



Optician Index June 2010

# Halfway house

There are some positive results for June, but progressive lenses have experienced a fall

**T**here are positive signs this month, although some of our key performance indicators are a little lower than last month. As the half-year results are now in we are reviewing how the benchmarks have performed against last month and last June alongside the six-month period compared to the same period for 2009 and 2008.

Total turnover (Figure 1) has improved by 1 per cent on May to 174 Index points, this is 15 per cent higher than last June and takes the annual growth to a small positive figure of almost 1 per cent – the first time we have seen positive annual growth since January 2009. The graph shows the figure for May this year equalled that of 2008 and has now climbed above June's performance for the previous two years. The trend-lines for 2009 and 2010 follow the same pattern with peaks in February, followed by slight reductions in March and a slow rise during April and May. However, the incline is generally steeper this year, demonstrating significant growth so far in 2010.

Turnover per eye examination (Figure 2) has reduced by £2.50 in the month to £157.78, as we projected in last month's Index report. But we have seen an increase of £8 from the June 2009 figure. Over the first half-year this benchmark trend shows lower points in February and again in April, with rises in March and May. Significantly, 2010's January, April, May and June figures have shown improved performance against both 2009 and 2008.

Total eye examinations (Figure 3) increased by 6 per cent over May, which is 8 per cent higher than the number of eye tests performed during June 2009. This year eye tests have been higher than 2008 during February, April and June, with dips following in March and May. During 2008 and 2009 the trends were much alike, showing a similar peak in

### SUMMARY

- Practice turnover returns to a small positive annual growth of 1 per cent
- Sight tests are up by 6 per cent on May 2010 to 109 Index points
- Turnover per eye examination £8 higher than last June at £158
- Photochromic lenses increase by another 1 per cent to 17 per cent of dispensing
- Single-vision lenses improve by 5 per cent on May 2010

February followed by a gradual decline, whereas 2010 is showing peaks and troughs throughout the period. A linear trend-line of 2010 performance shows an improvement of 3 per cent over the six-month period.

The percentage of examinations which are NHS (Figure 4) has reduced by 1 per cent since last month and is 8 per cent higher than June 2009. Annual growth remains positive and is now approaching 4 per cent. There was a 5 per cent increase in January 2010 compared to 2009 and 2008. The trends for this year and last year are very similar and bear little resemblance to the flat trend of 2008 where a figure of 70 per cent was maintained for the whole year.

### Dispensing and lenses

Total dispensing has reduced from 86 per cent in May to 83 per cent for June 2010, 24 per cent lower than June 2009. Annual growth is still a negative value of -10 per cent, the same as May this year. Dispensing rate reduced by 1 per cent to 60 per cent, 4 per cent lower than June 2009.

Single-vision lenses (Figure 5) have increased by 5 per cent this month but show a significant drop of 30 per cent on the June 2009 figure, which has been reflected in the annual growth, taking the negative figure down another 2 per cent to -19 per cent. The volume of dispensing for single-vision lenses has been much lower

Figure 1 Total practice turnover Jan-Jun

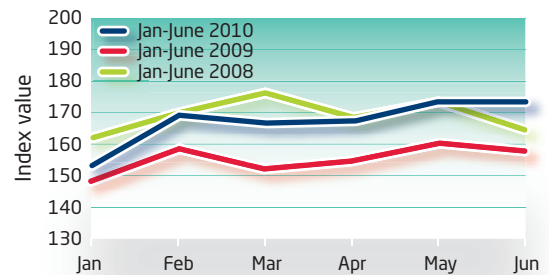


Figure 2 Turnover per eye examination Jan-Jun

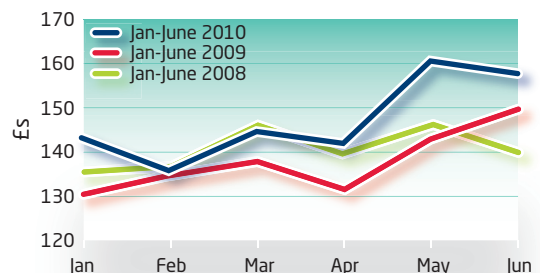


Figure 3 Total eye examinations Jan-Jun

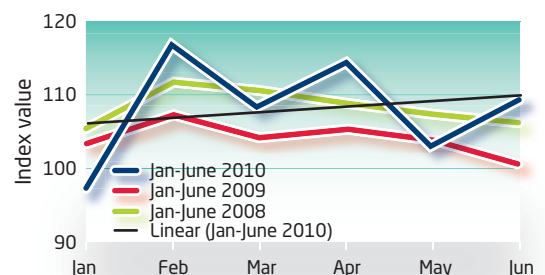


Figure 4 Percentage of exams which are NHS

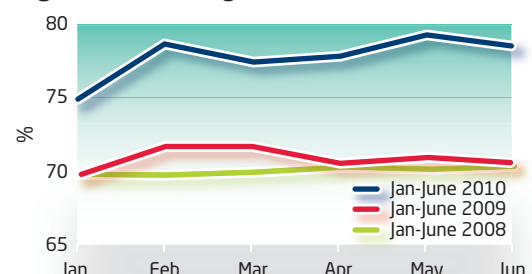


Figure 5 Single vision lenses Jan-Jun

