
- Focus on the retention of the in-store customer offer to maintain our competitive advantage
- Further development of the e-commerce offering to maintain leading edge customer service

“OUR PRIMARY OBJECTIVES CONTINUE TO BE FOCUSED ON OPTIMISING RETURNS FROM THE EXISTING ESTATE, CAREFUL MANAGEMENT OF OUR COST BASE AND IMPROVING OUR FINANCIAL FLEXIBILITY. OUR MOST RECENT TRADING PERIOD DEMONSTRATED THE FRAGILITY OF UK CONSUMER CONFIDENCE AND PROVIDES FURTHER RE-ENFORCEMENT THAT OUR CURRENT STRATEGY AND OBJECTIVES ARE APPROPRIATE FOR THE BUSINESS AT THE PRESENT TIME.”

Key financial objectives

- Primary focus on increasing revenues and cash generation, maintaining tight cost control and optimising gross margins
- Maximising returns per share and shareholder returns, including buyback programmes (see Investor Toolkit)
- Ongoing supplier reduction and benchmarking of non-stock suppliers
- Managing the Groups exposure to fluctuations in foreign exchange rates
- Maintaining a capital structure which enables an appropriate balance of financial flexibility and capital efficiency

Progress against these objectives is discussed throughout this report and, where appropriate measures are utilised, these are included in the Key Performance Indicators section.

OPERATIONAL REVIEW

Our primary objectives continue to be focused on optimising returns from the existing estate, careful management of our cost base and in improving our financial flexibility. Our most recent trading period demonstrated the fragility of UK consumer confidence and provides further reinforcement that our current strategy and objectives are appropriate for the business at the present time.

Over the financial period we have maintained our focus on cost control and have only seen increases in costs resulting from inflationary factors, over inflation on which we have described that add to our cost base. This is appropriate, such as in respect of marketing expenditure. Further detail of expenditure is provided within the Financial Review.

KEY PERFORMANCE INDICATORS (“KPIs”)

The Directors monitor a number of financial and non-financial metrics and KPIs for the Group and by individual sites, including:

**Financial KPIs**  
 52 weeks to 1 October 2011

**-2.0%**

Like-for-like sales growth year-on-year  
 (53 weeks to 2 October 2010: +1.7%)

**-3.8%**

Total sales growth year on year  
 (53 weeks to 2 October 2010: +7.0%)

**59.6%**

Gross margin  
 (53 weeks to 2 October 2010: 58.7%)

**£13.9m**

Adjusted PBT<sup>1</sup>  
 (53 weeks to 2 October 2010: £16.3m)

**£50.9m**

Net debt  
 (53 weeks to 2 October 2010: £49.1m)

**123**

Stock days  
 (53 weeks to 2 October 2010: 121)

<sup>1</sup> Adjusted PBT as defined on page 1

**BUSINESS REVIEW**  
CONTINUED

**Our new Buxton range offers customers a multitude of floor design possibilities and satisfies the growing trend for statement floors**

GRAPHIC  
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Buxton

**Our new Victorian inspired mosaic collection offers affordable period style**

GRAPHIC  
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Victorian Mosaic

**Non-financial KPIs**

**26%**

Market share  
(53 weeks to 2 October 2010: 25%)

**88.1%**

Net Promoter Score  
(53 weeks to 2 October 2010: n/a)

**n/a**

Customer satisfaction  
(53 weeks to 2 October 2010: 97.6%)

**320**

Number of stores  
(53 weeks to 2 October 2010: 312)

Net Promoter Score is a new measure we have adopted in favour of customer satisfaction ratings. The score is calculated based on customers' feedback to the question of how likely they are to recommend Topps Tiles to friends or colleagues. The scores are based on a numerical scale from 0-10, which allows customers to be split into promoters (9-10), passives (7-8) and detractors (0-6). The final score is based on the percentage of promoters less the percentage of detractors.

The Directors receive regular information on these and other metrics for the Group as a whole. This information is reviewed and updated as the Directors feel appropriate.

**RISKS AND UNCERTAINTIES**

This Board continues a continuing review of key risks and uncertainties. The Board's primary focus when reviewing these risks and uncertainties over the last 12 months has included:

- The continuing challenges of the UK economy and the subsequent business impact
- Balancing our longer term investment needs against the uncertain economic outlook
- Ensuring that the Group's capital structure remains appropriate and that future funding requirements are accessible

**UK economy**

The cost of the financial downturn has increased the volatility of UK consumer confidence, which in turn has had a negative impact on our sales performance. Over the last twelve months we have seen a significant reduction in our average amount of weekly growth in like-for-like sales. During the second half (and in particular the final quarter) we saw a significant reduction in revenues when compared to the prior period. Over the financial period as a whole we have seen a sales decline of 2.0% on a like-for-like basis. During the current trading period reflecting the first seven weeks of our new financial period we have seen like-for-like sales decline by 6.0%, providing clear evidence of the current economic climate and the weakness in consumer confidence. The Board believes the business is well positioned to deal with these challenges, continue to generate healthy profits and remaining cash generation. Further on we believe the business is well positioned to take advantage of the likely retraction in the competitive base across our core markets.

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GRAPHIC  
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**Easy Fit solid wood flooring is incredibly easy to lay and gives the effect of a real wood floor without the hassle of nails and glue**

Easy Fit

**Our polished porcelain range gives an air of luxury to even the smallest spaces**

Polished Porcelain

**Balancing our longer term investment needs against the uncertain economic outlook**

During the financial period the Board monitored both the Group's performance and the macro economy closely and considered how a return to investing in key areas of growth for the business was appropriate. This strategy has resulted in an overall increase in the number of stores and the completion of a new warehousing facility which is key to our future plans. The Board intends to continue with the cautious expansionary approach we outlined to shareholders over the last two years and intends to target approximately five new store openings over the next 12 months. We will also continue to invest in older parts of the store estate through a programme of minor store makeovers and plan to convert a further 15 UK stores to the Topps brand in a strategy which has demonstrated positive results over the last 12 months.

**Appropriate capital structure**

During the period the Group successfully refinanced its loan facilities and now has in place a £750 million committed revolving credit facility, expiring in May 2015. As at the financial period end £600 million of this facility was drawn, with a further £150 million of undrawn financing available. This loan facility contains financial covenants which are based on a number of ratios.

**Other key risks**

In addition to the above, the Board considers other key risks including its relationship with key suppliers, the potential threat of new competitors, the risk of failure of key information technology systems, possible impacts on costs of sourcing due to the weakness of Sterling in comparison to the Euro and US dollar currencies, loss of key personnel and the development of substitute products. The Board's response to these risks is articulated throughout this report and includes:

- Continuing improvement in our existing retail operations, including regular review of our product offer and customer service to ensure that we are maximising the opportunity to deliver sales.
- Careful management of costs across all areas of the business with increases in expenditure only in areas that the Board deems are appropriate in order to deliver short-term gains or generate longer term strategic benefits.

- Tight management of cash given the increased uncertainty in the retail property market generally.
- Continuing review of the Group's global sourcing strategy to enable us to deliver greater value for money whilst maintaining returns and minimise the risk of over reliance on any individual supplier.

The Directors will continue to monitor all of the key risks and uncertainties and the Board will take appropriate actions to mitigate these risks and their potential outcomes.

**GOING CONCERN**

Based on a detailed review of the above risks and uncertainties and management's current expectations, the Board believes that the Group will continue to meet all of its financial commitments as they fall due and will be able to continue as a going concern.

The current economic climate and most recent trading period creates a degree of uncertainty in the outlook and our forecasts are sensitive to relatively small changes in sales and margin assumptions. This uncertainty combined with the financial covenants included in our loan facilities, has led the Board to conduct a detailed analysis of a number of other scenarios, including a worst case situation in which sales should they be required to liquidate. This would include further cost reductions, working capital reduction, reduced investment, real estate property disposal and possible review of dividend policy.

Based on this analysis the Board has concluded that in the event that the level of like for like sales highlighted in the current trading section of the CEO's report were to continue for the whole of the financial period ending 29 September 2012, some form of mitigating action would be required but once taken into account the Group would fully meet all of its future financial commitments. The Board therefore considers it appropriate to prepare the financial statements on a going concern basis.

Unbeatable Topps value

We offer a range of quality  
low cost wall and floor tiles for  
customers on a tight budget

GRAPHIC  
REMOVED

Cava Antifracta

AT TOPPS TILES WE NOT ONLY OFFER THE BIGGEST CHOICE OF TILES AND WOOD FLOORING, WE ARE COMMITTED TO OFFERING OUR CUSTOMERS **THE BEST TILES AT THE BEST PRICES.** PLUS OUR CUSTOMERS CAN SHOP WITH CONFIDENCE WITH OUR **LOWEST PRICE GUARANTEE.** SO WHETHER OUR CUSTOMERS ARE TILING THE SMALLEST OF ROOMS OR THE WHOLE HOUSE WE HAVE QUALITY PRODUCTS TO SUIT EVERY BUDGET

GRAPHIC  
REMOVED

Great Value

GRAPHIC  
REMOVED

Colorado textured ceramic  
wall tile

15

GRAPHIC  
REMOVED

Bumpy White

Overs and buy back

Any unused full packs can be  
returned up to 60 days from the  
date of purchase for a refund

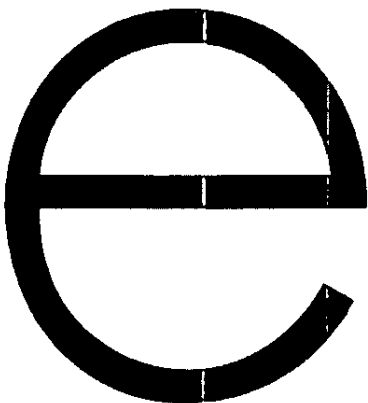
**5%**

Lowest price guarantee

Our price promise reassures our customers  
that we offer the best prices in the market  
If the same product is found cheaper  
anywhere else, we will beat it by 5%

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GRAPHIC  
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**BUSINESS REVIEW**  
CONTINUED

GRAPHIC  
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**A versatile collection of colours, textures and finishes, from glass and ceramic to polished and tumbled natural stone mosaics.**

Lemon Marble

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**Back by popular demand, our natural stone range now includes a handmade terracotta.**

Handmade Spanish Terracotta

**26%**

Market share  
(53 weeks ended 2 October 2010 - 25%)

**FINANCIAL REVIEW**

**Profit and loss account**

Profit and loss is not directly comparable on the 52 weeks ended 1 October 2011 and the comparative period was presented for the 53 weeks ended 2 October 2010. With the exception of a Company like-for-like revenue measure, which is comparable, the reported figures are presented on this basis and are not entirely comparable. The impact of the additional week in the prior period was to increase revenue by £3.6 million and operating profit by £0.4 million.

**Revenue**

Revenue for the period ended 1 October 2011 decreased by 3.8% to £175.5 million (2010: £182.4 million). Like-for-like stone sales decreased by 2.0% in the period, which consisted of a 1.8% increase in the first half of the financial period and a 3.8% decrease in the second half.

**Gross margin**

Overall gross margin was 59.0% compared with 58.7% in the previous financial period. At the interim stage of this period gross margin was 59.7% and we have recorded a gross margin of 59.5% in the second half of the period. The second half includes an exceptional charge against inventory of £1.3 million relating to a change in our inventory practices which means we no longer consider display inventory to be suitable for sale. Adjusting for this the underlying margin in the second half period would be 61.0% and 60.3% for the period as a whole. Despite a strong and improving level of impairment of the inventory, we are able to continue to be a highly competitive and we are able to still offer value for money to our customers. We continue to invest in our supply chain and also operate increasing levels of returns, continued improvement in the efficiency of our supply chain and further waste of integration have been the key drivers of the improvements over the financial period. We will continue to invest margin in a controlled way to drive transition to volume where we consider it appropriate to do so.

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GRAPHIC  
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**Inspired by hotel chic, Mira Hatch Mosaic is the latest addition to our Marble stone range**

Mira Hatch Mosaic

Galaxy Black Granite

**Operating expenses**

Total operating costs have increased from £873 million to £906 million, an increase of 3.8%. Costs as a percentage of sales were 51.6% compared to 47.8% in the previous period. When adjusted for exceptional items detailed below, operating costs were £877 million (2010: £361 million), equivalent to 50.0% of sales (2010: 47.2% of sales).

The movement in adjusted operating costs is explained by the following key items:

- This line item only exists on a cost basis from the previous financial period, which is a result of saving of approximately £17 million.
- Inflation at an average of approximately 2% has increased our cost base by around £1.8 million.
- The average number of UK stores trading during the financial period was 313 (2010: 310), which would imply a 1.0% increase in store costs, generating approximately £0.7 million of additional costs.
- We have made additional investments in marketing increasing spend by approximately £1.0 million.
- Business performance has been below the level of internal targets which has meant a reduced level of rewards for staff. Employee profit share costs have decreased by £0.3 million.
- The remaining elements of the cost base are broadly flat when compared to the prior year.

During the period, we have incurred several charges which we have categorized as exceptional due to their nature. These charges relate to impairments of plant, property and equipment of £1.1 million (2010: £0.8 million), an inventory charge of £1.3 million (2010: £nil) and an increase in property related provisions of £1.9 million (2010: £0.4 million).

**Operating profit**

Operating profit for the period was £14.0 million (2010: £19.9 million).

Operating profit as a percentage of sales was 8.0% (2010: 10.2%).

When adjusted for the exceptional items detailed on page 1, operating profit was £13.2 million (2010: £21.1 million).

**Other gains and losses**

The net other gains/losses for the year were £1.2 million (2010: £1.0 million), net of disposal of non-current assets.

**Financing**

The net cash interest charge for the year was £4.4 million (2010: £1.8 million), excluding the impact of revaluations of derivative instruments. Whilst the interest charge has fallen compared to the prior period we have only seen limited benefit from the very low interest rates that prevail in the market. This is due to a series of interest rate derivatives we have in place which negate the majority of any impact from interest rate movements.

The interest rate derivatives give rise to a "marked to market" volatility as required by IAS 32.

Financial Fairness Revaluation and Measurement. This revaluation has generated a net value (non-cash) charge of £1.5 million (2010: £2.0 million). Due to the nature of the underlying financial instruments, IAS 32 does not allow hedge accounting to be applied to these losses and hence this charge is being applied directly to the income statement, other than offset against other reserves.

Following the financial period end the Board has decided to close out 50% of the interest rate derivatives. This will have the effect of reducing the Group's annual interest charge moving forwards by approximately £1.25 million at current (LIBOR) rates but will generate a charge of £2.0 million in April 2012.

Net interest expense was £3.1 million (2010: £1.1 million) based on earnings before interest tax, depreciation and the impairment of plant, property and equipment excluding the impact of IAS 39 in finance choices.

**BUSINESS REVIEW**  
CONTINUED

18

Our new and exclusive Matrix brand offers a multitude of colours and tones in classic proportions

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GRAPHIC  
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Our charming range of crackle glaze tiles introduces Vintage Style to our brand, perfect for kitchens and bathrooms

Matrix Red

Chic Craquelé

**Profit before tax**

Reported profit before tax is £27 million (2010: £12.4 million)

Group profit before tax margin was 7.5% (2010: 6.8%)

When adjusted for the exceptional and non-cash items detailed on page 17 the profit before tax is £13.9 million (2010: \$16.3 million)

**Tax**

The effective rate of Corporation Tax for the period was 27.2% (2010: 31.3% (continuing operations))

The effective rate of Corporation Tax has decreased from the basic rate by non-tax deductible expenditure and depreciation on assets not qualifying for capital allowances. This has been offset by a prior year credit referring the release of certain provisions (in relation to known tax risks) as they have been reduced or settled.

**Earnings per share**

Basic earnings per share were 3.04p (2010: 5.37p – continued and discontinued operations)

Diluted earnings per share were 2.97p (2010: 5.26p – continued and discontinued operations)

**Dividend and dividend policy**

Last year we announced the reduction of dividend payments. Although the company has been profitable in this financial period, prudent financial management has enabled the Board to recommend to shareholders a final dividend of 0.6p per share. This will cost £1.1 million. Subject to approval at the Annual General Meeting the dividend will be payable on 31 January 2012 to all shareholders on the register as at 20 December 2011.

**Balance sheet**

**Capital expenditure**

Capital expenditure in the period amounted to £10.8 million (2010: \$4.9 million), an increase of 120%, reflecting the increased level of investment in infrastructure that we highlighted in our previous Annual Report. Capital expenditure includes the cost of 12 new openings, five conversions, three relocations and 12 toilets at a cost of £5.3 million. In addition to this we purchased the freehold on one existing store at a cost of £1.6 million. Other capital expenditure includes the building of a new warehouse facility at a cost of £3.1 million and £0.8 million on new IT systems which will go live in 2012.

At the period end the Group held eight long held or long leasehold sites including those used for warehousing distribution facilities with a total net book value of £12.8 million (2010: six long held or long leasehold valued at \$13.4 million).

**320**

Number of stores  
(53 weeks ended 2 October 2010: 312)

**59.6%**

Gross margin  
(53 weeks ended 2 October 2010: 58.7%)

Microline's simple classic shape offers endless design possibilities from kitchen shabby chic to bathroom simplicity

Bringing this classic brick-shaped ceramic up to date with a vibrant colour palette and metallic finish

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Microline

Metro Glass

**Inventory**

Inventory at the period end was £23.8 million (2010: £21.9 million) representing 123 days turnover (2010: 121 days to rework). We have continued our focus on improving working capital efficiencies and have also successfully implemented energy and cost saving measures. As a result we have realised a reduction in stock holding over the period.

**Capital structure and treasury**

Cash and cash equivalents at the period end were £21 million (2010: £21.9 million) with repayable borrowings of £60.0 million (2010: £91.0 million).

This gives the Group a net debt position of £50.9 million compared to £49.1 million as at 2 October 2010.

**Cash flow**

Cash generated by operations was £10.7 million compared to £19.8 million last period.

**£50.9m**

Net debt  
 (53 weeks ended 2 October 2010: £49.1m)

**123**

Stock days  
 (53 weeks ended 2 October 2010: 121)

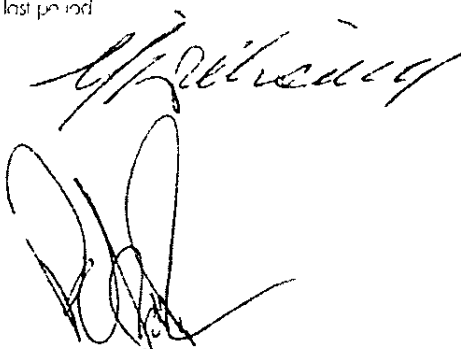
**Matthew Williams**

Chief Executive Officer

**Rob Parker**

Finance Director

28 November 2011



GRAPHIC  
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# Great Service

AT TOPPS TILES WE ARE PROUD OF OUR REPUTATION FOR PROVIDING **EXCELLENT CUSTOMER SERVICE**, THIS ETHOS HAS BEEN PRESENT FROM THE START AND RUNS THROUGHOUT THE CORE OF OUR BUSINESS. NOTHING IS TOO MUCH TROUBLE FOR OUR **KNOWLEDGEABLE WELL TRAINED STAFF**, WE HELP OUR CUSTOMERS EVERY STEP OF THE WAY, FROM INSPIRATIONAL IDEAS FOR THEIR HOMES TO SELECTING THE RIGHT PRODUCTS TO PRODUCE AN **EXCELLENT QUALITY FINISH** – WE EVEN ORGANISE THE FITTING

With over

# 300

retail branches visit a store near you today

Browse and buy online

Our online store is open 24 hours a day – 7 days a week, enabling customers to browse, order samples, visualise tiles on a room set visualiser and purchase securely

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GRAPHIC  
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GRAPHIC  
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Try at home  
sample service

Our sample service allows  
customers to view different  
tiles in their homes so that  
they can check suitability  
prior to purchase

Our free "How to"  
guides offer expert advice

Our free "How to" guide is available  
as a DVD or can be downloaded  
online. It offers expert preparation  
and fixing guides to help those  
customers who want to "have a  
go" themselves and complete their  
tiling or wood flooring project  
like a professional

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# CORPORATE SOCIAL RESPONSIBILITY

22

“WE ARE SO HONOURED THAT TOPPS TILES HAVE CONTINUED TO SUPPORT H4H IN 2011. THEIR SUPPORT SINCE 2008 HAS BEEN INCREDIBLE. THEY ARE ALWAYS ENTHUSIASTIC AND NEVER SEEM TO TIRE OF DOING JUST ABOUT ANYTHING TO RAISE MONEY FOR OUR HEROES! THE MONEY REALLY HAS MADE A HUGE DIFFERENCE AND WE ARE VERY GRATEFUL FOR EVERYTHING THEY HAVE DONE. THEY ARE A PLEASURE TO WORK WITH AND WE ARE LOOKING FORWARD TO SEEING WHAT YOU HAVE PLANNED FOR NEXT YEAR!” **BRYN PARRY** H4H NOVEMBER 2011

Taking responsibility for our impact on society is important to us as a business and we have been developing our Corporate Social Responsibility (CSR) agenda since 2001. Over the past eight years we have evolved a wide range of programmes to ensure we are an active member within the communities we work in, we work in an environmentally conscious manner and we ensure our employees feel supported, developed and engaged.

We are proud of our achievements in this area and focus our attention across three primary areas:

- Community and Charity
- Environment
- Our People

## COMMUNITY AND CHARITY

An important part of being a good neighbour for Topps Tiles is ensuring we are active in the communities local to our stores and places where we work. We have a strong CSR ethic at Topps and this is reflected in the work we do within our community and charity programmes.

In its eighth year, our CSR programme has grown and enhanced over the year providing the framework and impetus for stores to support local activities that are a perfect fit for the values and culture of Topps Tiles.

### Topps in the Community

Mosaic art is fast becoming a growing craft across the UK and Topps is proud to lead the way in promoting and supporting mosaic as both a public art and an educational craft skill for children and adults.

Our mosaic programme is broken down into two key areas:

- supporting the local needs of artists and children in local communities. We provide Topps Tiles Community Volunteers for mosaic materials, to community artists and neighbourhood craft groups and provide expertise and materials to schools, educational workshops and further education centres. Our support assists those individuals and groups to develop their self-esteem, self-ability, educational needs, empowerment, inclusion and communication skills, and
- sponsoring two major competitions designed to showcase the work of novice mosaic artists. Mosaic Mosaic Makers is a primary school competition organised by The British Association for Mosaic Mosaic and encourages children to participate in learning mosaic in community workshops and further education centres. The *Topps Tiles Award for Achievement in Mosaics*.

### Youth football

Sponsorship of youth football is the cornerstone of our community relations programme and an exciting way for us as a business to get involved in the welfare of children in our local communities outdoors on a regular basis.

We are one of the highest supporters of youth football in the UK and whenever we open a new store we encourage them to look for sponsorship opportunities. Our stores are encouraged to build close relationships with teams and not only support them emotionally but also with the equipment needed to ensure they can get active with out worry – kit, footballs and kitbags. We have been so successful in our youth football sponsorship that the kit our stores donate to junior sides is now a quality fit – a most famous sign in the grassroots game! Teams are also encouraged to support our charity partner Help for Heroes.

We currently support over 300 youth teams nationwide and are very proud of this association. All the activity culminates in an annual tournament where teams across the country are invited to come together at the King Power Stadium, Leicester City FC.

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**Award for Achievements in Mosaics 2011  
 winner, Julie Hand**

**Help for Heroes charity bike ride**

**Charity**

During 2008 we adopted 'Help for Heroes' as our Group charity and have taken their cause to our hearts in England. Founded in 2007 the charity funds specialist rehabilitation services for members of the armed forces wounded in hot line conflicts including Afghanistan. Undoubtedly one of Britain's most high-profile charities Help for Heroes enjoys phenomenal support from the British public, as it does with the workforce at Topps Tiles. The last year has seen a phenomenal fundraising drive by our employees with individuals arranging events in their local communities (fun runs, football tournaments etc) as well as participating in companywide fundraisers such as our "Be a Christmas Hero" day.

All the hard work and commitment that our employees put into our partnership was recently recognised at the Help for Heroes Awards ceremony where the Group received an award for "Outstanding Support". With over £100,000 already raised for Help for Heroes, it is a real honour to continue the successful partnership in 2012.

"We are so honoured that Topps Tiles have continued to support H4H in 2011. Their support since 2008 has been incredible. They are always enthusiastic and never seem to tire of doing just about anything to raise money for our heroes! The money really has made a huge difference and we are very grateful for everything they have done. They are a pleasure to work with and we are looking forward to seeing what you have planned for next year!" Bryn Lacey H4H November 2011

**We are one of the biggest supporters of youth football in the UK sponsoring over 300 youth teams nationwide**

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**300+**

Number of football teams we sponsor in the UK

**CORPORATE SOCIAL RESPONSIBILITY**  
CONTINUED

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Help for Heroes charity cake sale

Mega Mosaic Makers competition.

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**ENVIRONMENT**

**Energy**

Energy is a major driver of cost for the business and also forms a significant part of our environmental footprint. Energy efficient technology, including low energy lighting helps to reduce our environmental impact and we continuously review opportunities to adopt more technically or cost efficient fixtures where ever possible.

In 2010 in liaison with the Carbon Trust we commenced a pilot scheme for the replacement of old inefficient lighting installations with new efficient systems at 11 of our sites. This scheme proved successful, achieving our objective of an improvement in environmental performance and significant savings from lower electricity consumption and maintenance costs. In a reduction in our carbon footprint. As a result of this success we have now completed further roll out of this pilot scheme in a number of other locations in the year ahead.

**Waste**

Waste management is an important area for our business and we have a number of initiatives in place to reduce our waste. We have reduced our waste going to landfill by up to 40%. All cardboard and job site generation of the concrete is now recycled and sold on to recycling companies with all waste water crushed into small pieces of sand to be sold on. Using our proactive approach to continuously minimise waste, the plan is to further broaden and increase our commitment by reviewing areas such as polystyrene, metal and concrete waste more closely.

With the continuing need for us to actively manage our stock waste in conjunction with our chosen reuse partners our stores now use Dry Mixed Recycling which means that cardboard, paper, newspapers, plastic films, tins, steel and aluminium cans can all be put into one bin. As well as controlling our costs, we are also reducing our environmental impact by diverting a large amount of our landfill and into established recycling channels.

**Transport**

Topps has taken delivery of a further five Euro 5 Low Emission vehicles during 2011 and have specified manufacturers' telematic systems as standard on these vehicles. This brings in line all of Topps own fleet to a low carbon fleet. Total CO<sub>2</sub> emissions of our own fleet in 2011 was 2,460 tonnes, a reduction of 8% year on year, despite additional activity with new fleet. The success of our fleet is due to this year's further rollout of 2012 Euro 5 cars and a further rollout to better replacement programme with a focus on a highway fleet to reduce miles per gallon equivalent emissions. We already have one of the best fleet CO<sub>2</sub> efficiency and we will consider other options including research into electric vehicles, alternative fuels and other options to continue to improve our fleet. We are also committed to collaborating with other industry stakeholders and industry bodies to maximise our efficiency.

**Supply chain**

We do not intend to source materials from around the globe to reduce our carbon footprint, conditions and human rights are issues we take seriously. To reduce any possible concerns our buyers conduct regular supplier visits and factory tours and also ensure that all contracts for supply of goods include our requirements in relation to each of the above issues. We have a policy on timber products and have adopted the principles and outcome of the Forest Stewardship Council as our benchmark.

**OUR PEOPLE**

Our employees are a central focus for us and we want them to be engaged and motivated. To do so properly we want to ensure that not only do we give our employees an inspiring job but also that we also give our employees an inspiring place to work.

**Employee wellbeing**

We provide an employee helpline service for all employees to have a channel for expressing concerns and seeking advice. Over the last year we have launched a new employee assistance programme, a store manager health plan, employee private health cover and extended our maternity policy to ensure that all employees' wellbeing is fully supported.

**Annual youth football tournament at  
 Leicester City's King Power Stadium**

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GRAPHIC  
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**Supporting The British  
 Association for Modern  
 Mosaics by providing  
 materials to schools  
 for the Mega Mosaic  
 Makers competition**

Our in-house Health and Safety team maintain regular dialogue with self and carry out periodic inspections and assessments to ensure that site minimums are met and removed in our stores, warehouses and offices and to promote effective communication and employee involvement we also operate a Health & Safety Committee which meets on a regular basis and is chaired by our main Board Director.

**Communication and engagement**

Communication with our employees is vital and we have initiatives in place to ensure regular and effective dialogue with staff. We have introduced a three year communication and engagement plan to support the business plan for the future.

- We have a number of existing communication channels including a newly designed internal magazine and a weekly stores bulletin. We also have an intranet which is being redesigned and which we expect to play an increasingly important part in our communication plans as we move forward. As part of our communication commitment we have conducted a series of management road shows, taking over 40% of our senior managers through our strategic plans for the next five years and ensuring all employees understand and agree our objectives.
- This year we have launched a project to ensure that we are a 'best place to work' for our staff. We have commissioned the first full employee engagement survey. These initiatives will help to create a framework for employee's participation in a two way engagement process with those that will drive decision making within the Group.
- We are developing our internal employee brand in a drive to attract and retain the talent needed to support our growth plans. We actively encourage our staff to apply for internal vacancies and promotions.
- Rewarding our employees for all their hard work is part of the Topps ethos and every employee has the opportunity to enhance their basic pay through additional performance related incentives. This year has also seen us review and enhance our compliance reward programme to ensure we are competitive and recognise all our employees for their hard work and loyalty.

**Employee development**

As a corporation we actively encourage employee development. We have a strong culture and history of providing and developing opportunities within the organisation and this is important to us because employees fulfil their potential whilst they are working with us.

- 2011 has seen over 300 of our retail employees gain Level Two Qualifications in Retail Skills and 45 employees have begun studying for their Level Three Qualification.
- This year has also seen the launch of the Topps Tiles Young Apprenticeship programme. We have 12 young men and women working with us across the UK and it is our intention to nurture, develop and grow over the coming years.

In April 2011 the Group retained its Investors in People award for a further three years.

Topps Tiles is pleased to be a constituent member of the FTSE4Good UK Index.

Our full policy can be found on our website at [www.toppstiles.co.uk](http://www.toppstiles.co.uk) in the interests section under corporate responsibility.

**DIRECTORS**

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**Rt. Hon. Michael Jack  
Privy Councillor**

Non-Executive Chairman (aged 65)

Member of Audit Committee

Chairman of Nominations Committee

Member of Remuneration Committee

in business (Michael's management experience came from P&G, Marks & Spencers and a part of Northern Foods). His career as an MP concluded in 2010 after 23 years during which he served as a Minister in four Departments including the Treasury as Financial Secretary.

Additionally he chaired the LRA Select Committee. Now he chairs the recently formed Office of Tax Simplification. He joined Topps Tiles Board in 1996.

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**Matthew Williams**

Chief Executive Officer (aged 57)

Matt joined the Company in 1998 after completing his Chartered Surveyors exams and took up the role of Property Director. In 2004 he was promoted to Chief Operating Officer and on 1 April 2006 joined the Board. In 2007 he was promoted to Chief Executive Officer.

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**Robert Parker**

Finance Director (aged 39)

Company Secretary

Secretary of Audit Committee

Rob joined Topps Tiles in 2007 as Finance Director. Rob's previous role before joining the Group was Director of Finance & IT for Sainsbury's Health & Beauty Ltd. Prior to that Rob was with the Boots Group for over 10 years, including five years with the international side of the business ultimately as Director of Finance for Boots Retail International.

He is responsible for the accounting, financial control, treasury and administration and Group secretarial matters.

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**Nicholas Ounstead**

Marketing Director (aged 51)

Health & Safety Committee Chairman

Nicholas joined Topps Tiles in April 1997. Prior to this he was Marketing Director at Bellegrave Ceramics Plc, which is a major supplier to DIY chains and independent retailers. In September 2001 he was appointed Chief Marketing Officer and promoted to Chief Executive Officer from 2002 to 2007.

Nicholas is also Chairman of the Health and Safety Committee.

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**Alan White**

Non-Executive Director (aged 56)

Chairman of Audit Committee

Member of Nominations Committee

Chairman of the Remuneration Committee

Alan is the Chief Executive of NI Brown Group plc. In role he was appointed in 2002. He qualified as a chartered accountant with Arthur Andersen and has been Group Finance Director for Sharp Electronics (UK) NI Brown Group plc and Linkwood's UK. He joined the Board of Topps Tiles in April 2006.

## DIRECTORS AND ADVISORS

### Directors

The Rt Hon J M Jack, Privy Counsellor  
Non-Executive Chairman

M T M Williams  
Chief Executive Officer

R Parker A C  
Finance Director

N D Ounsley  
Marketing Director

A Whitehead  
Non-Executive Director

### Secretary

P Parker ACMA

### Registered number

3213782

### Registered office

1001 Acrey  
Cotton Park  
Exchbury  
Leeds LS18 7SU

### Auditor

Deloitte LLP  
Manchester  
United Kingdom

### Bankers

HSBC Bank Plc  
36 Queen Street  
Cardiff  
CF10 2PS

### Registrars

Capita IRG Plc  
Esplanade House  
24 Beckenham Road  
Beckenham  
Kent  
BR3 4TU

### Solicitors

Beachcroft LLP  
St Ann's House  
St Ann Street  
Manchester

Sinclair Abson Smith Lawyers  
19 Market Place  
Stockport  
SK1 1HA

### Brokers

Peel Hunt  
Maor House  
120 London Wall  
London  
EC2Y 5ET

## DIRECTORS' REPORT

# 28

The Directors present their Annual Report on the affairs of the Group together with the Financial Statements and Auditor's Report for the 52 week period ended 31 October 2011. This Corporate Governance Statement set out on pages 31 to 52 forms part of this report.

### Principal activity

The principal activity of the Group comprises the retail and wholesale distribution of ceramic tiles, wall and floor covering and related products.

### Business Review

This summary, being the listed entity tops Tiles Plc, is required by the Financial Reporting Council in this report to provide an overview of the business of the Group during the financial period ended 31 October 2011 and of the position of the Group at the end of the financial period. The Company is also required to set out a description of the principal risks and uncertainties facing the Group.

The information that fulfils the requirements of the enhanced business review can be found within the Chairmen's statement on page 3, the CEO's statement on page 5, the strategy summary on page 2, the Business Review on pages 10 to 19 and the Corporate and Social Responsibility statement on pages 22 to 25, which are incorporated in this report by reference.

The Directors monitor a number of financial and non-financial key performance indicators (KPIs) for the Group and by store and these are outlined on pages 11 and 12.

### Results and dividends

The audited financial statements for the 52 week period ended 31 October 2011 are set out on pages 38 to 43. The Group's profit for the period from continuing operations after taxation was £5,714,000 (2010: £8,472,000).

During the interim period a dividend of 0.50 pence per share was declared and paid (2010: no interim dividend was paid).

Following careful consideration and further discussions with the Chairmen's statement of this report the Board is recommending the payment of a final dividend of 0.6 pence per share totalling £1,130,195 (2010: 0.5 pence per share totalling £862,425).

### Directors

The Directors of the Company who served throughout the year and those first executives noted were as follows:

B.C. Beser	Non-Executive Chairman (resigned on 17 May 2011)
M.I.M. Williams	Chief Executive Officer
R. Parker	Finance Director
N.D. Ounsted	Marketing Director
J.M. Jack	Senior Independent Non-Executive Director and appointed as Non-Executive Chairman on 17 May 2011
A. White	Non-Executive Director

In line with the updated Code of Corporate Governance all Directors will be subject to annual re-election from the next Annual General Meeting.

The Company's business is overseen and directed by the following officers holding office during the period: 27/05/2010.

The Directors' interests in the shares of the Company are set out on page 46.

Details of Director share options are provided in the Directors' Remuneration Report on page 49.

### Share capital

Details of the Company's authorised and issued share capital together with details of the movements in the Company's issued share capital during the period, are shown in note 20 to the Financial Statements.

The Company has one class of ordinary shares in issue which carry no right to fixed income. Each share carries the right to one vote at general meetings of the Company.

There are no specific restrictions on the sale of a holding nor on the transfer of shares which are both governed by the general provisions of the Articles of Association and prevailing legislation. The Directors are not aware of any agreements between holders of the Company's shares that may result in restrictions on the transfer of securities or on voting rights.

No person has any special rights of control over the Company's share capital and all issued shares are fully paid with the exception of the 127,000 shares issued to the Tops Employee Benefit Trust.

### Change of Control – Significant Agreements

The Group is party to significant agreements including commercial contracts, financial and property agreements and employees' agreements which contain certain termination and other rights for the counterparties upon a change of control of the Company. Should the counterparties choose to exercise their rights under the agreements on a change of control such agreements would need to be renegotiated. None of these are considered to be significant in terms of the likely impact on the business of the Group as a whole. There are no agreements between any Group company and any of its employees or any Director of the Company which provides for compensation to be paid to the employee or Director in termination of employment or for loss of office as a consequence of a takeover of the Company, other than provisions that would apply on any termination of employment.

**Supplier payment policy**

The Groups policy is to negotiate terms of payment with suppliers at an agreeing the terms of each transaction, ensuring that suppliers are made aware of the terms of payment and that both parties abide by those terms.

The effect of the Groups negotiated payment policy is that trade payables at the period end represent 38 days purchases (2010: 41 days). Trade receivable days is calculated by dividing the trade and other receivables credit at the aggregate net cost of sales and relevant non-stock expenditure multiplied by 365.

**Charitable and political contributions**

During the period the Group were not a charitable or not-for-profit organisation. The Group made no political contributions (2010: £nil). The Group will continue to support the following charities: [www.topps-tiles.com/charity](#)

**Substantial shareholdings**

In addition to the Directors shareholdings stated on page 36 on 22 November 2011, the Company had been notified in accordance with Chapter 5 of the Disclosure and Transparency Rules or under section 292 of the Companies Act 2006 of the following interests in 3% or more of its issued share capital:

	Number	% held
Barrat Beske	22,629,957	17.2%
Abel Smith	20,822,889	11.1%
Stuart Williams	20,553,930	10.9%
AXA Investment Managers	17,552,253	9.1%
Swire	9,097,703	4.8%
Finstone	8,982,376	4.8%
Alliott	8,930,111	4.8%
Piper & Mercantile	8,344,994	4.1%

**Disabled employees**

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Group continues and that appropriate training is arranged. It is the policy of the Group that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

**Employee consultation**

The Group places considerable value on the involvement of its employees and has continued to keep them informed on matters affecting their employees and on the various initiatives affecting the well-being of the Group. This is done by the regular formal and informal meetings and the Company magazine. Employee representative bodies are consulted regularly on a wide range of matters affecting their current and future interests.

**Financial risk management, objectives and policies**

The Group is exposed to currency, interest rate, commodity, credit and credit risk. Information regarding such financial risks is detailed in notes 17, 18, 19, 20 and 21. The Groups risk management policies and procedures are also described in the Business Review on pages 10 to 19.

**Share option schemes**

The Directors recognise the importance of motivating employees and believe that one of the most effective incentives is increased employee participation in the Company, through share ownership.

This has been achieved through the introduction of a number of employee share ownership schemes, approved and unapproved share option schemes, since the flotation in 1997.

The total number of options held by employees (including Directors) is 6,229,563 (2010: 5,571,746).

As described in note 22, employees share purchase schemes are open to all staff and provide for a purchase price equal to the daily average market price in the last 30 days, plus 20%. The schemes can be purchased during periods, such as periods which end in the period ended 31 October 2011, all between 27 June 2010 and 24 January 2011, and on the average price plus 20%.

Details of Directors share options are provided in the Directors' Remuneration Report on page 45.

**Information given to the auditor**

Each of the Directors at the date of approval of this annual report confirms that:

- So far as the Director is aware, there is no relevant audit information of which the Company's auditor is unaware, and
- The Director has taken all the steps that he ought to have taken as a Director in order to make himself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of section 418 of the Companies Act 2006.

**Auditor**

A resolution to reappoint Deloitte LLP as the Company's auditors will be proposed at the 2012 Annual General Meeting.

## DIRECTORS' REPORT CONTINUED

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### Directors' Responsibilities statement

The Directors are responsible for preparing the Annual Report, Directors' Remuneration Report and the Financial Statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors are required to prepare the Group Financial Statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union and Article 4 of the IAS Regulation and have elected to prepare the parent Company Financial Statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the Directors must not approve the accounts unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for the period.

In preparing the parent Company Financial Statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently
- make judgements and accounting estimates that are reasonable and prudent
- state whether applicable UK Accounting Standards have been followed, subject to any material exceptions disclosed and explain them in the Financial Statements, and
- prepare the financial statements on the going concern basis unless it is imprudent to presume that the Company will continue in business.

In preparing the Group Financial Statements, International Accounting Standards require the Directors:

- properly select and apply accounting policies
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information
- provide additional disclosures when compliance with the specific requirements in IFRSs are insufficient to enable users to understand the impact of particular transactions, other events and conditions on the entity's financial position and financial performance, and
- make an assessment of the Company's ability to continue as a going concern.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the Financial Statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention or detection of fraud and other irregularities.

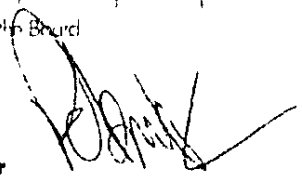
The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### Responsibility statement

We confirm that to the best of our knowledge:

- the Financial Statements, prepared in accordance with the relevant financial reporting framework, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company and the undertakings included in the consolidation taken as a whole, and
- the management report, which is incorporated into the Directors' Report, includes a fair review of the development and performance of the business and the position of the Company and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that it faces.

by order of the Board



**R Parker**

Director and Company Secretary

28 November 2011

# CORPORATE GOVERNANCE STATEMENT

Rt Hon. Michael Jack (Chairman of the Board)

Dear shareholder

The Company is committed to the principles of corporate governance contained in the 2010 UK Corporate Governance Code issued by the Financial Reporting Council (the "Code") for which the Board is accountable to shareholders.

### Statement of compliance with the Code

The Company has complied throughout the period with the provisions of the Code except as provided below. The Board does not currently undertake formal appraisal of its own performance and the list of its committees on the basis that it transfers an effective rolling programme of review appropriate.

The Company complies with all other provisions of the Code.

In addition, the Company recognises the need to increase the number of independent Non-Executive Directors on the Board and to assess it. Identify and appoint two suitable candidates is well advanced. The Company hopes to be in a position to make a further announcement on these appointments early in 2012.

The Board of Directors comprises five members, of which two are considered independent including the Company's Non-Executive Chairman Rt Hon. Michael Jack. The Senior Independent Non-Executive Director is Alan White, who also chairs the Audit Committee and Remuneration Committee. Brief biographical details of all Directors are given on page 26. The Board meets at least ten times a year. Certain defined issues are reserved for the Board including approval of Financial Statements and circulars, annual budgets, strategy, Directors' appointments, internal control and risk management, corporate governance, key external and internal appointments and pensions and employee incentives.

In addition to the Board, the Directors supervise the operations of the management of the Company, including the Group's overall financial and operational performance, and the Company's environmental, social and ethical issues.

All Directors are also members of the Company's independent professional advisers, the accountants, the Company's All Director's have access to the Company Secretary and they may also discuss with the Board's Independent Financial Advisers.

In line with the updated UK Corporate Governance Code all Directors will be subject to annual re-election from the next Annual General Meeting. Directors are elected at the first AGM after appointment. All Non-Executive Directors have written letters of appointment. The Board acknowledges the Code's position with respect to the potential loss of independence for any Non-Executive Director who has served for nine years or more. Although the Rt Hon. Michael Jack has exceeded this term the Board regards him to be independent and considers his broad based commercial experience and extensive business specific knowledge to be extremely beneficial.

The Board considers that the Rt Hon. Michael Jack and Alan White are independent for the purposes of the Code. The terms and conditions for the appointment of Non-Executive Directors are available for inspection on request.

The Board will review the independence of Non-Executive Directors on an ongoing basis.

The Board operates three committees. These are the Nomination Committee, the Remuneration Committee and the Audit Committee. All of these committees meet regularly and their formal written terms of reference which are available for inspection on request.

### Attendance at Board/Committee meetings

The following table shows the number of Board and Committee meetings held during the 52 week period ended 1 October 2011 and the attendance record of the individual Directors.

	Board of Directors	Audit Committee	Remuneration Committee	Nomination Committee
Number of meetings	13	2	3	2
B.F.J. Esire (elected 17 May 2011)	8	1	1	1
M.A. Williams	13	2	N/A	N/A
N.D. Ounsted	13	2	N/A	N/A
S. Fricker	13	2	N/A	N/A
M.A. Jack	13	2	3	2
A. White	13	2	3	2

## CORPORATE GOVERNANCE STATEMENT CONTINUED

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### Statement about applying the principles of the Code

The Company has applied the principles of the UK Corporate Governance Code as reported above. Further explanation of how the principles of the Code have been applied in connection with Directors' remuneration is set out in the remuneration report.

### Audit Committee

The Audit Committee consists of the Non Executive Directors. The Chairman is Alan White and its members include Rt Hon. Michael Jack. The qualifications of the Audit Committee members are detailed on page 76.

The Audit Committee considers the nature and scope of the audit process (both internal and external) and its effectiveness. The Committee reviews and approves the internal audit programme, meets with the external auditor and considers the Annual and Interim Financial Statements before submission to the Board. The Committee reviews the arrangements by which staff may in confidence raise concerns about possible improprieties in matters of financial reporting or other matters. The Committee also reviews the Group's system of internal control and reports its findings twice a year to the Board. The Committee meets with the external auditor and the rest of the Board attend at the invitation of the Audit Committee Chairman.

Part of the role of the Audit Committee is to review the independence of the Company's auditors. The Company's external auditor for Deloitte LLP ("Deloitte") have provided non-audit services to the Company in the form of tax advice. The Audit Committee is satisfied that Deloitte LLP has adopted policies and safeguards in place to ensure that audit objectivity and independence is maintained. The Audit Committee is aware that providing audit and non-audit services could lead to a perceived conflict of interest. The level of fees paid to Deloitte LLP for non-audit services has been considered by the Audit Committee and is not perceived to be in conflict with auditor independence. In order to ensure the continued independence and objectivity of the external auditor, there is one established policy regarding the provision of non-audit services. The Audit Committee has concluded that the auditor, Deloitte, is independent.

Deloitte has been an auditor of the Group since September 2003. The current audit partners firm period is signing partner is the current period ended 31 October 2011. The Audit Committee considers the work of Deloitte and their independence in deciding whether an audit tender is required and if this audit in time is satisfied by the work of Deloitte and their independence, and so has proposed their re-appointment.

### Nomination Committee

The Nomination Committee is chaired by the Rt Hon. Michael Jack. The other member is Alan White. The formal terms of reference for this Committee require it to make recommendations to the Board on appointments of Directors and other senior executive staff.

Appointments to the Board are made on merit, against objective criteria. Efforts are made to ensure the skills and experience required. Where appropriate, the use of external consultants is utilised.

### Dialogue with institutional shareholders

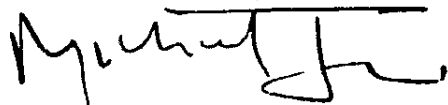
The Directors seek to build an annual understanding of objectives between the Company and its institutional shareholders by making annual presentations and communicating regularly throughout the year. The Company also posts financial information on its website [www.topps-tiles.com](http://www.topps-tiles.com).

### Maintenance of a sound system of internal control

The Board has applied Principle C2 of the Code by establishing a continuous process for identifying, evaluating and managing the significant risks to the Group. The Board regularly reviews the process, which is based on in place from the start of the period to the date of the approval of this report and which is in accordance with the revised guidance on internal control published in October 2005 (The Turnbull Guidance). The Board is responsible for the Group's system of internal control and for reviewing its effectiveness. Such a system is designed to manage rather than eliminate the risk of failure to achieve business objectives and can only provide reasonable, not absolute, assurance against material misstatement or loss.

In compliance with Provision C2.1 of the Code, the Board has annually reviewed the effectiveness of the Group's system of internal control. The Board's monitoring covers all controls, including financial, operational and compliance controls and risk management. It is based principally on reviewing reports from management to consider whether significant risks are identified, evaluated, managed and controlled and whether any significant weaknesses are promptly remediated and indicate a need to improve performance. The Board has also performed a specific assessment for the purposes of the Annual Report. This assessment considers all significant aspects of internal control arising during the period covered by the report including the work of internal audit. The Audit Committee assists the Board in discharging its review responsibilities.

During the course of its review of the system of internal control, the Board has not identified nor been advised of any failing, or weaknesses which it has determined to be significant. Therefore a confirmation in respect of necessary actions has not been considered necessary.



**Rt. Hon. Michael Jack**

Chairman of the Board

28 November 2011

# REMUNERATION REPORT

## Introduction

This report has been prepared in accordance with Schedule 8 of the Accounting Regulations under the Companies Act 2006. The report also meets the relevant requirements of the Listing Rules of the Financial Services Authority and explains how the Board has applied the principles relating to the Directors' remuneration in the Code. As required by the Act, a resolution to approve this report will be proposed at the Annual General Meeting of the Company at which the Financial Statements will be approved.

The Act requires the auditor to report to the Company's members on certain parts of the Directors' Remuneration Report and to state whether in their opinion those parts of the report have been properly prepared in accordance with the Accounting Regulations. The report has therefore been divided into separate sections on the audited and unaudited information.

## UNAUDITED INFORMATION

### Remuneration Committee

The Company has a Remuneration Committee (the Committee) which is constituted in accordance with the recommendations of the Code. The members of the Committee are the Rt Hon. Michael Jackson and Alan White. The Committee is chaired by Alan White and has a standing brief during the financial period to discuss the remuneration of the senior management team and the Non-Executive Directors. None of the Committee has any personal financial interest (other than as shareholders), conflicts of interest arising from cross directorships or day-to-day involvement in running the business. The Committee makes recommendations to the Board on the individual remuneration packages of each Executive Director. No Director plays a part in any discussion about his own remuneration. The terms of reference for the Committee are available on written request from the Company Secretary.

During the financial period the main areas reviewed by the Committee have been the current annual pay awards to the Executive Directors and the remuneration of our subsidiary executives and senior sales and marketing.

### Remuneration policy

Executive remuneration packages are primarily designed to attract, motivate and retain Directors of the high calibre needed to maintain the Group's position as a market leader and to reward them for creating value to shareholders. The primary performance measurement of the Executive Directors and key members of senior management and the determination of their annual remuneration packages are undertaken by the Committee. The remuneration of the Non-Executive Directors is determined by the Board within limits set out in the Articles of Association.

There are four main elements to the remuneration package for Executive Directors:

- basic annual salary and benefits
- annual cash based bonus payments
- deferred share based long term incentives and
- pension arrangements

### Basic salary

The Executive Directors' basic salary is reviewed and determined by the Committee prior to the beginning of each financial period and when an individual changes position or is promoted. In carrying out its duties, the Committee considers the Group as a whole, including levels of remuneration appropriate to other employees in the Group and relevant objectives as set out in the Group's strategy. Information on a range of other Group or company performance measures is available to the public. In line with the general pay award for all staff, basic salaries for 2011 were increased by 2.5% effective from that date, in consideration of annual inflation. Executive Directors' periods of service which include details of remuneration will be available for inspection at the Annual General Meeting. Executive Directors' pay and the employment conditions of the Group are taken into account when determining the Directors' remuneration for the financial period. In addition to basic salary, the Executive Directors receive certain benefits in kind, principally a car and private medical insurance.

### Annual bonus payments

A discretionary annual cash bonus scheme represents the short-term incentive element of the overall remuneration package for Mr Williams, Mr Parker and Mr Ounsieck. The Committee establishes the objectives that must be met in the financial period if a cash bonus is to be paid. The maximum bonus payable in the period was 125% of basic salary based on Group performance against budgeted EBITDA. For the period ending 31 October 2011, the performance criteria were not met and no bonus payments were due.

### Deferred bonus long-term incentive plan

At the AGM in January 2010, the new deferred bonus long-term incentive plan was approved by shareholders. Under this long-term incentive plan 25% of the annual bonus in total (as determined by the terms of the performance objectives) will be awarded in shares (or cash equivalents) that vest at the end of two years, subject to the achievement of performance conditions. The vesting conditions apply to the share-based EBITDA earnings growth measured over the two-year period. For the period ended 31 October 2011, the performance objectives were not met and no bonus payment was due. The bonus structure will remain in force for the coming financial period.

### Pension arrangements

Mr Bostar, Mr Ounsieck and Mr Parker received contributions into their own personal pension schemes as disclosed in the table on page 35.

**REMUNERATION REPORT**  
CONTINUED

**DIRECTORS' CONTRACTS**

**Executive Directors**

It is the Company's policy that Executive Directors are offered permanent contracts of employment with a term of six to twelve months' notice period. Under an event of contract termination any severance payment would be subject to negotiation but would be with regard to length of service and the prevailing notice period.

**Non-Executive Directors**

Non-Executive Directors have specific terms of engagement and their remuneration is determined by the Board within the limits set by the Articles of Association and based on independent surveys of fees paid to Non-Executive Directors of similar companies. The basic fee paid to each Non-Executive Director in the period was £34,000 (2010: £34,000). In addition to the basic fee there is an additional allowance paid to the Senior Independent Non-Executive Director of £3,000 (2010: £2,000). With respect to the subcommittees of the Board there is a fee paid for the additional role of subcommittee Chairman of £3,000 (2010: £nil), and £2,000 for being a member of each sub-committee (2010: £nil). It is the Company's policy that Non-Executive Directors should have contracts with an indefinite term providing for a maximum of six months' notice. Independent Non-Executive Directors cannot participate in any of the Company's share option schemes and are not eligible to join the Company's pension scheme.

The role of Chairman is also non-executive, with an indefinite term contract and a maximum six months' notice. During the period we announced a change in Chairman. The outgoing Chairman, Barry Bester, retired from the Board on 17 May 2011 and his contract entitled him to six months' notice from that date. The total remuneration received by Mr Bester for the period was £131,000 (2010: £115,000) including a contribution to the Company pension scheme of £6,000 (2010: £6,000). Mr Bester also participated in the 2009 Senior Executive Incentive Scheme (EIS) from 17 May 2011. The Retirement Annual Incentive Scheme (RAIS) role of Chairman, which was renewed until its termination for the period of £60,000 (2010: £27,000).

The details of the Non-Executive Directors' contracts are summarised in the table below.

Name of Director	Date of contract or letter of appointment	Unexpired term	Notice period
JM Jack	26 January 1999	N/A	6 months
A White	1 April 2008	N/A	6 months

**Performance graph**

The following graph shows the Company's performance, measured by total shareholder return ("TSR"), compared with the performance of the FTSE 250 index, also measured on TSR. The index chosen for the comparison demonstrates the Group's TSR in comparison to the average for FTSE 250 companies.

The FTSE 250 index is considered a relevant comparator for the business.

GRAPHIC  
REMOVED

AUDITED INFORMATION

**Aggregate Directors' remuneration**

The total amounts for Directors' remuneration are as follows:

	2011 £'000	2010 £'000
Emoluments	1,013	1,219
Money purchase pension contributions	23	26
Share based payments	-	92
Amounts receivable under long-term incentive schemes	66	79
	<b>1,102</b>	<b>1,416</b>

**Directors' emoluments**

Name of Director	Fees £'000	Basic salary £'000	Vehicle allowance £'000	Benefits in kind £'000	Money purchase pension contributions £'000	Bonus £'000	2011 £'000	2010* £'000
MTM Williams	-	359	24	1	-	-	384	515
N D Ounstead	-	205	21	1	8	8	243	285
R Parker	-	205	21	1	9	-	236	338
<b>Non-Executive Directors</b>								
B F J Bester (resigned 17 May 2011)	-	123	-	2	6	-	131	115
J M Jack	-	66	-	-	-	-	66	37
A White	17	25	-	-	-	-	42	34
	<b>17</b>	<b>983</b>	<b>66</b>	<b>5</b>	<b>23</b>	<b>8</b>	<b>1,102</b>	<b>1,324</b>

\*N Ounstead received a bonus relating to an outstanding award from the previous financial period

\*\*2010 comparatives have been restated to exclude share payments to aid comparison with 2011 remuneration

**Directors' share options**

Share options held by the Directors relate to the 2009 and 2011 Save As You Earn schemes which were eligible to all employees. No options have been exercised in the period.

Name of Director	Scheme	2 Oct 2010	Acquired	1 Oct 2011	Exercise price	Date from which exercisable	Expiry date
N D Ounstead	Save As You Earn April 2009	26,836	-	26,836	£0.165	1 Apr '12	1 Oct '12
R Parker	Save As You Earn April 2009	44,727	-	44,727	£0.165	1 Apr '14	1 Oct '14
	Save As You Earn April 2011	-	5,625	5,625	£0.64	1 Apr '14	1 Oct '14
MTM Williams	Save As You Earn April 2009	26,836	-	26,836	£0.165	1 Apr '12	1 Oct '12
	Save As You Earn April 2011	-	5,625	5,625	£0.64	1 Apr '14	1 Oct '14

Share options held by the Directors that expired during the year are as follows:

Name of Director	Scheme	2 Oct 2010	Acquired	1 Oct 2011	Exercise price	Date from which exercisable	Expiry date
B F J Bester	Save As You Earn April 2009	26,836	-	26,836	£0.165	1 Apr '12	1 Oct '12

The market price of the ordinary shares at 30 September 2011 was 340p and the high/low during the period was 260p to 850p.

## REMUNERATION REPORT CONTINUED

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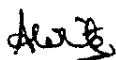
### Directors' interests

The Directors hold the following interests in the shares of the Company at the reporting date (all interests include solely ordinary shares)

	2011 No of ordinary shares of 3.33p each	2010 No of ordinary shares of 3.33p each
M.T.M. Williams	567,000	600,000
N.D. Ounstead	447,750	477,750
R. Parker	72,500	72,500
J.M. Jack	74,250	44,250
A. White	41,499	41,499

### Approval

This report was approved by the Board of Directors on 23 November 2011 and signed on its behalf by



**Alan White**

Chairman of Remuneration Committee

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOPPS TILES PLC

We have audited the Group financial statements of Topps Tiles Plc for the 52 week period ended 1 October 2011 which comprise the consolidated statement of financial performance, the consolidated statement of comprehensive income, the consolidated statement of financial position, the consolidated statement of changes in equity, the consolidated cash flow statement and the related notes 1 to 34. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union.

This report is made solely to the company's members as a body in accordance with chapter 3 of part 16 of the Companies Act 2006. Our audit work has been undertaken on the basis that the company's members (those members who are required to receive an auditor's report) are not acting for any other purpose. To the fullest extent permitted by law we do not accept or assume responsibility to anyone other than the company and those members as a body in accordance with the provisions of the Companies Act 2006.

### Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement, the Directors are responsible for the preparation of the Group financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the Group financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the Group's circumstances and have been consistently applied and adequately disclosed, the reasonableness of estimates and accounting treatments made by the Directors and the overall presentation of the financial statements. In addition we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### Opinion on financial statements

In our opinion the group financial statements:

- give a true and fair view of the state of the Group's affairs as at 1 October 2011 and of its profit for the 52 week period then ended
- have been properly prepared in accordance with IFRSs as adopted by the European Union, and
- have been prepared in accordance with the requirements of the Companies Act 2006 and Article 4 of the IAS Regulation

### Separate opinion in relation to IFRSs as issued by the IASB

As explained in note 2 to the Group financial statements, the Group in addition to complying with its legal obligation to apply IFRSs as adopted by the European Union, has also applied IFRSs as issued by the International Accounting Standards Board (IASB).

In our opinion the Group financial statements comply with IFRSs as issued by the IASB.

### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report to the members of the Company in which the financial statements are prepared is consistent with the Group financial statements.

### Matters on which we are required to report by exception

We have nothing to report in respect of the following:

Under the Companies Act 2006 we are required to report to you if in our opinion:

- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit.

Under the Listing Rules we are required to review:

- the directors' statement contained within the Business Review in relation to going concern
- the part of the Corporate Governance Statement relating to the Company's compliance with the nine provisions of the UK Corporate Governance Code specified in our view, and
- certain elements of the report to shareholders by the Board on Directors' remuneration.

### Other matter

We have reported separately on the parent company financial statements of Topps Tiles UK for the period ended 1 October 2011 and on the information in the Directors' Remuneration Report that is described as having been audited.



**Timothy Edge (Senior Statutory Auditor)  
 for and on behalf of Deloitte LLP**

Chartered Accountants and Statutory Auditor  
 Manchester, United Kingdom

28 November 2011

## CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE

For the 52 weeks ended 1 October 2011

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	Notes	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>Group revenue - continuing operations</b>	3,4	<b>175,525</b>	182,406
Cost of sales		(70,904)	(75,254)
Gross profit		<b>104,621</b>	107,152
Employee profit sharing		(6,638)	(6,902)
Distribution costs		(65,883)	(64,492)
Other operating expenses		(6,393)	(5,452)
Administrative costs		(6,624)	(7,044)
Sales and marketing costs		(5,103)	(3,385)
<b>Group operating profit before exceptional items</b>		<b>18,174</b>	21,093
Impairment of plant, property and equipment	5	(1,051)	(815)
Write off of display inventories	5	(1,281)	-
Property related provisions	5	(1,862)	(401)
<b>Group operating profit</b>	4	<b>13,980</b>	19,877
Other gains	4,8	-	100
Investment revenue	4,9	<b>356</b>	453
Finance costs	4,9	(4,798)	(5,275)
Fair value loss on interest rate derivatives	4,9	(1,630)	(2,780)
<b>Profit before taxation</b>	4,6	<b>7,908</b>	12,375
Taxation	4,10	(2,194)	(3,903)
<b>Profit for the period from continuing operations</b>		<b>5,714</b>	8,472
<b>Discontinued operations</b>			
Profit for the period from discontinued operations	11	-	1,502
<b>Profit for the period attributable to equity holders of the Company</b>	30	<b>5,714</b>	9,974
<b>Earnings per ordinary share</b>	13		
<b>From continuing operations</b>			
- basic		<b>3.04p</b>	4.56p
- diluted		<b>2.97p</b>	4.46p
<b>From continuing and discontinued operations</b>			
- basic		<b>3.04p</b>	5.3/p
- diluted		<b>2.97p</b>	5.26p

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the 52 weeks ended 1 October 2011

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
Profit for the period	<b>5,714</b>	9,974
Total comprehensive income for the period attributable to equity holders of the parent Company	<b>5,714</b>	9,974

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 1 October 2011

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	Notes	52 weeks ended 1 October 2011 £'000	53 weeks ended 7 October 2010 £'000
<b>Non-current assets</b>			
Goodwill	14	245	245
Property, plant and equipment	15	37,221	31,639
		<b>37,466</b>	<b>31,884</b>
<b>Current assets</b>			
Inventories		23,800	24,874
Trade and other receivables	17	7,261	7,594
Deferred tax asset	22	595	-
Cash and cash equivalents	18	9,088	41,879
		<b>40,744</b>	<b>74,347</b>
<b>Total assets</b>		<b>78,210</b>	<b>106,231</b>
<b>Current liabilities</b>			
Trade and other payables	19	(24,105)	(25,588)
Derivative financial instruments	21	(12,186)	(10,557)
Bank loans	20	-	(7,250)
Current tax liabilities		(5,537)	(6,181)
Provisions	22	(1,075)	-
		<b>(42,903)</b>	<b>(49,576)</b>
<b>Net current (liabilities)/assets</b>		<b>(2,159)</b>	<b>24,771</b>
<b>Non-current liabilities</b>			
Bank loans	20	(59,289)	(83,466)
Deferred tax liabilities	22	-	(422)
Provisions	22	(1,480)	(1,297)
		<b>(103,672)</b>	<b>(134,761)</b>
<b>Total liabilities</b>		<b>(103,672)</b>	<b>(134,761)</b>
<b>Net liabilities</b>			
		<b>(25,462)</b>	<b>(28,530)</b>
<b>Equity</b>			
Share capital	23	6,279	6,273
Share premium	24	1,022	1,001
Own shares	25	(4)	-
Merger reserve	26	(399)	(399)
Share based payment reserve	27	543	367
Capital redemption reserve	28	20,359	20,359
Retained earnings	30	(53,262)	(56,131)
<b>Total deficit attributable to equity holders of the parent</b>		<b>(25,462)</b>	<b>(28,530)</b>

The accompanying notes are an integral part of these financial statements.

The financial statements of Topps Tiles Plc (registered number 3213782) on pages 38 to 59 were approved by the Board of Directors and authorised for issue on 28 November 2011. They were signed in this behalf as

  
**M.T.M Williams**  
 Director

  
**R. Parker**  
 Director

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the 52 weeks ended 1 October 2011

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Equity attributable to equity holders of the parent									
	Share capital £'000	Share premium £'000	Own shares £'000	Merger reserve £'000	Share-based payment reserve £'000	Capital redemption reserve £'000	Foreign exchange reserve £'000	Retained earnings £'000	Total equity £'000
Balance at 26 September 2009	5,703	1,001	-	240	240	20,359	336	(81,161)	(53,282)
Profit and total comprehensive income for the period	-	-	-	-	-	-	-	9,974	9,974
Shares issued in respect of placing and open offer	570	14,296	-	-	-	-	-	-	14,866
Transfer to retained earnings	-	(14,296)	-	-	-	-	-	14,296	-
Credit to equity for equity settled share-based payments	-	-	-	-	127	-	-	-	127
Deferred tax on share based payment transactions	-	-	-	-	-	-	-	121	121
Release of reserve on disposal of subsidiary	-	-	-	(639)	-	-	(336)	639	(336)
Balance at 2 October 2010	6,273	1,001	-	(399)	367	20,359	-	(56,131)	(28,530)
Profit and total comprehensive income for the period	-	-	-	-	-	-	-	5,714	5,714
Issue of share capital	6	21	-	-	-	-	-	-	27
Dividends	-	-	-	-	-	-	-	(2,817)	(2,817)
Own shares purchased in the period	-	-	(4)	-	-	-	-	-	(4)
Credit to equity for equity-settled share-based payments	-	-	-	-	176	-	-	-	176
Deferred tax on share based payment transactions	-	-	-	-	-	-	-	(28)	(28)
<b>Balance at 1 October 2011</b>	<b>6,279</b>	<b>1,022</b>	<b>(4)</b>	<b>(399)</b>	<b>543</b>	<b>20,359</b>	<b>-</b>	<b>(53,262)</b>	<b>(25,462)</b>

## CONSOLIDATED CASH FLOW STATEMENT

For the 52 weeks ended 1 October 2011

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	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>Cash flow from operating activities</b>		
Profit for the period	5,714	9,974
Profit for the period from discontinued operations	-	(1,502)
Taxation	2,194	3,903
Fair value on interest rate derivatives	1,630	2,780
Finance costs	4,798	5,275
Investment revenue	(356)	(453)
Other gains	-	(100)
Group operating profit	13,980	19,877
Adjustments for		
Depreciation of property, plant and equipment	4,128	4,040
Impairment of property, plant and equipment	1,051	815
Property related provisions	1,862	401
Write off of display inventories	1,281	-
Share option charge	176	127
Decrease/(increase) in trade and other receivables	337	(3,351)
(Increase)/decrease in inventories	(207)	1,853
Decrease in payables	(1,888)	(3,991)
<b>Cash generated by operations</b>	20,720	19,771
Interest paid	(4,795)	(5,308)
Taxation paid	(3,883)	(4,112)
<i>Net cash from operating activities</i>	12,042	10,351
<b>Investing activities</b>		
Interest received	616	107
Purchase of property, plant and equipment	(10,535)	(4,292)
Proceeds on disposal of property, plant and equipment	5	949
<i>Net cash used in investment activities</i>	(9,914)	(3,236)
<b>Financing activities</b>		
Dividends paid	(2,817)	-
Proceeds from issue of share capital	23	14,874
New loans	60,000	-
Loan issue costs	(1,125)	-
Repayment of bank loans	(91,000)	(7,500)
<i>Net cash (used in)/from financing activities</i>	(34,919)	7,374
<b>Net (decrease)/increase in cash and cash equivalents</b>	(32,791)	14,489
Cash and cash equivalents at beginning of period	41,879	27,270
Effect of foreign exchange rate changes	-	120
<b>Cash and cash equivalents at end of period</b>	9,088	41,879

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the 52 week period ended 1 October 2011

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### 1 GENERAL INFORMATION

Topps Tiles Plc is a company incorporated in the United Kingdom under the Companies Act 2006. The address of the registered office is given on page 27. The nature of the Group's operations and its principal activities are set out in the Directors' Report on page 23.

These financial statements are presented in Sterling because that is the currency of the primary economic environment in which the Group operates. Foreign operations are included in accordance with the policies set out in note 21.

#### Adoption of new and revised standards

In the current period, the following new and revised standards and interpretations have been adopted and have affected or may affect in the future the amounts reported in the financial statements:

IFRS 3 (revised 2008) "Business Combinations". Following an amendment to IFRS 3 all acquisition costs are charged to the statement of financial performance for all business combinations acquired after 1 July 2009.

IFRIC 1 "Distribution of Non-cash Assets to Owners". The interpretation gives guidance on how a liability should recognise a non-cash dividend payable. Now to require the dividend payable amount to be calculated on a net basis between the company's amount of the assets at hand and its existing liabilities, net of all liabilities which the dividend is paid to.

The following amendments were made as part of Improvements to IFRSs (2008):

Amendments to IFRS 2 "Share-based Payments". IFRS 2 has been amended allowing the issue of IFRS 3 (2008). This has clarified the accounting for share-based payment transactions between group entities.

Amendments to IAS 17 "Leases". IAS 17 has been amended such that it may be possible to classify a lease of land as a finance lease if it meets the criteria for that classification under IAS 17.

Amendments to IAS 39 "Financial Instruments: Recognition and Measurement". IAS 39 has been amended to state that option contracts between an acquirer and a selling shareholder to buy, or sell, an acquiree that will result in a business combination or a future acquisition do not meet the criteria for the scope of this standard.

At the date of authorisation of these financial statements, the following standards and interpretations, which have not been applied in these financial statements, are in issue but not yet effective:

IAS 24 (revised 2009) Related Party Disclosures

IFRS 7 (revised 2008) Disclosures - Financial Instruments

Improvements to IFRSs (2010)

The Directors anticipate that the adoption of these standards and interpretations in future periods will have no material impact on the financial statements of the Group.

### 2 ACCOUNTING POLICIES

#### a) Basis of accounting

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). The financial statements have also been prepared in accordance with IFRSs as adopted by the European Union and, therefore, the Group's financial statements comply with Article 4 of the EU IAS regulation. The financial statements have been prepared on the historical cost basis, except for the revaluation of certain financial instruments. Historical cost is generally based on the fair value of the consideration given in exchange for the assets.

#### b) Going concern

Based on a detailed review of the risks and uncertainties discussed within the Business Review, and management's current expectations, the Board has a reasonable expectation that the Group will continue to meet all of its financial commitments as they fall due and will be able to continue as a going concern.

The current economic climate and most recent trading period creates a degree of uncertainty in the outlook and our forecasts are sensitive to relatively small changes in sales and margin assumptions. This uncertainty, combined with the financial covenants included in our loan facilities, has led the Board to conduct a detailed review of a number of different trading scenarios and possible mitigating actions, should they be required. Mitigating actions would include further cost reductions, working capital management, real-estate reduction, investment, freehold property disposal and possible review of dividend policy.

Based on this analysis the Board have concluded that, in the event that the level of like-for-like sales highlighted in the current trading section of the CEO's Report were to continue for the whole of the financial period ending 27 September 2012, some form of mitigating actions would be required but once taken it to account the Group would fully meet all of its future financial commitments. The Board therefore considers it appropriate to prepare the financial statements on the going concern basis.

## 2 ACCOUNTING POLICIES (CONTINUED)

The principal accounting policies adopted are set out below.

### c) Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries). Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the period are included in the consolidated statement of financial performance from the effective date of acquisition or up to the effective date of disposal, as appropriate. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the Group. All intragroup transactions, balances, income and expenses are eliminated on consolidation.

### d) Financial period

The accounting period ends on the Saturday which falls closest to 30 September, resulting in financial periods of either 52 or 53 weeks.

Throughout the financial statements, Directors' Report and Business Review, references to 2011 mean 01 October 2011 or the 52 weeks then ended, references to 2010 mean 01 October 2010 or the 53 weeks then ended.

### e) Goodwill

Goodwill arising in a business combination is recognised as an asset at the date that control is acquired (the acquisition date). Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquirer's previously held equity interests (if any) in the entity over the net of the acquisition-date amounts of the identifiable intangible assets acquired and the liabilities assumed.

If, after reassessment, the Group's interest in the fair value of the acquiree's identifiable intangible assets exceeds the sum of the consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquirer's previously held equity interest in the acquiree (if any), the excess is recognised immediately in profit or loss as a foreign purchase gain.

Goodwill is not amortised but is reviewed for impairment at least annually for the purpose of impairment testing. Goodwill is allocated to each of the Group's cash-generating units expected to benefit from the synergies of the combination. Cash-generating units to which goodwill has been allocated are tested for impairment annually, or more frequently, when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit. An impairment loss recognised for goodwill is not reversed in a subsequent period.

On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

Goodwill arising on acquisitions before the date of transition to IFRS has been measured at the previous UK GAAP amounts subject to being tested for impairment at that date. Goodwill at 15 October 2009 is £1.0 million, net of reserves and UK GAAP intangible assets of £0.6 million, and is not included in the intangible assets reported in profit or loss.

### f) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable and represents earnings net of discounts, VAT and other sales related costs.

Revenue from the sale of goods is recognised when all the following conditions are satisfied:

- the Group has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the entity; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Revenue for the Teano Clubcard scheme is recognised on a gross profit basis. Services are provided on a currency basis.

Sales returns are provided for based on past experience and deduction of income.

Interest income is recognised when it is probable that the economic benefits will flow to the Group and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and (at the effective interest rate applicable, when it is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition).

Dividend income from investments is recognised when the shareholders' rights to the payment have been established (provided that it is probable that the economic benefit will flow to the Group and the amount of income can be measured reliably).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 2 ACCOUNTING POLICIES (CONTINUED)

#### g) Exceptional items

The Group has identified a cumulative exceptional item above the profit in the consolidated financial statements, which the Directors have not expected to be less than an annual loss. The Directors consider the separate disclosures to be necessary to make clear the Group's performance. The principles applied in identifying exceptional costs are consistent between periods.

#### h) Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and any impairment losses.

Depreciation is charged so as to write off the cost of assets less estimated residual value over their estimated useful lives on the following basis:

Freehold buildings	2% per annum on cost on a straightline basis
Short leasehold land and buildings	over the period of the lease, up to 25 years on a straightline basis
Fixtures and fittings	over 10 years or at 25% per annum on a reducing balance basis as appropriate
Motor vehicles	20% per annum on a reducing balance basis

Freehold land includes covenants

Residual value is calculated on prices prevailing at the date of acquisition

Assets held in the course of construction for production, supply or distribution to purposes not yet determined are carried at cost less any recognised impairment loss. Cost includes professional fees on the qualifying assets, borrowing costs capitalised in accordance with the Group's accounting policy. Depreciation of these assets on a straightline basis as other non-current assets commencing when the assets are ready for their intended use.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in the statement of financial performance.

#### i) Impairment of tangible and intangible assets excluding goodwill

At each period end the Group reviews the carrying amounts of its tangible assets (including intangible assets) where there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from the cash flows of the Group or other cash-generating units of the cash-generating unit to which the asset belongs, an intangible asset's recoverable amount is based on the cash-generating unit to which the asset belongs. An intangible asset's recoverable amount is based on its estimated cash flows and value in use. Where the carrying amount of an asset exceeds its recoverable amount, the asset is impaired and the impairment loss is recognised immediately.

Recoverable amount is the higher of fair value less cost to sell and value in use. In calculating value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows are made (the risk-adjusted rate).

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

#### j) Inventories

Inventories are stated at the lower of cost and net realisable value and include sales to finished goods for resale. Cost comprises purchase price of materials and an attributable proportion of distribution overheads based on normal levels of activity and is valued at standard cost. Net realisable value represents the estimated selling price less costs to be incurred in bringing selling and distribution. Provision is made for those items of inventory where the net realisable value is estimated to be lower than cost. The net realisable value of raw materials is not significantly different from that stated in the consolidated statement of financial position.

Inventories written down and expensed in the year amounted to £2,292,000 (2010: £2,493,000). Additionally, £1,281,000 has been written off in relation to display inventories.

## 2 ACCOUNTING POLICIES (CONTINUED)

### k) Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the period. Taxable profit differs from net profit as reported in the statement of financial performance because it excludes items of income or expense that are taxable or deductible in other periods and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the calculation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax or financial accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries and interests in jointly controlled entities, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised based on tax laws and rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the statement of financial performance except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

### l) Foreign currency

In addition to financial statements in each Group company's functional currency, the currency of the primary economic environment in which it operates (its functional currency). For the purpose of the financial statements, the results and financial position of each Group company are expressed in Sterling, which is the functional currency of the Company, and the presentation currency for the consolidated financial statements.

Transactions in currencies other than the entity's functional currency (foreign currencies) are recorded at the rates of exchange prevailing on the dates of transactions. At each period end, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on that date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are included in the statement of financial performance for the period.

Exchange differences arising on the retranslation of non-monetary items carried at fair value are included in the statement of financial performance for the period.

Exchange differences are recognised in profit or loss in the period in which they arise except for:

- exchange differences on foreign currency borrowings relating to assets under construction for future productive use, which are included in the cost of those assets when they are regarded as an adjustment to interest costs on those foreign currency borrowings;
- exchange differences on transactions entered into to hedge certain foreign currency risks (see below under financial instruments/hedge accounting); and
- exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur (therefore forming part of the net investment in the foreign operation), which are recognised initially in other comprehensive income and reclassified from equity to profit or loss on disposal or partial disposal of the net investment.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated at exchange rates prevailing at period end. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during the period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising are recognised in other comprehensive income, unless it is probable that the Group's foreign exchange net will be negative. Such differences are recognised as income or expense in the period in which the net result is determined.

On the disposal of a foreign operation (i.e. on disposal of the Group's entire interest in a foreign operation, or a disposal involving loss of control over a subsidiary that includes a foreign operation, loss of joint control over a jointly controlled entity that includes a foreign operation, or loss of significant influence over an associate that includes a foreign operation), all of the accumulated exchange differences in respect of that operation attributable to the Group are reclassified to profit or loss.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 2 ACCOUNTING POLICIES (CONTINUED)

#### m) Leases

Rentals payable under operating leases are charged to the income and over a straight line basis over the term of the relevant lease, except where another more systematic basis (mainly in respect of the line pattern in which economic benefits from the leased asset are consumed). Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefit of incentives is recognised as a reduction of rental expense on a straight line basis, except where a non-linear systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

#### n) Investments

Fixed asset investments are shown at cost less provision for impairment.

#### o) Retirement benefit costs

In defined contribution schemes, the amount charged to the statement of financial performance in respect of pension costs is the contributions payable in the period. Differences between contributions payable in the period and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

#### p) Finance costs

Finance costs which are directly attributable to the construction of any identifiable asset are capitalised as part of the cost of those assets. The commencement of capitalisation begins when both finance costs and expenditures for the asset are being incurred and activities that are necessary to get the asset ready for use are in progress. Capitalisation ceases when substantially all the activities that are necessary to get the asset ready for use are complete.

All other finance costs of debt are recognised in the statement of financial performance over the term of the debt as a consistent rate on the carrying amount.

#### q) Financial instruments

Financial instruments are classified as liabilities or assets according to the Group's liability or asset when the Group becomes a party to the contractual provisions of the instrument.

All financial assets are recognised initially at fair value less transaction costs, where applicable, when the Group becomes a party to the contractual provisions of the instrument. The fair value of financial assets is determined using the market price of the instrument, where available, or the fair value of the instrument, where the market price is not available. The fair value of financial assets is determined using the market price of the instrument, where available, or the fair value of the instrument, where the market price is not available. The fair value of financial assets is determined using the market price of the instrument, where available, or the fair value of the instrument, where the market price is not available.

Financial assets are classified into the following specified categories: financial assets at fair value through profit or loss (FVTPL); held for trading; investments available for sale (AFS); financial assets at amortised cost; and loans and receivables. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

#### Financial assets at FVTPL

Financial assets are classified as FVTPL where the financial asset is either held for trading or it is designated as at FVTPL. The Group has no designated FVTPL financial assets.

A financial asset is classified as held for trading if:

- it has been acquired principally for the purpose of selling in the near future;
- it is a part of a portfolio of financial instruments that the Group manages together and has a recent pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument.

Financial assets at FVTPL are stated at fair value, with any resulting gain or loss recognised in profit or loss. Fair value is determined in the manner described in note 2v.

#### Loans and receivables

Trade receivables, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as loans and receivables. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment. Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

#### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that, when applied to the carrying amount of the financial instrument (including all fees on purchase or issuance, net of any integral part of the effective interest rate transaction costs and other premiums or discounts through the expected life of the debt instrument), or where appropriate, a shorter period, will result in the carrying amount at maturity.

Income is recognised on the effective interest basis for debt instruments other than those financial assets and liabilities classified as at FVTPL.

2 ACCOUNTING POLICIES (CONTINUED)

**q) Financial instruments (continued)**

**Impairment of financial assets**

Financial assets (other than cash and cash equivalents) are assessed for impairment at the end of each reporting period. Financial assets are impaired if there is objective evidence that one or more events that occurred after the initial recognition of the financial asset have caused its estimated future cash flows to be impaired.

For certain categories of financial assets such as trade receivables, assets that are assessed not to be impaired and actually are subsequently assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 39 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed the amortised cost. Such reversals should however not be greater than the impairment loss previously recognised.

**Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand and demand deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash within three months and are subject to an insignificant risk of changes in value.

**Derecognition of financial assets**

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership or if it retains the cashed asset, the Group derecognises it to the extent that it has transferred the risks and rewards of ownership. For transfers of financial assets that do not qualify for derecognition, the Group continues to recognise the cash flows of the asset but also recognises a liability for the proceeds received.

**Financial liabilities and equity**

Financial liabilities and equity instruments are classified according to the substance of the contract of the issuer of the financial instrument. An equity instrument is any contract that evidences a direct interest in the assets of the Group after deducting all of its liabilities. Equity instruments issued by the Group are recorded at the proceeds received, net of direct issue costs.

Financial liabilities are classified as (i) if the financial liability is held for trading, or is designated as (ii) FVTPL. The Group does not have any designated FVTPL liabilities.

A financial liability is classified as held for trading if:

- it is a derivative, or is held principally for the purpose of disposal in the near future, or
- it is a part of an identified portfolio of financial instruments, held by the Group, that is managed together and has a different contractual pattern of short-term profit-taking, or
- it is a derivative that is not designated and effective as a hedging instrument.

Financial liabilities at FVTPL are stated at fair value, with any resulting gain or loss recognised in profit or loss. Fair value is determined in the manner described in note 2.6.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 2 ACCOUNTING POLICIES (CONTINUED)

#### q) Financial instruments (continued)

##### Other financial liabilities

Other financial liabilities include mortgages and initially measured at fair value, net of any start-up costs. Other financial liabilities are subsequently measured at amortised cost or the effective interest method with interest expense recognised. For financial liabilities as the effective interest method is applied to calculating the amortisation, a more practical method of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability or where appropriate, a shorter period, to the net carrying amount of the liability.

##### Derecognition of financial liabilities

The Group derecognises financial liabilities when, and only when, the Group is ignorant, no longer controlled or they expire.

##### Derivative financial instruments

The Group's activities expose it primarily to the financial risks of changes in foreign currency exchange rates and interest rates.

The Group uses foreign exchange forward contracts and interest rate swap contracts to manage these exposures. The Group does not hold or issue derivative financial instruments for speculative purposes.

The use of financial derivatives is governed by the Group's policies approved by the Board of Directors on the use of financial derivatives.

Derivatives are initially recognised at fair value of the derivative contract as a liability, net of any start-up costs, and subsequently measured at their fair value at each period end. The remaining gain or loss is recognised in profit or loss immediately.

A derivative is presented as a non-current asset or a non-current liability if the remaining maturity of the instrument is more than 12 months and it is not expected to be realised or settled within 12 months. Other derivatives are presented as current assets or current liabilities.

Derivatives embedded in other financial instruments or other host contracts are treated as separate derivatives when the risks and characteristics are not closely related to those of the host contracts and the host contracts are measured at fair value with changes in fair value recognised in profit or loss.

An embedded derivative is presented as a non-current asset or a non-current liability if the remaining maturity of the hybrid instrument to which the embedded derivative relates is more than 12 months and it is not expected to be realised or settled within 12 months. Other derivatives are presented as current assets or current liabilities.

#### r) Share-based payments

The Group has applied the guidance of IFRS 2 Share-based payments. In accordance with the transition provisions, IFRS 2 has been applied to all equity-settled share-based payments granted on or after 1 July 2002 that were unvested as at 1 January 2007.

The Group provides employee share schemes as a means of retaining employees. Equity-settled share-based payments are measured at fair value (excluding the effect of any work-based conditions) at the grant date. The fair value is determined at the grant date of the share-based payment, expressed on a straight-line basis over the vesting period, to reflect the fair value estimate of shares that will eventually vest. Fair value is measured by use of the Black-Scholes model.

The Group provides employees with the ability to purchase the Group's ordinary shares at 90% of the current market value through the operation of its share save scheme. The Group records an expense, based on its estimate of the 20% discount related to shares expected to vest on a straight-line basis over the vesting period.

#### s) Trade payables

Trade payables are initially measured at fair value and are subsequently measured at amortised cost, using the effective interest rate method.

#### t) Operating profit

Operating profit is stated after charging restructuring costs but before property disposals, investment income and finance costs.

#### u) Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, and it is probable that the Group will be required to settle that obligation and a reliable estimate can be made of the amount of that obligation. Provisions are measured at the Directors' best estimate of the expenditure required to settle the obligation at the balance sheet date, and are discounted to present value where the effect is material.

2 ACCOUNTING POLICIES (CONTINUED)

**v) Critical accounting judgements and key sources of estimation uncertainty**

In the application of the Group's accounting policies, which are set out in the notes to the Financial Statements, the Directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and assumptions used are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised. This review will only affect the current and future periods if the revision affects the current and future periods.

The critical judgement, apart from those involving estimations (which are dealt with separately below), that the Directors have made in the process of applying the Group's accounting policies and that has the most significant effect on the amounts recognized in Financial Statements is the detailed criteria for the recognition of revenue from the sale of goods set out in IAS 18 Revenue, and, in particular, whether the Group has transferred to the buyer the significant risks and rewards of ownership of the goods. The Group only recognises revenue where this is the case.

**Key sources of estimation uncertainty**

The key assumptions concerning the future and other key sources of estimation uncertainty at the period end date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial period are discussed below.

**Impairment of property, plant and equipment**

During the period the Group has eleven stores in the UK, including some under leasehold agreements. As the fixtures and fittings within these stores cannot be reused in other locations within the Group, the carrying value of these assets has been fully depreciated in the period. Additional stores now to be opened or sold, which are identified as intangible assets, are fully depreciated and written off.

**Onerous lease provisions**

During the period the Group has continued to renew its premium store portfolio, which has resulted in no further stores being opened before their lease term has expired (20-30 years). In respect of any leases in relation to stores either under lease and does not offer products that are still vacant, the Group has the right for which it considers to be the one avoidable costs prior to lease termination or sublease. The Group has further reviewed any trading loss resulting at the end of the lease, considered to be onerous. These estimates are based upon available information and knowledge of the property market. The ultimate costs to be incurred in this regard may vary from the estimates.

**Dilapidations provision**

The Group has estimated any likely dilapidation charges for its store portfolio and depreciated accordingly. This estimate includes onerous lease and covering costs payable at the expiry of the period to the current portfolio, and is based on management's best estimate, taking into account knowledge of the property market and historical trends. The charge will only be incurred if and when the lease ends.

**Fair value of derivatives and other financial instruments**

As case the relevant Directors use their judgement to select an appropriate valuation technique. Financial instruments not quoted in an active market valuation techniques commonly used by market participants are applied, such as benchmark interest rates and implied volatility in a market volatility.

**Tax**

The Directors are aware of the material impact that corporation tax has on the Group's earnings and therefore they ensure that the Group continues to provide a reasonable level for cash current and deferred tax liabilities.

3 REVENUE

An analysis of Group revenue is as follows:

	<b>52 weeks ended 1 October 2011 £'000</b>	<b>53 weeks ended 7 October 2010 £'000</b>
Topps Tiles	<b>162,932</b>	165,068
Tile Clearing House	<b>12,593</b>	17,338
Revenue from the sale of goods	<b>175,525</b>	182,406
Interest receivable	<b>316</b>	457
Fair value gain on forward currency contracts	<b>40</b>	-
<b>Total revenue</b>	<b>175,881</b>	182,863

Interest receivable represents gains on loans and receivables. There are no other gains recognised in respect of loans and receivables.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 4 BUSINESS SEGMENTS

IFRS 8 requires operating segments to be identified on the basis of internal reports about components of the Group that are regularly reviewed by the Chief Executive to allocate resources to the segments and to assess their performance. These segments comprise (a) Topps Tiles and operations in the UK, (b) TCH and operations in the UK and (c) Topps Tiles operation in Holland, which was disposed of on 22 December 2009.

Segment result represents the profit/(loss) earned by each segment without allocation of the central administration costs including Directors' salaries, other costs and losses, investment income, finance costs, fair value loss on interest rate derivatives and income tax expense.

#### Revenues from major products and services and information about major customers

The Group's principal activity being a "specialist tile and wood flooring retailer" is reported in the segment its shows below and due to its wide product offering the disclosure of revenues from major products and customers. As the Group's revenue is derived from sales to the general public, it has no reliance on any individual major customer.

#### Geographical segments

The Group reporting format by business segment. Although the Group operates in two geographic segments, the UK and Holland, during the previous period, neither have a material level of operations. The revenue of the UK, which makes up 99.9% of the Group total.

The following is an analysis of the Group's revenue and results by reporting segment.

52 weeks ended 1 October 2011	Topps £'000	TCH £'000	Consolidated £'000
Revenue	162,932	12,593	175,525
Segment result	15,218	30	15,248
Central administration costs			(1,268)
Operating profit			13,980
Investment revenues			356
Finance costs			(4,798)
Fair value loss on interest rate derivatives			(1,630)
Profit before tax			7,908
Tax			(2,194)
Profit after tax			5,714

#### Other information

	Topps £'000	TCH £'000	Head office/ distribution centre £'000	Consolidated £'000
Capital additions	6,031	66	4,727	10,824
Depreciation	2,811	899	418	4,128
Impairment losses recognised	275	695	81	1,051
Balance sheet				
Segment assets	125,086	5,077	-	130,163
Unallocated corporate assets	-	-	(51,953)	(51,953)
Consolidated total assets	125,086	5,077	(51,953)	78,210
Segment liabilities	(19,676)	(5,357)	-	(25,033)
Unallocated corporate liabilities	-	-	(78,639)	(78,639)
Consolidated total liabilities	(19,676)	(5,357)	(78,639)	(103,672)

Unallocated corporate assets include the Group's overdrafts which in the statement of financial position is presented net within cash and cash equivalents due to a legal right of offset between Group entities.

#### 4 BUSINESS SEGMENTS (CONTINUED)

Unallocated corporate liabilities comprise bank loans, derivatives, corporation and deferred tax liabilities and standby fees of office operations

53 weeks ended 2 October 2010	Topps £'000	TCH £'000	Topps Floorstore £'000	Discontinued operations £'000	Consolidated £'000
Revenue	165,068	17,338	1,014	(1,014)	182,406
Segment result	20,276	964	1,022	(1,022)	21,240
Central administration costs					(1,363)
Operating profit					19,877
Other gains and losses					100
Investment revenues					453
Finance costs					(5,275)
Fair value loss on interest rate derivatives					(2,780)
Profit before tax					12,375
Tax					(3,903)
					8,472
Profit for the period from discontinued operations					1,502
Profit after tax and discontinued operations					9,974

#### Other information

	Topps £'000	TCH £'000	Topps Floorstore £'000	Head office/ distribution centre £'000	Discontinued operations £'000	Consolidated £'000
Capital additions	2,986	836	-	1,031	-	4,853
Depreciation	2,704	952	3	384	(3)	4,040
Impairment losses recognised	374	441	48	-	(48)	815
Balance sheet						
Segment assets	113,223	8,268	-	-	-	121,491
Unallocated corporate assets	-	-	-	(15,260)	-	(15,260)
Consolidated total assets	113,223	8,268	-	(15,260)	-	106,231
Segment liabilities	(20,824)	(5,707)	-	-	-	(26,531)
Unallocated corporate liabilities	-	-	-	(108,230)	-	(108,230)
Consolidated total liabilities	(20,824)	(5,707)	-	(108,230)	-	(134,761)

#### 5 EXCEPTIONAL ITEMS

During 2011, nine stores (2010: nine) were closed or converted and the Group conducted an impairment review of the fixed assets held by its loss-making stores resulting in an impairment of property, plant and equipment totalling £1,051,000. The Group also reviewed its potential exposure to future lease commitments in its major loss-making stores and identified a similar risk for future impairment losses resulting in a provision of £1,862,000 (2010: £401,000). Additionally, an assessment of the carrying value of display inventories has been performed leading to a write off of £1,281,000.

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<i>Included in cost of sales</i>		
Write off of display inventories	1,281	-
<i>Included in administrative expenses</i>		
Property related provisions	1,862	401
Impairment of property, plant and equipment	1,051	815
	4,194	1,216

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 6 PROFIT BEFORE TAXATION

Profit before taxation for the period has been arrived at after charging/(crediting):

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
Depreciation of property, plant and equipment	4,128	4,040
Impairment of property, plant and equipment	1,051	815
Disposal of property, plant and equipment	58	-
Property related provisions	1,862	401
Staff costs (see note 7)	42,216	40,152
Operating lease rentals	20,881	20,861
Write down of inventories recognised as an expense	2,292	2,493
Write off of display inventories	1,281	-
Cost of inventories recognised as expense	67,331	72,761
Net foreign exchange (gain)/loss	(84)	17

Analysis of auditor's remuneration is provided by law

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
Fees payable to the Company's auditor with respect to the Company's annual accounts	40	40
Fees payable to the Company's auditor and their associates for other audit services to the Group		
Audit of the Company's subsidiaries pursuant to legislation	104	105
<b>Total audit fees</b>	<b>144</b>	<b>145</b>
Tax services		
compliance services	34	47
advisory services	75	21
<b>Total non audit fees</b>	<b>109</b>	<b>68</b>
	<b>253</b>	<b>213</b>

A description of the work of the Audit Committee is set out on page 32 and includes an explanation of how auditor objectivity and independence is safeguarded when non-audit services are provided by the auditor.

7 STAFF COSTS

The average monthly number of employees (other full-time equivalent employees) employed by the group during the year is the number of employees employed during the year (including Executive Directors) was:

	52 weeks ended 1 October 2011 Number employed	53 weeks ended 2 October 2010 Number employed
Selling	1,467	1,441
Administration	194	174
	<b>1,661</b>	<b>1,615</b>
	<b>2011</b> £'000	<b>2010</b> £'000
Their aggregate remuneration comprised		
Wages and salaries (including LTIP, see note 32)	38,410	36,541
Social security costs	3,657	3,430
Other pension costs (see note 31b)	149	181
	<b>42,216</b>	<b>40,152</b>

Details of Directors' remuneration are disclosed on page 25. Employee profit sharing of £6.0 million (2010: £6.9 million) is included in wages and salaries, sales commission and bonuses.

8 OTHER GAINS

Other gains in the previous period relate to the sale of an investment property.

9 INVESTMENT REVENUE, FINANCE COSTS AND FAIR VALUE LOSS ON INTEREST RATE DERIVATIVES

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>Investment revenue</b>		
Bank interest receivable and similar income	316	457
Fair value gain/(loss) on forward currency contracts	40	(4)
	<b>356</b>	<b>453</b>
<b>Finance costs</b>		
Interest on bank loans and overdrafts	(4,798)	(5,275)

Net finance costs are appropriate to be capitalised in the context of the group's work.

Interest on bank loans and overdrafts is offset by gains and losses on financial liabilities measured at an amortised cost, including interest charges. Taken together with interest paid on the interest rate derivatives of £2,076,000 (2010: £2,678,000), there are net other gains or losses recognised in respect of financial liabilities measured at amortised cost. Net losses from the movement in fair value on held for trading assets and liabilities (derivative instruments) were £1,590,000 (2010: £2,784,000), which include fair value losses on interest rate swaps of £1,630,000 (2010: £2,780,000) and fair value gains on forward currency contracts of £40,000 (2010: £4,000 loss).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 10 TAXATION

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>Continuing operations</b>		
Current tax – charge for the year	3,620	5,276
Current tax – adjustment in respect of previous periods	(381)	(39)
Deferred tax – effect of reduction in UK corporation tax rate	168	(31)
Deferred tax – credit for year (note 22)	(1,097)	(1,246)
Deferred tax – adjustment in respect of previous periods (note 22)	(116)	(57)
	<b>2,194</b>	<b>3,903</b>

Corporation tax in the UK is calculated at 27% (2010: 28%) of the estimated assessable profit for the period.

Taxation for other jurisdictions is calculated at the rates prevailing in the respective jurisdictions.

The charge for the period can be reconciled to the profit for the statement of financial performance as follows:

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>Continuing operations</b>		
Profit before taxation	7,908	12,375
Tax at the UK corporation tax rate of 27% (2010: 28%)	2,135	3,465
Tax effect of expenses that are not deductible in determining taxable profit	262	173
Tax effect of chargeable gain lower than profit on sale of freehold property	–	(28)
Tax effect of tangible fixed assets which do not qualify for capital allowances	294	389
Tax effect of adjustment in respect of prior periods	(497)	(96)
Tax expense for the period	<b>2,194</b>	<b>3,903</b>

	2011 £'000	2010 £'000
<b>Discontinued operations</b>		
Current tax – adjustment in respect of previous periods	–	(480)
	–	(480)

### 11 DISCONTINUED OPERATIONS

On 18 December 2009 the Group announced that it was withdrawing funding to the Dutch operation which resulted in Topps Retail BV being placed into administration on 22 December 2009. The administration was completed on 22 December 2009, on which date control of Topps Retail BV passed to the administrator and was therefore accounted as a disposal in the consolidated financial statements.

The results of the discontinued operations which have been included in the consolidated statement of financial performance were as follows:

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
Revenue	–	1,014
Expenses	–	(1,329)
Loss before tax	–	(315)
Attributable tax expense	–	–
	–	(315)
Profit on disposal of discontinued operations	–	1,337
	–	1,022
Attributable tax expense	–	480
Net profit attributable to discontinued operations (attributable to owners of the Company)	–	1,502

During the year Topps Retail BV received £nil (2010: received £204,000) from the Group's net operating cash flows, paid £nil (2010: £nil) in respect of investing activities and paid £nil (2010: £nil) in respect of financing activities.

## 11 DISCONTINUED OPERATIONS (CONTINUED)

In the previous period a profit of £1,337,000 arose on the disposal of Tops Retail BV, being the proceeds of disposal (\$ nil) net of the carrying amount of the subsidiary's assets and liabilities. Further detail is provided in the table below.

The effect of discontinued operations on segment results is disclosed in note 4.

The net liabilities of Tops Retail BV at the date of disposal are detailed below:

	22 December 2009 £'000
Property, plant and equipment	44
Inventories	596
Trade receivables	26
Current tax receivables	7
Trade payables	(773)
Sundry payables	(293)
Bank overdraft	(316)
Onerous lease provision	(340)
Foreign exchange reserve	(288)
	(1,337)
Total consideration	-
Gain on disposal	1,337

## 12 DIVIDENDS

	2011 £'000	2010 £'000
Interim dividend for the 26 week period ended 26 April 2011 of £0.005 (2010: £nil) per share	942	-
Proposed final dividend for the 52 week period ended 1 October 2011 of £0.006 (2010: £0.01) per share	1,129	1,882

The proposed final dividend is subject to approval by shareholders at the Annual General Meeting and has not been included as a liability in these financial statements.

## 13 EARNINGS PER SHARE

The calculation of earnings per share is based on the earnings for the financial period attributable to ordinary shareholders and the weighted average number of ordinary shares.

	2011 Number of Shares	2010 Number of Shares
Weighted average number of shares		
For basic earnings per share	188,271,731	185,643,741
Weighted average number of shares under option	3,873,411	4,123,000
For diluted earnings per share	192,145,142	189,766,741

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 13 EARNINGS PER SHARE (CONTINUED)

The calculation of the basic and diluted earnings per share used the denominators as shown above for both basic and diluted earnings per share. The adjusted earnings figures are based on the following data:

	52 weeks ended 1 October 2011 £'000	53 weeks ended 2 October 2010 £'000
<b>From continuing and discontinued operations</b>		
Profit after tax for the period	5,714	9,974
<i>Post tax effect of</i>		
Impairment of property, plant and equipment	1,051	863
Interest rate derivative charge	1,190	2,001
Fair value gain on foreign currency forward contracts	(29)	-
Property disposal gain	-	(100)
Loan issue cost write off	133	-
Property related provisions	1,360	(977)
Display inventory write off	935	-
Adjusted profit after tax for the period	10,354	11,761
	2011 £'000	2010 £'000
<b>From continuing operations</b>		
Profit after tax for the period	5,714	8,472
<i>Post tax effect of</i>		
Impairment of property, plant and equipment	1,051	815
Interest rate derivative charge	1,190	2,001
Fair value gain on foreign currency forward contracts	(29)	-
Property disposal gain	-	(100)
Loan issue cost write off	133	-
Property related provisions	1,360	289
Display inventory write off	935	-
Adjusted profit after tax for the period	10,354	11,477
	52 weeks ended 1 October 2011	53 weeks ended 2 October 2010
<b>From discontinued operations</b>		
Basic	-	0.81p
Diluted	-	0.79p

### 14 GOODWILL

	£'000
Cost and carrying amount at 26 September 2009 and 2 October 2010 and 1 October 2011	245

The balance of goodwill remaining is the carrying value that arose on the acquisition of Surface Creations Ltd in 1998.

The Group tests goodwill annually for impairment or more frequently if there are indications that goodwill might be impaired. Goodwill arising on a business combination is allocated at acquisition to the cash-generating units that are expected to benefit from that business combination. Before recognition of any impairment losses, the carrying amount of goodwill has been allocated to the TCF segment.

The recoverable amounts are determined from value in use calculations. The key assumptions for the value in use calculations are those regarding the discount rates, growth rates and expected changes to selling prices and direct costs during the period. Management estimates discount rates based on the Group's weighted average cost of capital. The growth rates are based on industry growth forecasts. Changes in selling prices and direct costs are based on past practices and expectations of future changes in the market. Discounted cash flows are calculated using a pre-tax rate of 7.0% (2010: 7.2%).

## 14 GOODWILL (CONTINUED)

The Group prepares cash flow forecasts starting from the most recent financial reporting period. The management has forecasted the next five years and extrapolated cash flows for the following five years. The growth rate applied does not exceed the average long-term growth rate for the relevant markets. The Group has conducted a sensitivity analysis on the impairment tests of full's carrying value. There are no reasonable changes that would result in the carrying value of goodwill being reduced to its recoverable amount.

The accounting judgments and sources of estimation uncertainty involved in assessing any impairment loss are related to in note 2 of the financial statements.

As a result of the annual test of impairment of goodwill, no impairment has been identified at the current period.

## 15 PROPERTY, PLANT AND EQUIPMENT

Cost	Land and buildings				Total £'000
	Freehold £'000	Short leasehold £'000	Fixtures and fittings £'000	Motor vehicles £'000	
At 26 September 2009	14,854	1,842	43,719	206	60,621
Additions	1,002	-	3,832	19	4,853
Disposals	(850)	-	-	(202)	(1,052)
At 2 October 2010	15,006	1,842	47,551	23	64,422
Additions	4,699	-	6,058	67	10,824
Disposals	-	-	(3,343)	-	(3,343)
<b>At 1 October 2011</b>	<b>19,705</b>	<b>1,842</b>	<b>50,266</b>	<b>90</b>	<b>71,903</b>
<b>Accumulated depreciation and impairment</b>					
At 26 September 2009	1,378	1,270	25,285	104	28,037
Charge for the period	213	113	3,702	15	4,043
Provision for impairment	-	66	749	-	815
Eliminated on disposals	-	-	-	(112)	(112)
At 2 October 2010	1,591	1,449	29,736	7	32,783
Charge for the period	243	88	3,780	17	4,128
Provision for impairment	81	-	970	-	1,051
Eliminated on disposals	-	-	(3,280)	-	(3,280)
<b>At 1 October 2011</b>	<b>1,915</b>	<b>1,537</b>	<b>31,206</b>	<b>24</b>	<b>34,682</b>
<b>Carrying amount</b>					
<b>At 1 October 2011</b>	<b>17,790</b>	<b>305</b>	<b>19,060</b>	<b>66</b>	<b>37,221</b>
At 2 October 2010	13,415	393	17,815	16	31,639

Freehold land and buildings include £4,110,000 of freehold land (2010: £7,104,000) which no depreciation has been charged in the current period. There is no material difference between the carrying and market values.

Cumulative finance costs capitalised in the cost of tangible fixed assets amount to £m (2010: £nil).

Contractual commitments for the acquisition of property, plant and equipment are detailed in note 31.

During the period, the Group has closed nine shops in the UK. As the fixtures and fittings within these stores cannot be re-used in other locations within the Group, the carrying value of these assets has been fully provided for in the period, with the associated impairment charge included within other operating expenses.

## 16 SUBSIDIARIES

A list of the significant subsidiaries, including the name, country of incorporation and a proportion of ownership interest is given in note 3 to the Company's separate financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 17 TRADE AND OTHER RECEIVABLES

	2011 £'000	2010 £'000
Amounts falling due within one year		
Amounts receivable for the sale of goods	661	573
Allowance for doubtful debts	(104)	(103)
Other debtors and prepayments		
– Rent and rates	5,053	5,503
– Other	1,651	1,671
	<b>7,261</b>	<b>7,594</b>

The Directors consider that the carrying amount of trade and other receivables at 1 October 2011 and 2 October 2010 approximates their fair value on the basis of discount of cash flow analysis.

#### Credit risk

The Group's principal financial assets are trade balances and cash and trade receivables.

The Group considers that it has no material credit concentration or credit risk. The majority of sales in the business are cash by sale of tiles in the stores.

Trade receivables net of allowance at the year end on 31 October 2011 increased to £0.2 million (2010: £0.4 million). These relate mainly to a mixture of general sales and to a lesser extent to sales of tiles to the construction sector. The average credit period taken is 41 days (2010: 37 days) and no interest is charged on the receivables. Trade receivables fall within 120 days and 120 days are provided for based on historical recoverable on amounts in the sale of goods determined by reference to past performance.

Before accepting any new customer, the Group uses an external credit scoring system to assess the potential customer's credit quality and define credit limits by customer limits and security contributed to customers are reviewed periodically. Of the trade receivables in balance at the end of the year, £105,000 (2010: £100,000) is due from independent inspectors and £105,000 (2010: £104,000) is due from Tesco Plc, the Group's two largest customers.

Included in the Group's trade receivable balance are debtors with a carrying amount of £131,000 (2010: £110,000) which are past due at the reporting date, or which the Group has not provided for, there has not been a significant change in credit quality and the amounts are still considered recoverable. The Group does not hold any collateral over these balances. The average age of those receivables is 165 days (2010: 124 days), however this ageing is distorted by four amounts totalling £11,000 (2010: £19,000) which are overdue by 292 days (2010: 202 days).

Ageing of past due but not yet provided receivables

	2011 £'000	2010 £'000
60 – 120 days	63	91
121 – 202 days	68	19

The allowance for doubtful debts was £104,000 by the end of the period (2010: £103,000). Given the minimal receivable balance the Directors believe that there is no further special provision required in excess of the allowance for doubtful debts.

The allowance for doubtful debts includes £104,000 relating to individually impaired trade receivables (2010: £103,000) which arise from companies not have been placed into liquidation.

The Directors consider that the carrying amount of trade and other receivables is a fair representation of their fair value.

### 18 CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash held by the Group and short term deposits with a maximum maturity of generally not more than 12 months with an original maturity of three months or less. The carrying amount of these assets is approximately the same value. A breakdown of significant bank and cash balances by currency is as follows:

	2011 £'000	2010 £'000
Sterling	7,607	41,109
US dollar	715	331
Euro	766	439
Total cash and cash equivalents	<b>9,088</b>	<b>41,879</b>

## 19 OTHER FINANCIAL LIABILITIES

Trade and other payables

	2011 £'000	2010 £'000
<b>Amounts falling due within one year</b>		
Trade payables	11,316	12,489
Other payables	3,419	3,406
Accruals and deferred income	9,370	9,693
	<b>24,105</b>	<b>25,588</b>

Trade payables and accruals principally comprise amounts outstanding for trade purchases and ongoing costs. The average credit period in respect of trade purchases is 65 days (2010: 41 days). No interest is charged on these payables.

The Directors consider that the carrying amount of trade payables at 1 October 2011 and 30 October 2010 approximates to their fair value on the basis of discounted cash flow analysis.

## 20 BANK LOANS

	2011 £'000	2010 £'000
Bank loans (all Sterling)	59,024	90,716
The borrowings are repayable as follows		
On demand or within one year	-	7,500
In the second year	-	7,500
In the third to fifth year	60,000	76,000
	<b>60,000</b>	<b>91,000</b>
Less: Total unamortised issue costs	(976)	(284)
	<b>59,024</b>	<b>90,716</b>
Less: amount due for settlement within 12 months (shown under current liabilities)	-	(7,500)
Issue costs to be amortised within 12 months	265	250
Amount due for settlement after 12 months	<b>59,289</b>	<b>83,466</b>

The Directors consider that the carrying amount of the bank loans at 1 October 2011 and 30 October 2010 approximates to its fair value. The amounts relate to floating rate debt.

The average weighted interest rates paid on the loans were as follows:

	2011 %	2010 %
Loans	3.11	2.67

The Group's borrowings are arranged at floating terms, thus exposing the Group to cash flow interest rate risk.

While the interest charge on the loans has fallen compared to the prior period, the Group has been limited in benefit due to the interest rate derivatives which negate the majority of any impact on the interest rate movement.

During the period the Group successfully refinanced its loan facilities and now has in place a £750 million committed revolving credit facility expiring in May 2015. As at the financial period end £200 million of this facility was drawn, with a further £150 million of undrawn financing available. The loan facility contains financial covenants which are tested on a bi-annual basis.

At 1 October 2011 the Group had available £15 million (2010: £5 million) of undrawn committed banking facilities.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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### 21 FINANCIAL INSTRUMENTS

#### Capital risk management

The Group manages its capital to ensure that entities in the Group will be able to continue as a going concern while maximising the return to stakeholders through the optimisation of the debt and equity balance. The Group's overall strategy remains unchanged from 2010. The capital structure of the Group consists of debt, which includes the borrowings disclosed in note 20, cash and cash equivalents disclosed in note 18 and equity attributable to equity holders of the parent, comprising issued capital, reserves and retained earnings as disclosed in notes 23 to 30.

The Group is not subject to any externally imposed capital requirements.

#### Significant accounting policies

Details of the significant accounting policies and methods adopted, including the criteria for recognition, the basis of measurement and the basis on which income and expenses are recognised, in respect of each class of financial asset, financial liability and equity instrument, are disclosed in note 2q to the financial statements.

#### Categories of financial instruments

	Carrying value and fair value	
	2011 £'000	2010 £'000
<b>Financial assets</b>		
Loans and receivables (including cash and cash equivalents)	16,349	49,473
<b>Financial liabilities</b>		
Held for trading	12,186	10,557
Amortised cost	83,394	116,304

The Group considers itself to be exposed to risks on financial instruments, including market risk (including currency risk), credit risk, liquidity risk and cash flow interest rate risk.

The Group seeks to mitigate the effects of these risks by using derivative financial instruments to hedge those that are positively economically. The use of financial derivatives is governed by the Group's policies approved by the Board of Directors, which provide written principles on foreign exchange risk, interest rate risk, credit risk. The use of financial derivatives used to hedge assets, financial instruments, and the investment of cash and liquidity. The Group does not enter into or trade financial instruments, including derivative financial instruments, for speculative purposes.

#### Market risks

The Group's activities expose it primarily to the financial risks of changes in foreign currency exchange rates and interest rates. The Group uses derivative financial instruments to manage its exposure to interest rate and foreign currency risk, including:

- forward foreign exchange contracts to hedge the exchange rate risk arising on the investment of assets from South America and China; and
- interest rate swaps and collars to mitigate the risk of movements in interest rates.

#### Foreign currency risk management

The Group undertakes certain transactions denominated in foreign currencies. The exposure to exchange rate fluctuations arise. Exchange rate exposures are managed within approved policy objectives utilising forward foreign exchange contracts.

The carrying amounts of the Group's foreign currency denominated monetary assets and monetary liabilities at the reporting date are as follows:

	Assets		Liabilities	
	2011 £'000	2010 £'000	2011 £'000	2010 £'000
<b>Euro</b>	766	439	1,027	1,129
<b>US dollar</b>	715	331	128	329

21 FINANCIAL INSTRUMENTS (CONTINUED)

**Foreign currency sensitivity analysis**

The Group is mainly exposed to the currency of China and Brazil (US dollar currency) and from which is European countries (Euro) as a result of inventory purchases. The following table details the Group's sensitivity to a 10% increase and decrease in Sterling against the relevant foreign currencies. 0% represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency rates. The sensitivity analysis includes external loans as well as loans to foreign operations within the Group where the denomination of the loan is in a currency other than the currency of the lender or the borrower. A positive number below indicates an increase in profit and other equity where Sterling strengthens 10% against the relevant currency.

	2011 £'000	2010 £'000
Profit or Loss movement on a 10% strengthening in Sterling against the Euro	24	63
Profit or Loss movement on a 10% strengthening in Sterling against the US Dollar	(53)	-
Profit or Loss movement on a 10% weakening in Sterling against the Euro	(29)	(77)
Profit or Loss movement on a 10% weakening in Sterling against the US Dollar	65	-

**Currency derivatives**

The Group utilises currency derivatives to hedge significant future transactions and cash flows. The Group uses foreign currency forward contracts in the management of its exchange rate exposures. The contracts are denominated in US dollars and Euro.

At the balance sheet date, the total notional amounts of outstanding forward foreign exchange contracts that the Group has committed to are as follows:

	2011 £'000	2010 £'000
Forward foreign exchange contracts	4,778	4,356

These arrangements are designed to offset significant exchange exposures on the balance sheet of 2012 and are entered into as a result of business requirements.

At 1 October 2011, the fair value of the Group's currency derivatives is a £70,000 asset within other debtors and prepayments (note 17) (2010: an asset of £22,000). These amounts are based on market value of equivalent instruments at the balance sheet date.

Gains of £40,000 are included in investment revenues (note 9) (2010: losses of £4,000).

**Interest rate risk management**

The Group is exposed to interest rate risk as entities in the Group borrow funds at floating interest rates. The risk is managed by the Group by maintaining an appropriate mix between fixed and floating rate borrowings, by the use of interest rate swap contracts and collars. The Group's exposures to interest rate risk on financial assets and financial liabilities are detailed in the liquidity risk management section of this note.

**Interest rate sensitivity analysis**

The sensitivity analysis below has been determined based on the impact of interest rates on both derivatives and non-derivative instruments at the balance sheet date. For floating rate liabilities, the analysis is prepared assuming the contractual liability outstanding at the balance sheet date was outstanding for the whole year. A 50 basis points increase or decrease is used when reporting interest rate sensitivity to key management personnel and relevant stakeholders to highlight the possible change in interest rates.

If interest rates had been 50 basis points higher/lower and all other variables were held constant, the Group's profit would be impacted as follows:

	50 basis points increase in interest rates		50 basis points decrease in interest rates	
	2011 £'000	2010 £'000	2011 £'000	2010 £'000
Profit or (loss)	1,553	1,443	(1,280)	(1,385)

The Group's sensitivity to interest rates mainly relates to the interest rate derivatives.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
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**21 FINANCIAL INSTRUMENTS (CONTINUED)**

**Interest rate derivatives**

The Group uses interest rate derivatives to manage its exposure to changes in interest rates. The Group's interest rate derivatives comprise:

- 5 year interest rate cap with a notional value of £20 million (2010: £20 million) with interest capped at 6%
- 5 year interest rate swap with a notional value of £20 million (2010: £20 million) exchanging interest at a rate of 5.55%
- 10 year cancellable collar with a notional value of £20 million (2010: £20 million) with a cap of 5.6% and a floor of 4.9% the interest rate within this range is LIBOR less 0.4%. Where LIBOR falls below the floor the interest rate resets to a fixed level of 5.55%

The fair value liability of the swaps entered into on 1 October 2011 is estimated at £12,186,000 (2010: £10,557,000). Amounts of £1,633,000 have been charged to the statement of financial performance in the period (2010: £2,750,000).

On 27 October 2011 the Group utilised the 5 year interest rate swap for the consideration of \$476,000 effectively on a forward rate of 5.1% to secure a rate of 5% (legally binding agreement commencing on 1st April 2012) in relation to a loan of \$500,000 and is 70% of the 10 year cancellable collar. This will be settled on 2 April 2012 for a net cash outflow of \$6,120,000.

**Credit risk management**

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group. Management has considered the counterparty risk exposure in the consolidated financial statements and has concluded that the risk is not material. The Group has a policy of only dealing with creditworthy counterparties. The provision made to its counterparties is reviewed periodically. Trade receivables are minimal consisting of a number of insurance companies and surety trade accounts, further information is provided in note 17.

The carrying amount of financial assets recorded in the financial statements which is at risk of impairment loss represents the Group's maximum exposure to credit risk without taking account of the value of any collateral obtained.

**Liquidity risk management**

Ultimate responsibility for liquidity risk management rests with the Board of Directors. The Group manages liquidity risk by maintaining adequate reserves, banking facilities and debt covenants, financing by diversified counterparties, monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities. In addition, note 20 is a description of bank loan and overdraft facilities that the Group has access to should it require liquidity risk financing.

**Liquidity and interest risk tables**

The following tables detail the Group's remaining contractual maturity for its non-derivative financial liabilities. The tables have been drawn up based on the undiscounted cash flows based on the assumptions that the variable interest rate elements consist of the lowest available rate (3.4238% (2010: 2.4495%)) of financial liabilities based on the earliest date where it is available to be required to pay. The table includes both interest and principal cash flows.

2011	Less than 1 month £'000	1-3 months £'000	3 months to 1 year £'000	1-5 years £'000	Total £'000
Non interest bearing	24,105	-	-	-	24,105
Variable interest rate instruments	-	555	1,107	66,595	68,257

2010	less than 1 month £'000	1-3 months £'000	3 months to 1 year £'000	1-5 years £'000	total £'000
Non interest bearing	25,588	-	-	-	25,588
Variable interest rate instruments	630	418	9,290	84,266	94,604

The Group is now financed through a £75 million (£60 million utilised) revolving credit facility. In the previous period the total unused amount of financing facilities was £5 million at the balance sheet date. The Group expects to meet its other obligations from operating cash flows and proceeds of realising financial assets.

21 FINANCIAL INSTRUMENTS (CONTINUED)

The following table details the Group's liquidity analysis of its derivative financial instruments. The table has been drawn up based on the undiscounted net cash inflows/outflows on the derivative instruments that settle on a net basis and the net income/(gross inflows and outflows) on those derivatives that require gross settlement. When the amount payable or receivable is not fixed, the amount disclosed has been determined by reference to the projected interest and foreign currency rates as illustrated by the yield curves existing at the reporting day.

	Less than 1 month £'000	1-3 months £'000	3 months to 1 year £'000	1-5 years £'000	5+ years £'000	Total £'000
<b>2011</b>						
Interest rate swaps payments	(476)	(119)	(795)	(11,704)	(688)	(13,782)
Foreign exchange forward contracts payments	-	(2,356)	(2,422)	-	-	(4,778)
Foreign exchange forward contracts receipts	-	2,399	2,449	-	-	4,848
	Less than 1 month £'000	1-3 months £'000	3 months to 1 year £'000	1-5 years £'000	5+ years £'000	Total £'000
<b>2010</b>						
Interest rate swaps payments	-	(603)	(1,572)	(6,606)	(2,331)	(11,112)
Foreign exchange forward contracts payments	-	(1,933)	(2,423)	-	-	(4,356)
Foreign exchange forward contracts receipts	-	1,928	2,450	-	-	4,378

**Fair value of financial instruments**

The fair values of financial assets and liabilities are measured as follows:

- Foreign currency forward contracts are measured using quoted forward exchange rates and yield curves derived from quoted interest rates matching maturities of the contracts.
- Interest rate swaps are measured at the present value of future cash flows estimated and discounted based on the applicable yield curves derived from quoted interest rates.
- Interest rate collars are measured using applicable yield curves derived from quoted interest rates and market volatilities.

The fair values are therefore categorised as level 2, based on the degree to which the fair value is observable. Level 2 fair value measurements are those derived from inputs other than unadjusted quoted prices in active markets (level 1) or a corroborated but not observable for the asset or liability, such as directly or indirectly derived from pricing.

22 PROVISIONS

	2011 £'000	2010 £'000
Onerous lease provision	1,097	823
Dilapidations provision	1,458	474
	<b>2,555</b>	1,297
Current	1,075	-
Non current	1,480	1,297
	<b>2,555</b>	1,297

	Onerous lease provision £'000	Dilapidations provision £'000	Total £'000
At 2 October 2010	823	474	1,297
Additional provision in the year	748	1,114	1,862
Utilisation of provision	(474)	(121)	(595)
Release of provision in the year	-	(9)	(9)
<b>At 1 October 2011</b>	<b>1,097</b>	<b>1,458</b>	<b>2,555</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

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### 22 PROVISIONS (CONTINUED)

The provisions set out within notes to the consolidated financial statements are based on a number of factors, none of which are definitive and less certain in nature. The provision is expected to be utilised over the following two financial periods. The likely patterns, rates or movements management's best estimate of the groups liability under its property lease arrangements based on past experience and is expected to be utilised over the following seven financial periods.

The following are the deferred tax liabilities/(assets) recognised by the Group and movements thereon during the current and prior reporting periods:

	Accelerated tax depreciation £'000	Other short-term timing differences £'000	Share-based payments £'000	Exchange rate differences £'000	Interest rate hedging £'000	Rent free £'000	Total £'000
As at 26 September 2009	2,421	-	(213)	9	(263)	(77)	1,877
Credit to income	(86)	(53)	(11)	(1)	(1,174)	22	(1,303)
Impact of rate change	(138)	2	-	-	106	(1)	(31)
Credit to equity	-	-	(121)	-	-	-	(121)
As at 2 October 2010	2,197	(51)	(345)	8	(1,331)	(56)	427
(Credit)/charge to income	(204)	7	9	10	(909)	19	(1,068)
Impact of rate change	(146)	2	-	(1)	166	2	23
Charge to equity	-	-	28	-	-	-	28
<b>As at 1 October 2011</b>	<b>1,847</b>	<b>(42)</b>	<b>(308)</b>	<b>17</b>	<b>(2,074)</b>	<b>(35)</b>	<b>(595)</b>

The Government announced in March 2011 that it intended to reduce the rate of corporation tax from 28% to 23% by 1 April 2014 and the Finance Act 2010, which was introduced by order of July 2010, included provisions to reduce the rate of corporation tax to 23% with effect from April 2010. Accordingly, the rate of tax has been reduced to the lower rate of 23% with these amounts include a substantial credit to the income statement of £23,800.

### 23 CALLED-UP SHARE CAPITAL

	2011 £'000	2010 £'000
Authorised 240,000,000 (2010: 240,000,000) ordinary shares of 3.33p each (2010: 3.33p)	8,000	8,000
Authorised 37,000,000 (2010: 37,000,000) redeemable B shares of £0.54 each	19,980	19,980
Authorised 124,890,948 (2010: 124,890,948) irredeemable C shares of £0.001 each	125	125
	<b>28,105</b>	<b>28,105</b>
Issued and fully paid 188,365,802* (2010: 188,202,323) ordinary shares of 3.33p each (2010: 3.33p)	6,279	6,273
<b>Total</b>	<b>6,279</b>	<b>6,273</b>

In the previous period the Group issued 171,073,021 shares as part of a placing and open offer on 27 March 2009. The issue netted the number of shares from 171,073,021 to 188,202,323. Under the arrangements of the placing, the Company issued shares in exchange for shares in Call Finance Jersey Limited. No share premium was ultimately recorded in the Company's financial statements through the operation of the merger relief provisions of the Companies Act 2006. The subsequent acquisition of these shares gave rise to distributable profits of £17.3 million which were transferred to retained earnings.

During the period the Group issued 163,179 (2010: none) ordinary shares with a nominal value of £5,449 (2010: £nil) under share option schemes for an aggregate cash consideration of £26,074 (2010: £nil).

\* During the period 12,000,000 shares were purchased by Topps Tiles from Topps Tiles Trust on behalf of the Director and sole Managing Director. These shares were purchased at the former share price.

24 SHARE PREMIUM

	2011 £'000	2010 £'000
At start of period	1,001	1,001
Premium on issue of new shares	21	-
Shares issued in respect of placing and open offer	-	14,296
Transfer to retained earnings	-	(14,296)
At end of period	1,022	1,001

25 OWN SHARES

	2011 £'000	2010 £'000
At start of period	-	-
Issued in the period	(4)	-
At end of period	(4)	-

At the end of the period, 4,000 shares were held in treasury, representing 0.00% of the total number of shares in issue.

26 MERGER RESERVE

	2011 £'000	2010 £'000
At start of period	(399)	240
Release of reserve on disposal of subsidiary	-	(639)
At end of period	(399)	(399)

27 SHARE-BASED PAYMENT RESERVE

	2011 £'000	2010 £'000
At start of period	367	240
Credit to equity for equity settled share based payments	176	127
At end of period	543	367

28 CAPITAL REDEMPTION RESERVE

	2011 £'000	2010 £'000
At start and end of period	20,359	20,359

The capital redemption reserve arose on the cancellation of treasury shares and is a substitute share premium reserve.

29 FOREIGN EXCHANGE RESERVE

	2011 £'000	2010 £'000
At start of period	-	336
Release of reserve on disposal of subsidiary	-	(336)
At end of period	-	-

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
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**30 RETAINED EARNINGS**

	£'000
At 27 September 2009	(81,161)
Release from Merger reserve on disposal of subsidiary	639
Transfer from the share premium account	14,296
Deferred tax on sharesave scheme taken directly to equity	121
Net profit for the period	9,974
At 2 October 2010	(56,131)
Dividends (note 12)	(2,817)
Deferred tax on sharesave scheme taken directly to equity	(28)
Net profit for the period	5,714
<b>At 1 October 2011</b>	<b>(53,262)</b>

The transfer from the share premium account in the previous period arose from the firm placing and/or offer in November 2009. Within these arrangements the Company issued shares in exchange for ordinary shares and redeemable preference shares of Topps Tiles Jersey Limited. No share premium was ultimately recorded in the Company financial statements through the operation of the merger relief provisions of the Companies Act 2006.

The released gain was taken after the deduction of transaction costs of £0.5 million, principally as a result of transaction and professional charges. The subsequent redemption of the shares gave rise to distributable profits of £4.2 million, which were transferred to retained earnings.

**31 FINANCIAL COMMITMENTS**

**a) Capital commitments**

At the end of the period there were capital commitments contracted for of £1,000,000 (2010: £nil).

**b) Pension arrangements**

The Group operates separate defined contribution pension schemes for employees. The assets of the schemes are held separately from those of the Group in independently administered funds. The pension cost charge represents contributions payable by the Group to the funds and amounted to £149,000 (2010: £181,000).

**c) Lease commitments**

The Group has entered into non-cancellable operating leases in respect of motor vehicles, equipment, and land and buildings.

Minimum lease payments under operating leases recognised as an expense for the period were £20,881,000 which includes property service charges of £694,000 (2010: £20,831,000) including property service charges of £642,000.

At the balance sheet date, the Group had outstanding commitments for future minimum lease payments under non-cancellable operating leases which fall due as follows:

	2011		2010	
	Land and buildings £'000	Other £'000	Land and buildings £'000	Other £'000
- within 1 year	18,401	1,156	17,908	1,014
- within 2-5 years	61,188	1,738	58,796	1,927
- after 5 years	66,485	39	63,027	80
	<b>146,074</b>	<b>2,933</b>	<b>139,731</b>	<b>3,016</b>

Operating lease commitments primarily represent rentals payable by the Group for certain of its office and store premises. Leases are negotiated for a variable term of 15 years and rentals are fixed for a maximum of five years (2010: similar).

## 32 SHARE-BASED PAYMENTS

The Group operates two share option schemes in relation to directors and employees.

### Equity-settled share option scheme

Options are exercisable at the midday market closing price for the working day prior to the date of grant and are exercisable throughout 7 years from the date of grant if the employee is still employed by the Group at that date.

Details of the share options outstanding during the period are as follows:

Date of grant	Option price	Exercisable period	No. of options outstanding	
			2011	2010
26 January 2001	54p	7 Years	-	78,020
12 February 2002	54p	7 Years	40,779	40,779
			40,779	118,799

Key metrics of share options are summarised as follows:

	2011 Number of share options	2011 Weighted average exercise price £	2010 Number of share options	2010 Weighted average exercise price £
Outstanding at beginning of period	118,799	0.54	122,299	0.54
Exercised during the period	(41,520)	0.54	-	-
Expired during the period	(36,500)	0.54	(3,500)	0.54
Outstanding at end of period	40,779	0.54	118,799	0.54
Exercisable at end of period	40,779	0.54	118,799	0.54

The options outstanding at 1 October 2011 had a weighted average exercise price of 54p (2010: 54p) and a weighted average remaining contractual life of one year (2010: one year).

### Other share-based payment plans

Employee share purchase plans are open to almost all employees and provide for a purchase price equal to the daily average market price in the date of grant, less 20%. The shares can be purchased during a two-week rolling financial period. The shares so purchased are generally placed in the employee share savings plan for a three or five year period.

Key metrics of share-based payment plan options are summarised as follows:

	2011 Number of share options	2011 Weighted average exercise price	2010 Number of share options	2010 Weighted average exercise price
Outstanding at beginning of period	5,452,947	19p	5,974,783	19p
Issued during the period	1,259,204	64p	-	-
Expired during the period	(482,588)	46p	-	-
Exercised during the period	-	-	(521,836)	19p
Outstanding at end of period	6,229,563	25p	5,452,947	19p
Exercisable at end of period	6,229,563	25p	5,452,947	19p

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
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**32 SHARE-BASED PAYMENTS (CONTINUED)**

The inputs to the Black-Scholes Model for the above two schemes are as follows:

	2011	2010
Weighted average share price – pence	31.5	22.6
Weighted average exercise price – pence	25.2	18.1
Expected volatility – %	74.1 and 67.9	32.4
Expected life – years	3 or 5	3 or 5
Risk – free rate of interest – %	0.7	0.8
Dividend Yield – %	5.37	5.04

Expected volatility was determined by calculating the historical volatility of the Group's share price over the previous three or five years (2010 scheme). The expected risk used in the model has been adjusted based on management's best estimate for the effects of non-transferability, exercise restrictions and behavioural forces.

**Deferred bonus long-term incentive plan**

At the AGM in January 2010 a new deferred bonus long-term incentive plan (LTIP) was approved by shareholders. Under this long-term incentive plan a proportion of the annual bonus is deferred in the form of shares for a two year period with a matching share award if it vests at the end of two years subject to the achievement of performance conditions. 25% of the annual bonus was taken to form into shares on a net basis for a two year period with a further 25% on a gross basis with vesting over a two year period subject to the achievement of performance conditions relating to earnings and growth in the sales and EBITD margins over the two year period.

For the period ended 31 October 2011 the vesting period ended on 1 October 2011 with the share price of 31.5 pence. Directors and members of the Senior Management team 25% of the annual bonus were deferred under the deferred bonus long-term incentive plan. The total number of shares expected to be awarded was 121,932 and the fair value of these deferred shares on 1 October 2011 was £37,779 (2010: £29,000).

The total number of matching shares that are expected to be awarded subject to fulfilment of the performance conditions is 229,378 and the fair value of these matching shares as at 1 October 2011 was £131,000. No options were granted or exercised during the period (2010: 351,337). The options outstanding at 1 October 2011 had a weighted average exercise price of 70.6p and a weighted average remaining contractual life of one year. During the period matching shares concerning the 2010 bonus award were recognised as an expense. This amounted to £60,000 (2010: nil).

The inputs to the Black-Scholes Model are as follows:

	2011	2010
Weighted average share price – pence	65.8	60.0
Weighted average exercise price – pence	-	-
Expected volatility – %	45.3	81.0
Expected life – years	2	2
Risk – free rate of interest – %	0.6	0.8
Dividend Yield – %	-	-

Expected volatility was determined by calculating the historical volatility of the Group's share price over the 2009/10 and 2010/11 financial periods, 2010, 2008/09 and 2007/10 financial periods. The expected risk used in the model has been adjusted based on management's best estimate for the effects of non-transferability, exercise restrictions and behavioural forces.

In total the Group recognised a total expense of £176,000 (2010: £220,000) expense relating to share-based payments.

### 33 RELATED PARTY TRANSACTIONS

S&M Williams has the honorarium of £1 of the six out of five group executive directors and is a related party by virtue of his 10.6% interest in (2010: 12.3%) of the company's ordinary shares. His remuneration for 2011 is £22,500 (2010: £22,500) including £1 of honorarium.

At 1 October 2011 S&M Williams has borrowed £1.1 million less a £0.5 million loan from a related subsidiary (Topps UK) for £0.6 million (2010: £1.2 million) net amount.

No amounts were outstanding with S&M Williams at 1 October 2011 (2010: null).

The lease agreements on all properties are operated on commercial arms length terms. His salary for the year in his role as President was £41,000 (2010: £41,000).

Transactions between the Company and its subsidiaries, which are related parties, have been eliminated on consolidation and are not disclosed in this note in accordance with exemption available under IAS 24.

The remuneration of the Board of Directors, who are considered key management personnel of the Group was £1 million (2010: £1.2 million) as well as director fees payments of £nil (2010: £0.1 million). Further information on the remuneration of the individual Directors is provided in the Remuneration Report on pages 33 to 35.

### 34 EVENTS AFTER THE BALANCE SHEET DATE

On 27 October 2011 the Group entered into five year interest rate swap contracts with a notional amount of £7.5m. Additionally on 1 November 2011 the Group entered into a legally binding agreement committing it to purchase a £100 million loan facility at a rate of 5.5% with 10 years to maturity, which will be settled on 2 April 2012 for a consideration of £0.240000.

This will have the effect of reducing the Group's annual interest charge moving forwards by approximately £1.25 million (current IBC is £1.2m).

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TOPPS TILES PLC

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We have audited the parent company financial statements of Topps Tiles Plc for the period ended 1 October 2011 (which comprise the Company Balance Sheet and the related notes 1 to 7 The Financial Reporting Framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice))

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. 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 report or for the opinions we have formed.

### Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the parent company financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the parent company financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the parent company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors and the overall presentation of the financial statements in order to work with the financial statements to form an opinion on the financial statements. It also includes performing audit procedures on the financial statements to work with the financial statements to form an opinion on the financial statements. It also includes performing audit procedures on the financial statements to work with the financial statements to form an opinion on the financial statements.

### Opinion on financial statements

In our opinion the parent company financial statements:

- give a true and fair view of the state of the parent company's affairs as at 1 October 2011
- 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

### Opinion on other matters prescribed by the Companies Act 2006

In our opinion:

- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006 and
- the information given in the Directors' Report for the financial years for which the financial statements are prepared is consistent with the corresponding financial statements

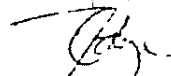
### Matters on which we are required to report by exception

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

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us, or
- the parent company financial statements and the part of the Directors' Remuneration Report to be audited do not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

### Other matter

We have reported separately on the group financial statements set out in Part 1 of the Annual Report for the period ended 1 October 2011.



### Timothy Edge (Senior Statutory Auditor)

for and on behalf of Deloitte LLP  
Chartered Accountants and Statutory Auditor  
Manchester, United Kingdom

28 November 2011

**COMPANY BALANCE SHEET**

As at 31 October 2011

Review of the business  
 Governance  
 Financial Statements  
 Other information

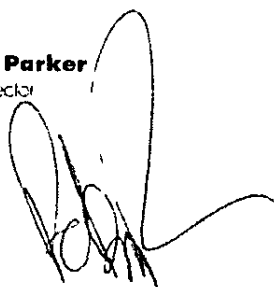
	Notes	2011 £'000	2010 £'000
<b>Fixed assets</b>			
Investments	3	2,928	2,801
<b>Current assets</b>			
Debtors due within one year	4	38	630
Debtors due after one year	4	221,200	221,200
Cash at bank and in hand		24,157	29,139
		<b>245,395</b>	250,969
<b>Creditors: Amounts falling due within one year</b>	5	<b>(615)</b>	(1,390)
<b>Net current assets</b>		<b>244,780</b>	249,579
<b>Net assets</b>		<b>247,708</b>	252,380
<b>Capital and reserves</b>			
Called-up share capital	6,7	6,279	6,273
Share premium	7	1,022	1,001
Share-based payment reserve	7	482	323
Capital redemption reserve	7	20,359	20,359
Other reserve	7	6,200	6,200
Profit and loss account	7	213,366	218,224
<b>Equity shareholders' funds</b>		<b>247,708</b>	252,380

The financial statements of Topps Tiles Plc (Companies House number 3213782) were approved by the Board of Directors on 21 November 2011 and signed on its behalf by:

**M.T.M. Williams**  
 Director



**R. Parker**  
 Director



## NOTES TO THE COMPANY FINANCIAL STATEMENTS

For the 12 month period ended 1 October 2011

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### 1 BASIS OF ACCOUNTING

The separate financial statements of the Company are presented as required by the Companies Act 2006. They have been prepared under the historic cost convention and in accordance with United Kingdom Accounting Standards and laws.

Based on a detailed review of the risks and uncertainties discussed within the Business Review and management's current expectations, the Board has a reasonable expectation that the Group will continue to meet all of its financial commitments as they fall due and will be able to continue as a going concern.

The current economic climate and rising inflationary pressures create an uncertainty in the outlook and our forecasts are sensitive to relatively small changes in sales and margin assumptions. This uncertainty combined with the financial covenant included in our loan facilities has led the Board to conduct a detailed review of a number of different trading scenarios and possible mitigating actions should they be required. Mitigating actions would include further cost reductions, working capital management, reduced investment, the like property disposal and possible review of dividend policy.

Based on this analysis the Board have concluded that in the event if the low to mid range like sales highlighted in the current trading section of the CEO's Report were to continue for the whole of the financial period ending 27 September 2012, some form of mitigating actions would be required but once taken into account the Group would fully meet all of its future financial commitments. The Board therefore considers it appropriate to prepare the financial statements on the going concern basis.

The principal accounting policies are summarised below. They have all been applied consistently throughout the period and the preceding period.

The Company issues equity shares whose par value is £1.00. Equity settled share based payments are measured at fair value at the date of grant. The cost is added to the cost of investment in the associated subsidiary. The cost is recognised when the share options vest (2010: £28,000). The cost is also deferred until the vesting period has ended. The share based payments are charged within the Company's £32,000 in respect of the restricted share award 2010/2011 in the notes on directors' remuneration.

Fixed asset investments are shown at cost less provisions for impairment.

The Company has taken advantage of the exemption in IFRS 8 from disclosing transactions with other members of the Group and the exemption in IFRS 29 for making disclosures relating to financial instruments.

### 2 PROFIT FOR THE YEAR

As permitted by section 408 of the Companies Act 2006 the Company has elected not to present its own profit or loss account for the year. Topps Tiles Plc reported a claimed loss for the financial period ended 1 October 2011 of £4,858,000 (2010: £264,000 profit).

The calculation of the net cost of services to the Company was £40,000 in credit for the year 2010: £1,000 in credit related with costs relating to non-qualifying staff (2010: £33,000) and new staff in the Group financial statements for the year 2010.

The Company had no other employees other than the Directors (2010) whose remuneration is detailed on page 35.

### 3 FIXED ASSET INVESTMENTS

	Shares £'000
At 27 September 2010	2,801
Movement in share options granted to employees	127
<b>At 1 October 2011</b>	<b>2,928</b>

### 3 FIXED ASSET INVESTMENTS (CONTINUED)

The Company has investments in the following subsidiaries which principally affected the profit or loss of the Group for 2011 due to the effect of excessive length of financial statements which are not significant here. None is noted.

Subsidiary undertaking	% of issued shares held	Principal activity
Topalpha Limited*	100%	Property management and investment
Multi Tile Limited	100%	Retail and wholesale of ceramic tiles, wood flooring and related products
Topps Tiles Holdings	100%	Intermediate holding company
Topps Tiles (UK) Limited	100%	Retail and wholesale of ceramic tiles, wood flooring and related products
Topps Tiles Distribution Ltd	100%	Wholesale and distribution of ceramic tiles, wood flooring and related products
Topps Tiles Holdings BV*	100%	Retail and wholesale of ceramic tiles, wood flooring and related products

\* Held directly by Topps Tiles Plc

The investments are represented by ordinary shares.

All undertakings are incorporated in Great Britain and are registered and operate in England and Wales except for Topps Tiles Holdings BV which is registered and operated in the Netherlands. The subsidiary of Topps Tiles Holdings BV, Topps Tile Retail BV, was placed into administration during the prior period.

### 4 DEBTORS

	2011 £'000	2010 £'000
Amounts falling due within one year		
Amounts owed by subsidiary undertakings	4	-
Other debtors	28	12
Prepayments and accrued income	6	618
	<b>38</b>	<b>630</b>
Amounts falling due after one year		
Amounts owed by subsidiary undertaking	<b>221,200</b>	<b>221,200</b>

In respect of the deferred bonus share award, a director has advised that he has not been recognised as a shareholder but that will be insufficient to offset profits arising when the shares are awarded against which to charge the deduction.

### 5 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2011 £'000	2010 £'000
Trade and other creditors	49	12
Amounts owed to subsidiary undertakings	292	253
Accruals and deferred income	274	1,125
	<b>615</b>	<b>1,390</b>

**NOTES TO THE COMPANY FINANCIAL STATEMENTS**  
CONTINUED

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6 CALLED-UP SHARE CAPITAL

	2011 £'000	2010 £'000
Authorised 240,000,000 (2010: 240,000,000) ordinary shares of 3.33p each (2010: 3.33p)	<b>8,000</b>	8,000
Authorised 37,000,000 (2010: 37,000,000) redeemable B shares of £0.54 each	<b>19,980</b>	19,980
Authorised 124,890,948 (2010: 124,890,948) irredeemable C shares of £0.001 each	<b>125</b>	125
	<b>28,105</b>	28,105
Issued and fully paid 188,365,802* (2010: 188,202,323) ordinary shares of 3.33p each (2010: 3.33p)	<b>6,279</b>	6,273

During the period 2,000,000 of the above ordinary shares have been forfeited in total of the 2,000,000 shares.

During the period the Group allotted 63,479 (2010: none) ordinary shares with a nominal value of £5,447 (2010: £nil) under share option schemes for an aggregate cash consideration of £26,694 (2010: £nil). In the previous period the Group issued 12,109,502 shares as part of a placing and open offer which increased the number of shares from 171,093,021 to 188,202,323.

7 RESERVES

Company	Share capital £'000	Share premium £'000	Share-based payment reserve £'000	Capital redemption reserve £'000	Other reserves £'000	Profit and loss account £'000	Total £'000
At 2 October 2010	6,273	1,001	323	20,359	6,200	218,224	252,380
Loss for the period	-	-	-	-	-	(4,858)	(4,858)
Issue of new shares	6	21	-	-	-	-	27
Credit to equity for equity settled share based payments	-	-	159	-	-	-	159
<b>At 1 October 2011</b>	<b>6,279</b>	<b>1,022</b>	<b>482</b>	<b>20,359</b>	<b>6,200</b>	<b>213,366</b>	<b>247,708</b>

\* At 1 October 2011 the Directors consider the other reserve of £6,200,000 to remain non-distributable.

The Directors consider £203,105,000 of profit and loss account reserves not to be distributable at 1 October 2011. This arose on an annual settlement on the group disposal of subsidiary companies.

**FIVE YEAR RECORD**

Unaudited

Review of the business

Governance

Financial Statements

Other information

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	52 weeks ended 29 September 2007 £'000	52 weeks ended 27 September 2008 £'000	52 weeks ended 26 September 2009 £'000	53 weeks ended 2 October 2010 £'000	52 weeks ended 1 October 2011 £'000
Group revenue	207,898	208,084	186,061	183,420	<b>175,525</b>
Group operating profit	44,342	34,620	16,425	20,899	<b>13,980</b>
Profit before taxation	37,833	27,723	4,904	13,397	<b>7,908</b>
Shareholders' deficit	(54,824)	(55,113)	(53,282)	(28,530)	<b>(25,462)</b>
Basic earnings per share	15.09p	9.56p	1.00p	5.37p	<b>3.04p</b>
Dividend per share	10.70p	3.00p	-	-	<b>1.50p</b>
Dividend cover	1.41	3.19	-	-	<b>1.92</b>
Average number of employees	1,722	1,743	1,625	1,615	<b>1,661</b>
Share price (period end)	196.8p	58.25p	94.41p	60.0p	<b>34.0p</b>

All figures quoted are inclusive of continued and discontinued operations

## NOTICE OF ANNUAL GENERAL MEETING

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NOTICE IS HEREBY GIVEN that the Annual General Meeting of Topps Tiles Plc (the "Company") will be held at Topps Tiles Plc, Three Avenue Court, Fife Ferry Leas, Dundee, DD1 1SU on 13 October 2012 at 10.00am for the following purposes:

### ORDINARY BUSINESS

1. To receive and adopt the Company's Annual Report and Financial Statements for the financial period ended 1 October 2011, together with the last Directors' Report, the last Directors' Remuneration Report and the Auditor's Report on those accounts and the auditable part of the Directors' Remuneration Report;
2. To declare a final dividend of 0.6p per Ordinary Share on the Ordinary Shares for the period;
3. To re-elect Anthony Williams as a Director of the Company;
4. To re-elect Robert Crofters as a Director of the Company;
5. To re-elect Nicholas Christodoulou as a Director of the Company;
6. To re-elect The Rt Hon. Michael Jack as a Director of the Company;
7. To re-elect Alan White as a Director of the Company;
8. To re-elect Clive Tinsley who has been re-appointed since the last Annual General Meeting as a Director of the Company;
9. To re-appoint Deloitte LLP's Auditors to hold office from the conclusion of the meeting to the conclusion of the next meeting at which the Annual Report and Financial Statements are laid before the Company or a remuneration to be determined by the Directors;
10. To approve the Directors' Remuneration Report for the financial period ended 1 October 2011 as set out in the Annual Report and Financial Statements for that period.

### SPECIAL BUSINESS

In considering and voting on the resolutions set out below, which in the case of Resolution 11 will be a special resolution and in the case of Resolutions 12 to 14 will be ordinary resolutions:

11. That the Directors of the Company be generally and unequivocally authorised for the purposes of and pursuant to section 551 of the Companies Act 2006 (the "2006 Act") to allot Relevant Securities (as defined in the explanatory notes to this resolution) up to an aggregate nominal amount of £2,000,000, provided that this authority shall, unless renewed, varied or revoked by the Company, expire 15 months from the passing of this resolution or, earlier, on the date of the next Annual General Meeting of the Company save that the Company may before such expiry make offers or agreements which would or might require Relevant Securities to be allotted and the Directors may allot Relevant Securities in pursuance of such offer or agreement notwithstanding that the authority conferred by this resolution has expired;
12. That, subject to the passing of Resolution 11 above, the Directors of the Company be given the general power to allot equity securities (as defined by section 560 of the 2006 Act) for cash, either pursuant to the authority conferred by Resolution 11 or by way of a sale of treasury shares, as if section 561(1) of the 2006 Act did not apply to any such allotment, provided that this power shall be limited to:
  - (a) the allotment of equity securities pursuant to a rights issue or similar offer of Ordinary Shares (where the equity securities, respectively attributable to the interests of all Ordinary Shareholders are proportionately or equally as practical (and taking into account any prohibitions against fractional shares) concerning the making of an offer of allotment to shareholders) whose acquired address or place of residence is overseas and subject to such conditions as the Directors of the Company may deem necessary or expedient (and with fractional entitlements (or entitlements) to the respective numbers of Ordinary Shares held by them); and
  - (b) the allotment (otherwise than pursuant to paragraph (a) above) of equity securities up to an aggregate nominal amount of the greater of £313,627 or 5% of the issued share capital of the Company.

The power granted by this resolution will expire 15 months from the passing of this resolution or, if earlier, the conclusion of the Company's next annual general meeting (unless renewed, varied or revoked by the Company prior to or on such date) save that the Company may before such expiry make offers or agreements which would or might require equity securities to be allotted, if, such expiry and the Directors agree that equity securities, pursuant to any such offer or agreement, are issued under that the authority conferred by this resolution has expired.

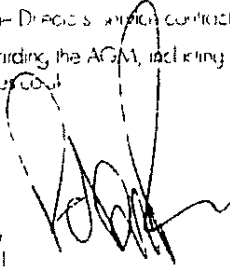


# NOTICE OF ANNUAL GENERAL MEETING CONTINUED

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9. In order for a proxy appointment or instruction made using the CREST service to be valid, the appropriate CREST message (a "CREST Proxy Instruction") must be properly authenticated in accordance with Euroclear UK & Ireland Limited (formerly CRESTCo's) specifications and must contain the information required for such instructions, as described in the CREST Manual. The message, regardless of whether it constitutes the appointment of a proxy or an amendment to the instruction given to a previously appointed proxy, must, in order to be valid, be transmitted so as to be received by the issuer's agent (ID RA10) by the latest time for receipt of proxy appointments specified in this notice. For this purpose, the time of receipt will be taken to be the time (as determined by the timestamp applied to the message by the CREST Applications Host) from which the registrars are able to retrieve the message by enquiry to CREST in the manner prescribed by CREST. After this time, any change of instructions to proxies appointed through CREST should be communicated to the appointee through other means. CREST members and, where applicable, their CREST sponsors or voting service providers should note that Euroclear UK & Ireland Limited does not make available special procedures in CREST for any particular message. Normal system timings and procedures will therefore apply in relation to the input of CREST Proxy Instructions. It is the responsibility of the CREST member (as defined above) or the CREST member or CREST agent (member or sponsor) or member or sponsor of a voting service provider to ensure that any CREST sponsor or voting service provider(s) check(s) such action as will be necessary to ensure that a message is transmitted by means of the CREST system by any particular time. In this connection, CREST members and, where applicable, their CREST sponsors or voting service providers should refer in particular to those sections of the CREST Manual concerning practical limitations of the CREST system and timing.
10. The Company may treat as invalid a CREST Proxy Instruction in the circumstances set out in Regulation 35(1)(a) of the Uncertificated Securities Regulations 2001.
11. Where a copy of this notice is being received by a person who has been nominated to supply information required under section 146 of the 2006 Act ("nominee")
- (a) if the nominee may have a right under an agreement between the nominee and the member by whom he was appointed to be appointed, or to have someone else appointed, as a proxy for the meeting;
  - (b) if the nominee does so, he will, in such a case, not be entitled to vote on behalf of the nominee, he may have entered into an agreement to vote in accordance with instructions from members of the company or a third party.
12. Copia Registrars in the Company's share registry may also be contacted on a telephone helpline from 087 664 9300 (calls cost 1p a minute plus network charges) from 9am to 5pm on Monday to Friday. For more information about voting or electronic shareholding, please contact Copia Registrars.
13. Members have the right to ask questions at the meeting in accordance with section 319A of the 2006 Act.
14. The following documents are available for inspection by members at the registered office of the Company (except for a holiday) during the normal business hours and at the place of the meeting, not less than 15 minutes prior to and during the meeting:
- (a) the register of Directors' interests required to be kept under section 809 of the 2006 Act; and
  - (b) copies of the Directors' service contracts.
15. Information regarding the AGM, including the information required by section 311 of the 2006 Act, is available from the Company's website - [www.topps tiles.co.uk](http://www.topps tiles.co.uk)

**R Parker**  
Company Secretary  
20 November 2011



**Registered Office:**  
Tropic Way  
Crove Park  
Exeter  
to reserve tickets: 01392 511111

**Registered No:**  
3213782

## EXPLANATORY NOTES TO THE NOTICE OF ANNUAL GENERAL MEETING

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THE ANNUAL GENERAL MEETING: The Company will hold its annual general meeting for 2012 at Grove Farm, Fife, Fife, Leithershire (F19 1S) on 10 January 2012 at 10.00am.

Four of the resolutions are to be taken at this year's Annual General Meeting as special business. By way of explanation of these and certain other resolutions:

### ORDINARY BUSINESS

#### Resolution 2

##### Declaration of Final Dividend

A final dividend of 0.6p per Ordinary Share is recommended by the Directors for payment to shareholders on the register of members of the Company at the close of business on 30 December 2011. Subject to approval by the Ordinary Shareholders at the Annual General Meeting, the dividend will be paid on 31 January 2012. An interim dividend of 0.5 pence was paid on 6 July 2011 which means the total dividend level will be 1.1p per Ordinary Share for the 52 weeks prior to 31 October 2011.

#### Resolutions 3 to 8

##### Re-election of Directors

The Company's Articles of Association require that all members of the Board of Directors submit themselves for re-election at least every three years with the exception of the Rt Hon J.M. Jack who has served for at least nine years and therefore retires and offers himself for re-election annually. Although not required by the Company's articles, each of the remaining Directors will, in the interests of good corporate governance, retire voluntarily and offer himself for re-election. Brief biographical details about all the Directors appear on page 26 of the Annual Report and Financial Statements, with the names of Chair Lindsay whose details can be found on our website at [www.toppstiles.co.uk](http://www.toppstiles.co.uk).

### SPECIAL BUSINESS

#### Resolution 11

##### Appointment of authority to issue shares

The right of the Director to allot further shares in the capital of the Company, requires in most cases the prior authorisation of the shareholders at a general meeting under section 551 of the Companies Act 2006 (the 2006 Act). Resolution 11 will authorise members as special business to authorise the Directors to allot Ordinary Shares with a nominal value of £2,000,001 out of the Company's unissued share capital representing approximately 33.3% of the Company's current issued share capital (excluding shares held in treasury). The Company currently holds nil Ordinary Shares in treasury. The Directors have no current intention of exercising the authority conferred in Resolution 11 to allot further shares. The authority shall expire immediately following the Annual General Meeting next following the resolution of it article 15 (or the following the resolution being passed).

##### Relevant Securities means

- Shares in the Company (other than shares allotted pursuant to an employee share scheme (as defined by section 1163 of the 2006 Act), or a right to subscribe for shares in the Company, where the grant of the right itself constituted a Relevant Security, or a right to convert securities into shares in the Company where the grant of the right itself constituted a Relevant Security;
- Any right to subscribe for or to convert any security into shares in the Company or other than rights to subscribe for or convert any security into shares allotted pursuant to an employee share scheme (as defined by section 1163 of the 2006 Act). References to the allotment of Relevant Securities in the resolution include the grant of such rights.

#### Resolution 12

##### Disapplication of statutory rights of pre-emption

This proposed resolution seeks to obtain power under section 571 of the 2006 Act to enable the Directors to allot cash shares with an aggregate nominal value of £313,629 equal to approximately 5% of the Company's current issued share capital without being required first to offer such securities to existing shareholders. The Company will therefore be given greater flexibility when considering future capital raises. The interests of existing shareholders will be protected as, except in the case of a rights issue or the allotment of shares under the Company's share option scheme, the Directors have no present intention to exercise its authority under this resolution to allot any part of the unissued share capital of the Company or, without the prior approval of the Company in general meeting, to allot any issue which would, if exercised, be contrary to the interests of the Company or the interests of its business. This authority will expire immediately following the Annual General Meeting next following the resolution of it article 15 (or the following the resolution being passed).

## EXPLANATORY NOTES TO THE NOTICE OF ANNUAL GENERAL MEETING CONTINUED

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### Resolution 13

#### Authority to purchase Ordinary Shares

At the Annual General Meeting, Ordinary Shareholders are being invited under Resolution 13 to grant authority to the Company to make market purchases of its Ordinary Shares. It is proposed such authority shall expire on the conclusion of the Annual General Meeting to be held in 2013 or 12 months from the date of this resolution, if earlier. This authority will be limited to the purchase of not more than 4.9% of the Ordinary Shares currently in issue. This represents the maximum amount of Ordinary Share capital in issue which is permitted before a tender or partial offer to all shareholders is required to be made to perform any share buyback. The maximum price payable under this authority will be 105% of the average of the middle market quotations of an Ordinary Share for the five business days before the relevant purchase and the minimum price will be 95% per Ordinary Share. In determining whether or not to purchase Ordinary Shares under this market purchase authority, the Directors will take into account cash resources, the effect on gearing and financial investment opportunities. In exercising the authority, in addition the Company will only exercise the authority to make such a purchase in the event that when the Directors consider it can be in the interests of the shareholders generally to do so and it should result in an increase in Earnings per Ordinary Share as at 30 June 2011 over 2010. There are no options or subscriptions for Ordinary Shares, so the exercise of authority will create a new ordinary share of approximately 2.2% of the current issued share capital of the Company. The authority granted by Resolution 13 will be in addition to the authority granted under the current authority which is approximately 4.8% of the issued share capital following the buyback of shares.

### Resolution 14

#### Notice period for general meetings

This resolution is required to reflect the implementation in August 2009 of the Shareholder Rights Directive. The regulation implementing the Directive increased the notice period for general meetings of the Company to 21 days. Previously the Company was able to call general meetings (other than an AGM) on 14 days' notice and would like to preserve this ability going forward. In order to be able to do so shareholders must approve the calling of meetings on 14 days' notice. Resolution 14 seeks shareholder approval. If approved will be effective at the Company's next Annual General Meeting. When it is intended that a similar resolution will be proposed, the Company will also need to meet the requirements for electing a director under the Directive relating to calling a general meeting on 14 days' notice.

**THE TEAM**

Review of the business  
 Governance  
 Financial Statements  
 Other information

**A**

Aaron Inghil  
 Aaron Foster  
 Aaron Smith  
 Aaron Turner  
 Abul Khashaq  
 Adam Eosifir  
 Adam Campion  
 Adam Clarke  
 Adam Close  
 Adam Cox  
 Adam Crossley  
 Adam Dwyer  
 Adam Edwards  
 Adam Ford  
 Adam Gale  
 Adam Green  
 Adam Hearn  
 Adam King  
 Adam Ludlow  
 Adam Nuttall  
 Adam Palmer  
 Adam Piles  
 Adam Rodriguez  
 Adam Simkins  
 Adam Vayce  
 Adam Watt  
 Adam Whitaker  
 Adam Wolmer  
 Adil Raich  
 Adrian Knibber  
 Adrian Ruminigian  
 Aileen Crossley  
 Aigun Arca  
 Ajay Bhatt  
 Ajayemi Orewa  
 Akhtarul Durr  
 Akramm Ali  
 Alan Collins  
 Alan Flynn  
 Alan Hughes  
 Alan Jones  
 Alan Law  
 Alan Park  
 Alan Parry  
 Alan Putherton  
 Alan Saunders  
 Alan Sinclair  
 Alan Smalley  
 Alan Suroshan  
 Alan White

Alan Whiting  
 Alex Lewis  
 Alex Whitton  
 Alex Wilson  
 Alexander Onions  
 Alexandre Penn  
 Alexander Murphy  
 Alfred Komara  
 Ali Farnham  
 Ali Hazi  
 Ali Siddique  
 Alijeh Ebrahimi  
 Alison Welchman  
 Alina Payne  
 Allan Chigamir  
 Allan Coombes  
 Allan Harper  
 Alvin Chimvanga  
 Alvin Lucas  
 Amanda Crook  
 Amanda Fuller  
 Amandas Smith  
 Amin Bhargava  
 Andrea Moor  
 Andrea Reeves  
 Andrew Ballie  
 Andrew Bolton  
 Andrew Blackburn  
 Andrew Bowden  
 Andrew Brinkfield  
 Andrew Connor  
 Andrew Chapman  
 Andrew Clay  
 Andrew Clayton  
 Andrew Collins  
 Andrew Cook  
 Andrew Cunniff  
 Andrew Davis  
 Andrew Dawson  
 Andrew Green  
 Andrew Groucutt  
 Andrew Hamilton  
 Andrew Harrison  
 Andrew Jones  
 Andrew Keith  
 Andrew Middleton  
 Andrew Page  
 Andrew Phillips

Andrew Plev  
 Andrew Saffell  
 Andrew Sealey  
 Andrew Scott  
 Andrew Taylor  
 Andrew Vaine  
 Andrew Winterfeld  
 Andrew Wathan  
 Andrew Winterburn  
 Andrew Wood  
 Andrew Woodhouse  
 Andrew Wood  
 Andrew Young  
 Andrew Young  
 Andy Gray  
 Andy Shaw  
 Angela Lapp  
 Angela Morris  
 Angela Trenelling  
 Angelique Da Silva  
 Ann Mathias  
 Anna Kucharska  
 Anna Turner  
 Anna Wodzyl  
 Annabelle Price  
 Annmarie Malone  
 Anwar Ahmed  
 Anthon Coulley  
 Anthony Adams  
 Anthony Alveringa  
 Anthony Ashton  
 Anthony Buxford  
 Anthony Christopher  
 Anthony Cox  
 Anthony Daly  
 Anthony Jones  
 Anthony Lester  
 Anthony Linton  
 Anthony Gibby  
 Anthony Gilbert  
 Anthony Haskett  
 Anthony James  
 Anthony Jussell  
 Anthony Marshall  
 Anthony McKelvey  
 Anthony Ross  
 Anthony Wood  
 Antonio Pizarro  
 Antonio Pizarro  
 Antony Bellman  
 Anub Varughese  
 Anurag Parashar  
 Anwar Marshall

Anula Harrison  
 Anton Holf  
 Asman Farooq  
 Asleigh Markinson  
 Ashley Culer  
 Ashley Ken  
 Ashley Siddons  
 Asim Ali  
 Astoria Davrie  
 Aymer Young

**B**

Babbar Chandra  
 Bader Kope  
 Bama Palani  
 Barry Best  
 Barry Edwards  
 Barry Hodges  
 Barry Jones  
 Barry Taylor  
 Barry Theobald  
 Barry Mosey  
 Barry Webber  
 Bas Amigo  
 Bas Bouter  
 Bas Bright  
 Bas Brinker  
 Bas Davis  
 Bas Halloway  
 Bas Sawyer  
 Bas Stockton  
 Bas Wollins  
 Basim Hattab  
 Benjamin Adams  
 Benjamin Eden  
 Benjamin Kwan  
 Benjamin Willis  
 Benedicta Peasland  
 Bernard Fallon  
 Bert Bowles  
 Beth Brulter  
 Beth Pauls  
 Bill Wallie  
 Billy Dorelle  
 Billy Hutton  
 Biru Pfeiffer  
 Bob Bell  
 Bob Adley  
 Bradley Bell  
 Brendan Abels  
 Brent Wells

Brendan Han  
 Brent Coulton  
 Brian Burke  
 Brian Carrillo  
 Brian Cox  
 Brian Crews  
 Brian Dick  
 Brian Fisher  
 Brian Flores  
 Brian King  
 Brian Raes  
 Brian Riddle  
 Bruce Harding  
 Bruce Gannon  
 Bruce Jeffery  
 Bruno Hies  
 Bruno Lencastre

**C**

Cade Boncville  
 Caitlin Hall  
 Campbell Moore  
 Carl Cook  
 Carl Courtney  
 Carl Cuatrecasas  
 Carl Dyer  
 Carl Edmunds  
 Carl Foster  
 Carl Fraser  
 Carl Herne  
 Carl Patterson  
 Carl Roxton  
 Carl Vankly  
 Carl's Chiswell  
 Carole Adams  
 Carole Adams  
 Caroline Berkley  
 Caroline Jones  
 Caroline Shewie  
 Caroline May  
 Catherine Plo  
 Chantelle Moore  
 Charlton Watpole  
 Charles Ross  
 Charles Taylor  
 Charlotte Armstrong  
 Charlotte Duskoff  
 Chokkita Clyne  
 Chelsea Gorman  
 Cheryl Veumcombe  
 Cheno Shah











Steven Howells  
 Steven Jenkins  
 Steven Keen  
 Steven MacArthur  
 Steven Mackie  
 Steven O'Hara  
 Steven Prussley  
 Steven Richards  
 Steven Shooter  
 Steven Walker  
 Steven Whitehead  
 Stuart Baigent  
 Stuart Bennett  
 Stuart Bonlett  
 Stuart Clarke  
 Stuart Corner  
 Stuart Corlett  
 Stuart Davey  
 Stuart Dixon  
 Stuart Gorry  
 Stuart Hall  
 Stuart Munn  
 Stuart Pemberton  
 Stuart Price  
 Stuart Ross  
 Stuart Ross  
 Stuart Woolley  
 Stuart Williams  
 Sue Bill  
 Suresh Astory  
 Surulish Jaganu  
 Susan Atwell  
 Susan Black  
 Susan Marshall  
 Susan Hulme  
 Susanne Owen

**T**

Taimur Malik  
 Tami Robinson  
 Tanya Aterson  
 Tanya Sharpe  
 Terence Decker  
 Terence DeWinn  
 Terry Schultze  
 Thomas Asulton  
 Thomas Claretick  
 Thomas Clewley  
 Thomas Cunningham  
 Thomas Fry

Thomas Huxson  
 Thomas Jones  
 Thomas Macdon  
 Thomas Murray  
 Thomas Newman  
 Thomas O'Leary  
 Thomas Parkes  
 Thomas Ryan  
 Thomas Swain  
 Thomas Tearwell  
 Thomas Wainwright  
 Tom Bird  
 Tom Ives  
 Tom Tackel  
 Timothy Burnley  
 Timothy Buchanan  
 Timothy Stanhope  
 Timothy Telford  
 Trip Patel  
 Tony Collins  
 Tony Dutton  
 Tony Richardson  
 Tony Taylor  
 Tony Lewis  
 Tony Wood  
 Tony Christine Foxwood  
 Tony Barton  
 Tony Dedman  
 Tony Haynes  
 Tony Nunn  
 Tony Watson  
 Trevor Fretwell  
 Tracy Hirstead  
 Tracy Ryan  
 Tracy Alexander  
 Trevor Thomas  
 Trian Hodge  
 Tyrill Beckham  
 Tyrone Godwin-Charles

**U**

Umair Qureshi  
 Usando Duthwa  
 Umit Imrali  
 Uthman  
 Ulewana Mulla

**V**

Veronica East  
 Vinita Amari  
 Vikki Bachell  
 Vilis Meilus  
 Vince Barber  
 Vinesh Goswami  
 Vinod Joshi  
 Vinsin Velucheran  
 Visval Ananda  
 Vishal Arora

**W**

Walter Hilari  
 Warren Porter  
 Wayne Fanni  
 Wayne Randall  
 Wayne Wheeler  
 Wendy Gure  
 Wesley Hampton  
 Wesley Nuckemeyer  
 Will Bell  
 William Anderson  
 William Brown  
 William Burston  
 William Jewnto  
 William Mason  
 William McPhee  
 William Ralls  
 William Ryan

**Y**

Yannick  
 Yvonne Burgess

**Z**

Zaccai Newman  
 Zachary Maxwell  
 Zach Shinn  
 Zaid Luzzini  
 Zambirha  
 Zeph Mhwenyane  
 Zeynep  
 Zeynep  
 Zeynep  
 Zeynep  
 Zoe Mills



**15**  
 stores operated  
 by the Group in  
**Scotland**

**51**  
 stores operated  
 by the Group in the  
**North**

■ **Scotland**

**16**  
 stores operated  
 by the Group in  
**Wales**

**57**  
 stores operated  
 by the Group in the  
**Midlands**

**63**  
 stores operated  
 by the Group in  
**London**

**118**  
 stores operated  
 by the Group in the  
**South**

GRAPHIC REMOVED

■ **North**

■ **Midlands**

■ **Wales**

London ■

■ **South**

<b>Topps Tiles – Store numbers</b>	
Stores at the beginning of the period	275
New stores opened	17
Sub-total	292
Closures (including brand swaps)	-3
<b>Total</b>	<b>289</b>

<b>Tile Cleaning House – Store numbers</b>	
Stores at the beginning of the period	37
New stores opened	-
Sub-total	37
Closures (including brand swaps)	-6
<b>Total</b>	<b>31</b>

GRAPHIC REMOVED

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**[www.toppstiles.co.uk](http://www.toppstiles.co.uk)**

LOGO REMOVED