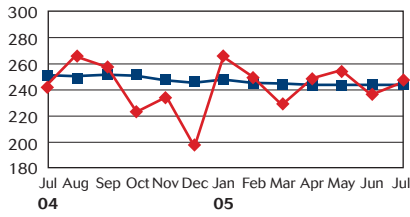
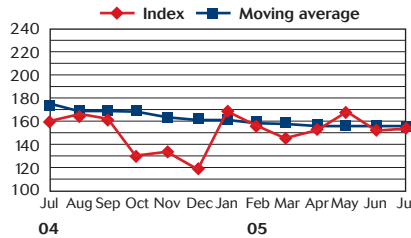


Optician Index July 2005 23

Spectacles dispensed with progressive lenses



Spectacles dispensed with AR coating



IMPORTANT MESSAGE

To find out how to protect your contact lens business with optician only products, a proven home and practice delivery system and low cost direct debit service, contact Sauflon on:

T: 020 8322 4222

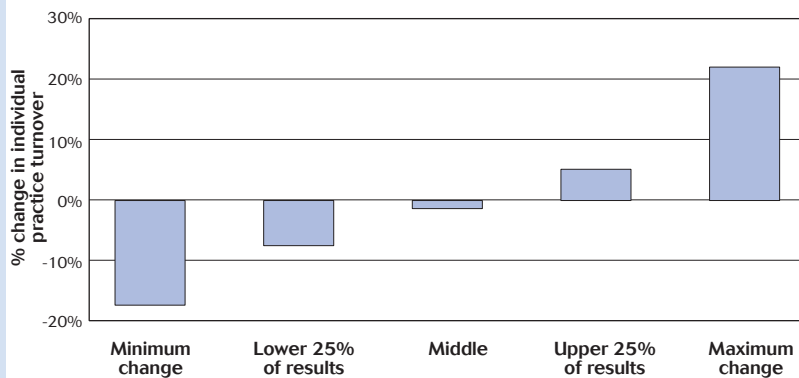
F: 020 8891 2622

E: info@sauflon.co.uk

SAUFLON - only for Opticians for twenty years.

LOOK AT THE TRENDS

Practice turnover - first 6 months of 2005 compared to same period 2004



For the Index sample, total practice turnover has been depicting a falling trend, although in recent months this decline appears to be reversing. This is an average for the sample, but what is the spread across the sample?

Presumably there are as many practices that are doing better than the reported average, as there are practices that are not doing so well.

In the first analysis, total practice turnover for individual practices is compared over the first six months of 2005 and 2004.

The average change is confirmed to be slightly negative.

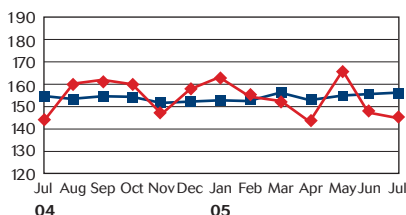
A quarter of practices are seeing a turnover increase in excess of 5.6 per cent, with the maximum reaching over 22 per cent.

Meanwhile, 25 per cent of practices show a decrease in turnover greater than -8 per cent, with the maximum decrease being almost -17 per cent.

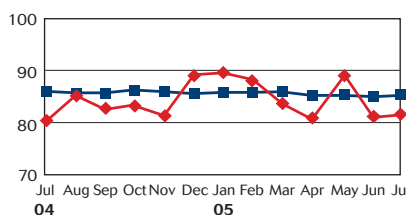
Hence, over the first six months of 2005 there is a slight decline in the average turnover for the sample. The spread is from -17 per cent to 22 per cent, with 50 per cent of the sample evenly distributed between -8 per cent and +5.6 per cent.

Where does your practice fit into this distribution?

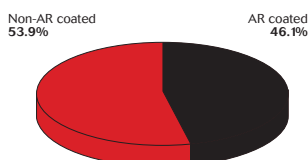
New contact lens fits



Sales of contact lens solutions



Proportion of spectacles dispensed with AR coating (July 2005)



Proportion of spectacles dispensed with different types of lens (July 2005)

