

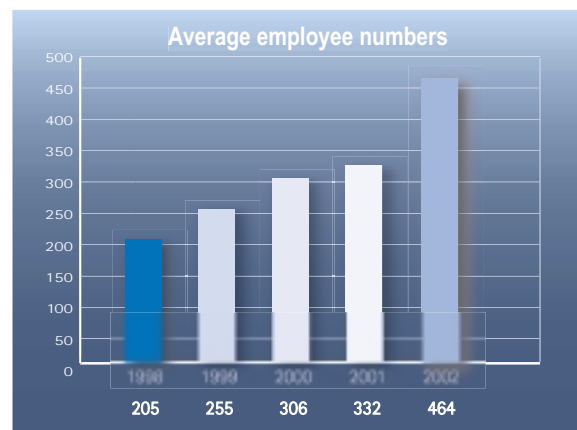
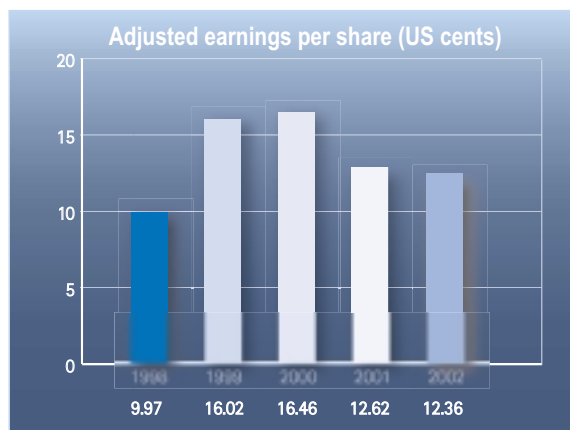
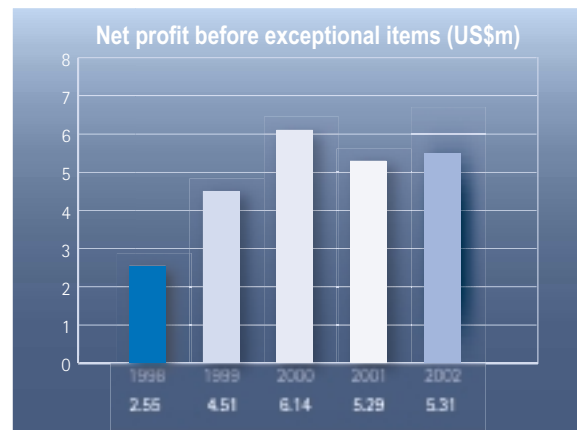
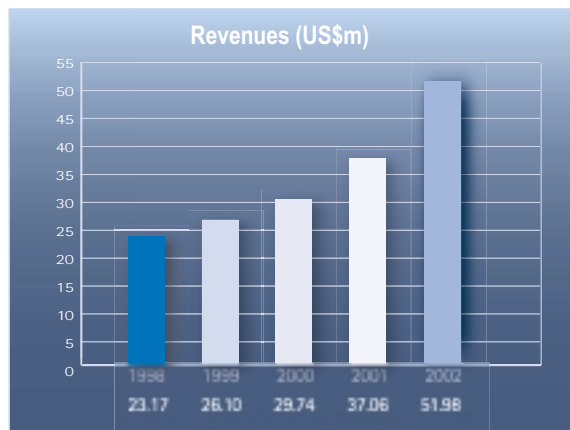
trinity biotech plc annual report 2002

**Trinity**

biotech

# Financial Highlights

- Revenues up 40% to US\$52.0m.
- Profit after tax before associate loss of US\$5.3m.
- Earnings per share of 12.36 US cents.
- Gross margins of 49.3%.
- Net bank debt of US\$6.8m on shareholders' funds of US\$62.6m.



## Chairman's Statement



Dear Shareholder

During the year 2002 Trinity Biotech plc and its subsidiaries have made further significant progress with a number of key achievements as follows:

- \* Successful completion of Clinical Trials for Uni-Gold™ HIV PMA filing
- \* Acquisition of the Hemostasis business of Sigma Diagnostics, August 27, 2002
- \* Acquisition of the Speciality Clinical Chemistry business of Sigma Diagnostics November 27, 2002
- \* FDA clearance for Hemostasis AutoDimer
- \* FDA clearance of Amax Destiny Hemostasis instrument
- \* Revenues up 40% to US\$52.0m
- \* Profit after tax - US\$5.0m
- \* Earnings per share US12.36¢
- \* Closure of the Biopool facility in Ventura, California
- \* Successful transfer of manufacturing of Biopool products to Bray, Ireland
- \* The significant expansion of our direct sales operation in the United States and Germany
- \* The establishment of a direct sales operation in the United Kingdom

During 2003 Trinity Biotech completed the additional Clinical Trials requested by the FDA in respect of our PMA filing for our Uni-Gold™ HIV product. Results from these trials were excellent, showing that the product has a sensitivity of 100% and a specificity of 99.7%. The last module of the filing has been submitted to the FDA and this will be followed by an inspection of our manufacturing facility in Bray, Ireland. We are excited about the prospect of receiving approval for our Uni-Gold™ HIV product in 2003.

Outside of the United States, Trinity Biotech continues to work with the US Centers for Disease Control and Prevention in most of the countries identified by President Bush in January 2003 for increased funding to combat HIV.

In August 2002 Trinity acquired the hemostasis division of Sigma Diagnostics, part of Sigma Aldrich (Nasdaq: SIAL). This acquisition represents a key strategy for the establishment of a significant market position in hemostasis. When combined with our Biopool business, Trinity will have a broad range of established extensive distribution channels, direct sales forces in key markets and a range of established branded instruments on which our tests can be performed. The acquired Sigma business was earnings neutral in 2002 and we expect it to be earnings enhancing in 2003.

In November 2002 Trinity Biotech acquired the Speciality Clinical Chemistry business of Sigma Diagnostics. This business consists of several specialised products that are clearly differentiated in the marketplace, including ACE, Bile Acids, Lactate, Oxalate and G6PDH.

Trinity also gains the rights to an HbA1c product, that is FDA cleared but not currently on the market. We expect earnings to be enhanced by this acquisition in 2003. The acquisition of the chemistry business gives Trinity a strong foothold in the speciality clinical chemistry marketplace and expands our broad portfolio of diagnostic tests.

On March 15, 2002 Trinity received US Food and Drug Administration (FDA) marketing clearance for its automated D-dimer test, AutoDimer. This approval will enable the company to offer three FDA cleared tests to confirm the presence of blood clots. AutoDimer, together with the previously FDA cleared Miniquant™ and Minutex® will offer a choice of tests for distribution to laboratories and hospitals and further strengthen the companies position in the D-dimer market which is currently valued at US\$50m worldwide and growing at over 10% per annum.

On August 30, 2002 Trinity Biotech received FDA marketing clearance for its new Hemostasis analyser Amax Destiny. The Amax Destiny is an exciting new analyser which opens an additional segment of the US\$700 million hemostasis market for Trinity Biotech. It offers high-end technology on a small low cost platform, and for the first time extends our instrumentation offering to the smaller hospital laboratory. The Destiny Analyser is manufactured in Trinity Biotech's instrumentation manufacturing facility in Lemgo, Germany. FDA clearance of the Amax Destiny is the culmination of three years of intensive research and development efforts and will provide Trinity Biotech with a highly competitive hemostasis instrumentation portfolio which includes the semi-automated KC1 Delta and KC4 Delta and the fully automated Amax 200 and Amax 400.

On September 30, 2002, Trinity closed the hemostasis manufacturing facility in Ventura, California which it had acquired from Xtrana, (Biopool) in 2001. These operations have since been successfully integrated into the Dublin manufacturing facility in Ireland.

Following the acquisition of the hemostasis business from Sigma Diagnostics, Trinity expanded its direct sales operation in the United States and now has a team of 35 people in marketing, sales, technical support and engineering. Trinity continues to operate through distributors in the United States for some of its product portfolio, particularly the infectious disease product line manufactured in Trinity's subsidiary in Jamestown, New York.

During the year Trinity established a small direct sales operation in the United Kingdom to handle the Sigma hemostasis and clinical chemistry product lines.

In financial terms, Trinity produced an excellent trading performance with revenues up 40% to US\$52.0m and US\$5.0m profit after tax. In cash-flow terms, EBITDA amounted to US\$10.0m and the Group is in a strong financial position with bank debt of US\$6.8m and cash balances of US\$5.8m at the end of 2002.

On December 31, 2002, Trinity's CFO Mr Maurice Hickey resigned his position and was replaced by Mr Rory Nealon on January 2, 2003. I would like to take this opportunity to thank Maurice for his contribution towards the development of Trinity Biotech and to welcome Rory to the Company. On behalf of the Board I would like to express our appreciation to our Shareholders, Customers and 550 employees for their continuing loyalty, support and commitment to Trinity Biotech.

A handwritten signature in black ink, appearing to read "Ronan O'Caomh".

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Ronan O'Caomh  
Chairman

# Business Overview

## Introduction

Trinity Biotech was founded in 1992 and shortly after its formation listed on Nasdaq under the symbol (TRIB). Currently Trinity has 40 million shares outstanding giving a market cap of approximately US\$100m. The Company is headquartered in Dublin, Ireland and employs over 550 people worldwide. With revenues of over US\$50m in 2002 and profit after tax in excess of US\$5m, Trinity has become a significant player in the diagnostic marketplace.

Trinity is recognised as a global supplier of diagnostic reagents and instrumentation to the world diagnostic market. Trinity manufactures and markets over 500 individual products, has a worldwide customer base, established brands and has a Uni-Gold™ proprietary point-of-care technology.

## Industry Overview

The worldwide diagnostic market was worth approximately US\$20.3 billion in 2002, and has grown at a compounded average growth rate of 5% per annum for the past three years. Trinity competes in four significant sections of the world market, namely, Infectious Diseases, Hemostasis, Clinical Chemistry and Point-of-Care Diagnostics.

\* The Infectious Disease market is worth approximately US\$3.8 billion worldwide and key competitors include Abbott Diagnostics, Roche, Boehringer Mannheim, Beckman, Dade and Biomerieux.

\* The world market for Hemostasis Reagents is worth approximately US\$500m and key competitors include Dade Behring, Instrumentation Laboratories, Stago and Biomerieux.

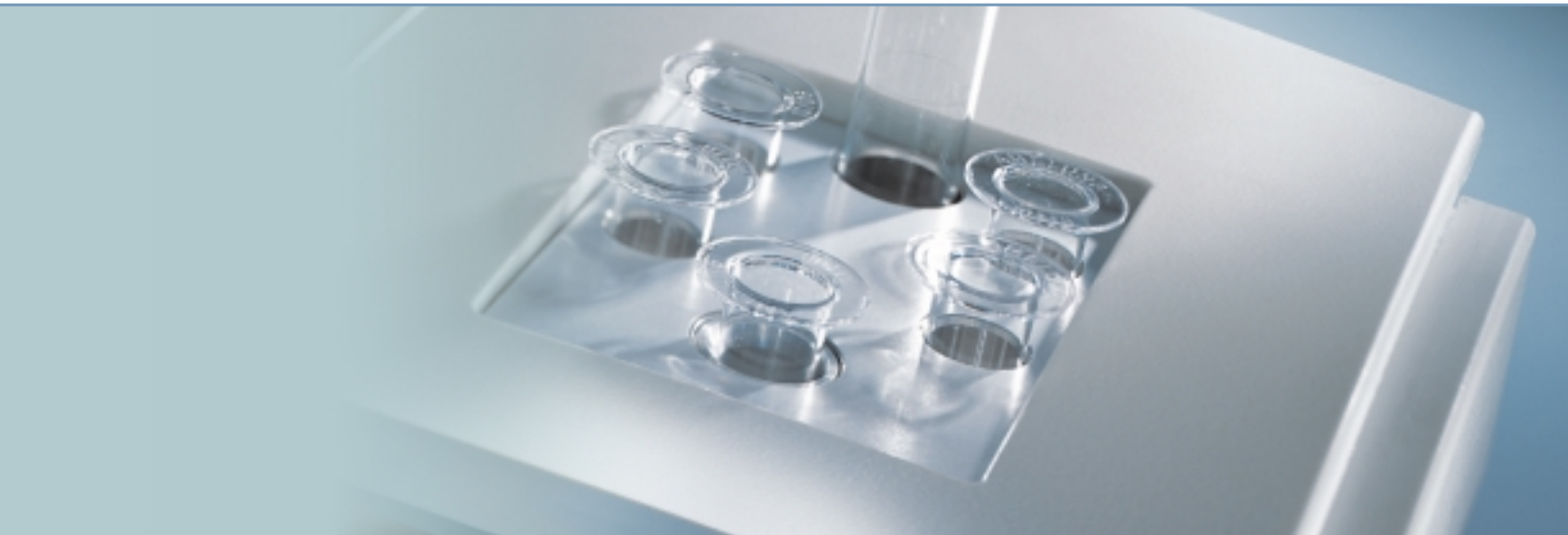
\* The Hemostasis Instrumentation market is worth US\$200m worldwide and key competitors include Instrumentation Laboratories, Sysmex and Stago.

\* In the Clinical Chemistry market key competitors include Roche, Boehringer Mannheim, Beckman Coulter and Abbott. The Clinical Chemistry marketplace is worth US\$3.5 billion.

\* Outside the USA, we estimate that the market for Rapid HIV tests is approximately US\$20m. The main market is in sub-Saharan Africa where 29.4m people are infected with the HIV virus. In this region there were 3.4m new infections in 2002. In a recent address President Bush has indicated his willingness to provide US\$15 billion over a five year period to fight the AIDS epidemic in sub-Saharan Africa and the Caribbean. This investment should benefit Trinity Biotech who are already working closely with CDC run US AID programmes in 13 countries in sub-Saharan Africa.

\* Within the United States the current market for Rapid HIV testing is approximately US\$10m which is predicted to grow to US\$40m over the next three years. There are currently just under 1m HIV positive people in the United States and there are 40,000 new infections per annum. It is a stated goal of the CDC to reduce the new infections to 20,000 per annum and rapid testing is a key strategy to achieve this goal.

\* The Diagnostics market is predicted to grow at a steady rate of approximately 5% per annum, due to favourable reimbursement policies for clinical lab testing, an increasing demand for point-of-care testing, and that demographic trends are leading to an ageing population which demands increased diagnostic testing.



### Manufacturing

Trinity Biotech has four manufacturing sites across the world:

#### \* Bray, Ireland

This is the main manufacturing site for Trinity's Rapid Tests, EIA, RIA, Hemostasis and Clinical Chemistry products. There are over 250 people employed in this manufacturing facility.

#### \* Jamestown, New York

With a staff of 100 people, Jamestown specialises in the production of Microtitre Plate EIA products, mainly for infectious diseases and autoimmunity.

#### \* Carlsbad, California

With a staff of 40, Trinity's facility in Carlsbad specialises in the manufacture of products utilising Western Blot technology for Lyme and other infectious diseases.

#### \* Lemgo, Germany

Employing 70 people this facility manufactures Hemostasis instrumentation and plastic consumables for use with the instruments.

### Sales & Marketing

Trinity sells its product through its own direct sales-force in three countries, the United States, Germany and the United Kingdom. In the United States there are over 35 sales & marketing professionals responsible for the sale of Hemostasis reagents and instrumentation, clinical chemistry and infectious disease products.

The sales-force of 22 people in Germany is responsible for selling the full range of Trinity Biotech products including Hemostasis, Infectious Disease, Clinical Chemistry and Radioimmunoassay.

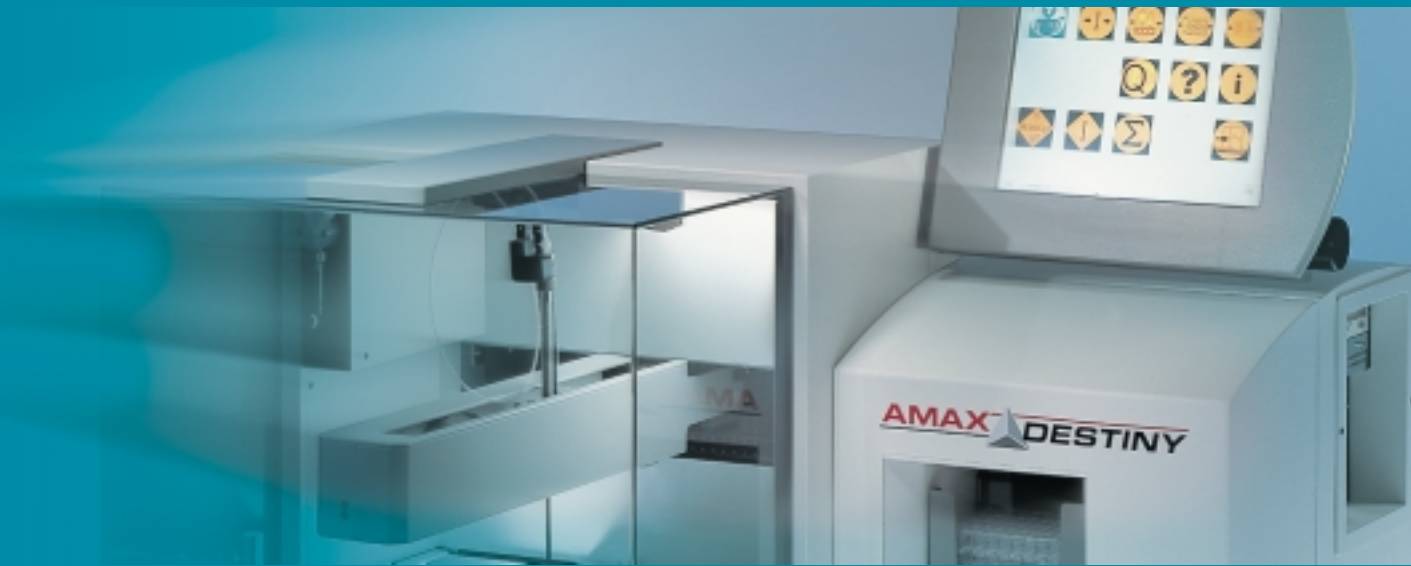
In 2002 Trinity opened a sales & marketing office in Oxford UK employing five sales professionals who market the Hemostasis and clinical chemistry products from Trinity Biotech.

In addition to our direct sales operations, Trinity also operates in 78 countries, through over 300 independent distributors.

## Business Overview

### Product Portfolio

The consensus of analyst estimates indicate Trinity will sell close to US\$68m in 2003. 94% of these sales will be to clinical laboratories worldwide. Typically, such laboratories process high volumes of patient specimens utilising automated equipment for conducting the tests and for reading and interpreting the results. Almost 40% of Trinity's business is in the infectious disease segment.



The Hemostasis product line accounts for approximately one third of projected revenues in 2003. In the United States, Trinity holds market leadership positions in Lyme, EBV and H. pylori testing and markets a broad portfolio of infectious and sexually transmitted disease products. In the hemostasis segment Trinity has a comprehensive portfolio of routine and speciality reagents allied with automated instrumentation and consumables.

Through the acquisition of the Sigma specialty clinical chemistry business, Trinity now for the first time in its history participates in this important market segment and will seek further opportunities to expand in this area.

Trinity's strategy in the clinical lab market is:

1. Utilise direct sales-forces in selected markets, including the US, Germany and the UK.
2. Broaden the portfolio of products represented in existing markets by ensuring that our distribution partners carry a wider range of our products.
3. Extend the customer base into new markets such as Japan.
4. Continue to invest in R&D to add and enhance the product portfolio.
5. Expand through acquisitions, to capture market share and to leverage our fixed cost manufacturing bases.

Within the point-of-care market segment Trinity's focus is entirely in the area of infectious disease with its primary product being its Uni-Gold™ HIV one-step test. This test is currently sold throughout sub-Saharan Africa and in key Asian markets such as India. Trinity has recently completed the clinical trials necessary to apply for pre-market approval in the United States through the FDA. These trials yielded excellent results with the sensitivity of Trinity's Uni-Gold™ HIV test being 100% and the specificity being 99.7%. All of the information requested by the FDA has now been submitted and most of the modules have already been reviewed by the FDA. The next step for Trinity is inspection by the FDA of Trinity's Uni-Gold™ HIV manufacturing site in Bray and if this is successful should lead to approval later in 2003.

Trinity's strategy in the area of point-of-care testing is to continue to push for approval of the Uni-Gold™ HIV test in the United States, thus opening up a potential market of US\$40m. Trinity will also continue to expand its product offering in the area of one-step testing through in-house R&D and in-licensing



#### HiberGen

Trinity Biotech has a 42.9% share in Irish Genomics company, HiberGen. HiberGen's mission is to identify and validate novel genetic targets in well defined homogeneous patient cohorts. This work is performed utilising HiberGen's therapeutic proprietary SNaPIT™ genotyping technology and this work will lead to the development of innovative therapeutic and diagnostic products. HiberGen is focused on 4 main areas of research, ADHD (Attention Deficit and Hyperactivity Disorder), Depression, CHD (Coronary Heart Disease) and IBD (Inflammatory Bowel Disease). HiberGen is currently engaged in a US\$5m fundraising, which is anticipated will close before the end of quarter two, 2003, and it is expected that Trinity will contribute up to an amount of US\$750,000 as part of this fundraising. Such an investment will replace the previously announced commitment to invest up to US\$3.1m



# Financial Review

## Introduction

During the financial year we have experienced strong growth in revenue of 40% with quarter four being 53% ahead of the comparable period last year. Our profit after tax of \$5.0m is comparable to the prior year equivalent before exceptionals despite the significant investment during the year in our direct sales forces in the USA, Germany and the UK.

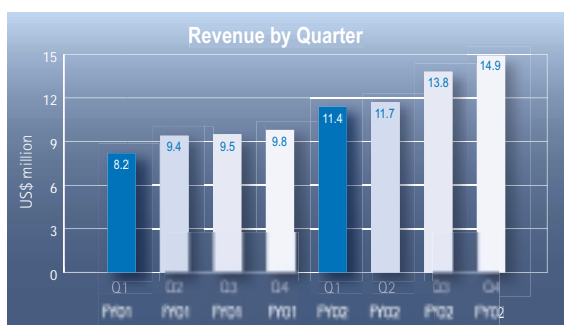
## Revenue development

The revenues for the financial year have increased from \$37.1m for the same period last year to \$52.0m in the year ended December 31, 2002 representing an increase of 40%. This trend of increasing revenues is consistent with an average annual increase in revenues of 24.4% for the last 5 years.

The increase during the financial year is due to a combination of factors including :

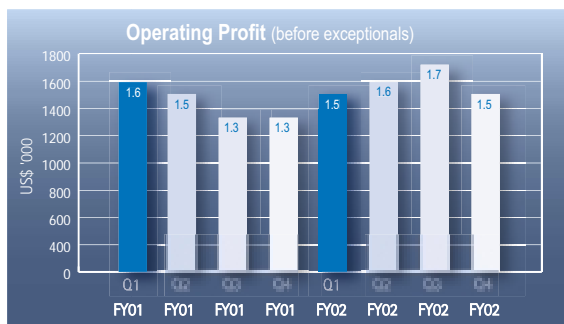
- \* organic growth of existing product lines;
- \* the full integration of the Biopool acquisition which was acquired in December 2001;
- \* the added contribution from the Sigma Hemostasis product line from August 2002;
- \* the introduction of the Sigma specialty clinical chemistry product line with effect from December 2002.

The group anticipates that revenue growth will continue in the current financial year with further organic growth and the impact of a full year's revenues on the Sigma hemostasis and Sigma clinical chemistry product lines.



## Gross Margin

The Group's gross margin has been relatively constant year on year with a small decrease from 51% in FY01 to 49.3% in FY02. However the quarter four margin has increased to 52.3% from 51.6% in the comparative period last year.



## Other Operating Expenses

Other operating expenses consist of research and development (R&D), selling general and administrative (SG&A), goodwill and exceptional costs.

R&D costs have increased as a percentage of revenues from 7.5% in FY01 to 8.6% in FY02. This reflects the Group's commitment to the ongoing development of new products and the upgrade and enhancement of existing products.

SG&A costs have increased from \$8.4m to \$12.2 million in the current financial year. This is a 45% increase in the absolute level of these costs and reflects the significant increase in the size of the direct sales force in the USA, Germany and the UK. Despite this increase in the indirect cost base, we have controlled these costs at approximately 23% of revenues which is comparable with the prior year. The introduction of this direct sales force will enhance the Group's ability to organically grow revenues through the placement of a wider product range with existing customers and will also facilitate the introduction of our HIV product into the USA upon receipt of FDA clearance.

Goodwill amortisation quarter on quarter has been relatively constant since the acquisition of Biopool in quarter four last year. There was a small increase in the level of amortisation in quarter four this year with the acquisition of the Sigma clinical chemistry product line. See notes 11 and 24 of the consolidated financial statements for further information.

### Operating Profit

The Group's operating profit has been steadily increasing in recent quarters with an overall operating profit for the year of US\$6.5m as compared to US\$2.2m in the comparative period last year. This is a significant achievement in that we have had expected initial costs associated with the transfer of the Biopool and Sigma hemostasis reagent production to our Bray facility during that period. The Biopool transfer has recently been completed and we anticipate that the Sigma hemostasis and more recent Sigma clinical chemistry transfers will be complete by the end of quarter three of this year.



### Profit After Tax

The profit after tax has increased from US\$1.4m to US\$5.0m in the current year. The profit levels are comparable at US\$5.0m if exceptional costs in FY01 of US\$3.6m are removed.

Profit after tax is after deducting the Group's share of the loss in Hiberger, our associate company, of US\$300,000 (US\$195,000 in FY01).

### Balance Sheet

In balance sheet terms, Trinity Biotech continues to maintain a strong balance sheet with cash of US\$5.8m and bank debt of US\$6.8 million. Accounts receivable and prepayments have increased from US\$7.7m to US\$12.5m, albeit these levels of accounts receivable are comparable when compared to quarter four sales levels.

The Group's inventories have increased by 25% to \$20.4 million. This is largely associated with the recent acquisitions of the Sigma hemostasis and Sigma clinical chemistry product lines. The percentage increase is lower than the increase in the level of business over the past year and reflects good inventory management. The Group's total liabilities have increased by a comparable 29% to US\$26.4m.

### Financial Risk Management

The Group uses financial instruments throughout its business. Leasing, debt and cash resources are used to finance the Group's operations; trade debtors and creditors arise directly from operations; and forward foreign exchange contracts are used to manage currency risks of euro denominated costs incurred in the Irish manufacturing operation.

At December 31, 2002 the Group had entered into fifty six foreign exchange contracts amounting in aggregate to approximately US\$5.7m and Yen 96m regarding the forward purchase of euro relating to euro denominated costs which will be incurred in Ireland.

## Directors' Profiles



**Ronan O'Caomh**, Chairman and Chief Executive Officer, co-founded Trinity Biotech in 1992 and has been Chief Executive Officer since March 1994 and Chairman since May 1995. Prior to joining Trinity Biotech, Mr O'Caomh was Finance Director and subsequently Managing Director of Noctech Limited, an Irish diagnostics company. Previously, Mr O'Caomh practised as a Chartered Accountant with Arthur Andersen, Dublin. Mr O'Caomh holds a Bachelor of Commerce degree from University College, Dublin and is a fellow of the Institute of Chartered Accountants in Ireland.



**Brendan Farrell**, President, joined Trinity Biotech in July 1994. He was previously Marketing Director of B.M. Browne Limited, a company involved in the marketing and distribution of medical and diagnostic products. Prior to that he was Chief Executive of Noctech Limited, an Irish diagnostics company, following six years with Baxter Healthcare where he was Director of European Business Development. Mr Farrell has a Masters degree in Biochemistry from University College, Cork.



**Rory Nealon**, Chief Financial Officer, joined Trinity Biotech as Chief Financial Officer and Company Secretary in January 2003. Prior to joining Trinity Biotech, he was Chief Financial Officer of Conduit plc, an Irish directory services provider with operations in Ireland, the UK, Austria and Switzerland. Prior to joining Conduit he was an Associate Director in AIB Capital Markets, a subsidiary of AIB Group plc, the Irish banking group. Mr Nealon holds a Bachelor of Commerce degree from University College Dublin, is a fellow of the Institute of Chartered Accountants in Ireland, a member of the Institute of Taxation in Ireland and a member of the Institute of Corporate Treasurers in the UK.



**Jim Walsh**, Ph.D, Chief Operating Officer, joined Trinity Biotech in October 1995. Prior to that Dr Walsh was Managing Director of Cambridge Diagnostics Ireland Limited. Before joining Cambridge he worked with Fleming GmbH. Dr Walsh received his Ph.D. in Microbiology and his degree in Biochemistry from University College, Galway.



**Denis Burger**, Ph.D, non-executive director, was chairman of Trinity Biotech from June 1992 to May 1995 and is currently a non-executive director and Chairman of the Remuneration Committee. Dr Burger is Chief Executive Officer and Chairman of AVI Biopharma Inc., an Oregon based biotechnology company specialising in anti sense technology. He was co-founder and, from 1981 to 1990, Chairman of Epitope Inc. Dr Burger received his degree in Bacteriology and Immunology from the University of California in Berkeley and his M.S. and Ph.D degrees in Microbiology and Immunology from the University of Arizona.



**Peter Coyne**, non-executive director and Chairman of the Audit Committee, joined the board of Trinity Biotech in November, 2001 as a non-executive director. Mr Coyne is a director of AIB Corporate Finance, a subsidiary of AIB Group plc, the Irish banking group. He has extensive experience in advising public and private groups on all aspects of corporate strategy. Prior to joining AIB, Mr Coyne trained as a chartered accountant and was a senior manager in Arthur Andersen's Corporate Financial Services practice. Mr Coyne holds a Bachelor of Engineering degree from University College, Dublin and is a fellow of the Institute of Chartered Accountants in Ireland.

## INTRODUCTION

The Directors of Trinity Biotech plc ("the company") have pleasure in submitting their annual report together with the audited financial statements of the company and its subsidiaries ("Trinity Biotech" and/or "the group") for the year ended 31 December 2002.

## REVIEW OF THE DEVELOPMENT OF THE BUSINESS

The principal activities of Trinity Biotech are the development, manufacture and marketing of diagnostic products for the point of care and clinical laboratory segments of the diagnostic market. The broad line of test kits are mostly used to detect infectious diseases, sexually transmitted diseases, blood coagulation disorders and autoimmune diseases.

On August 27, 2002 Trinity Biotech acquired the hemostasis division of Sigma Diagnostics for a consideration of US\$1,422,802. For further information see note 24 to the consolidated financial statements.

On November 27, 2002 Trinity Biotech acquired the assets and goodwill of a speciality clinical chemistry range of products from Sigma Diagnostics for a consideration of US\$4,436,188. This acquisition was partly financed by the issue of US\$2.5m of convertible debentures. For further information see notes 11 and 24 to the consolidated financial statements.

A further review of the development of the business during the year is included in the Chairman's Statement, Business Overview and Financial Review on pages 2 to 9.

## RESULTS FOR THE YEAR AND STATE OF AFFAIRS AS AT DECEMBER 31, 2002

The consolidated profit and loss account for the year ended December 31, 2002 together with the consolidated balance sheet at that date are set out on pages 19 to 20 respectively. The consolidated profit after tax of Trinity Biotech for the financial year was US\$5,010,317 (2001: US\$1,449,348) with shareholders' funds excluding minority interests standing at US\$62,598,296 (2001: US\$56,221,625).

## DIVIDENDS AND RETENTION

No dividends or transfers to reserves are recommended by the directors.

## FUTURE DEVELOPMENT

Trinity Biotech will continue to pursue product and technological developments through its research and development programmes and the expansion of existing activities through its sales and marketing programmes.

## RESEARCH AND DEVELOPMENT

During the year ended December 31, 2002, Trinity Biotech's expenditure on research and development amounted to US\$4,470,745 (2001: US\$2,779,729) reflecting the continuing commitment of the Group to the further development of tests for infectious diseases and other medical conditions.

## HEALTH AND SAFETY

Trinity Biotech ensures the safety of its employees through the operation of a safety policy set out in its Corporate Safety Statement. The Statement is based on the requirements of employment legislation including The Safety, Health and Welfare at Work Act, 1989.

## SUBSIDIARY UNDERTAKINGS

The information required by the Companies (Amendment) Act, 1986, in relation to subsidiary and associated undertakings of the Company is given in note 31 to the financial statements.

## DIRECTORS

Mr. Maurice Hickey resigned from the board of directors of the Company with effect from December 31, 2002.

Mr. Rory Nealon was appointed to the board with effect from January 2, 2003.

In accordance with the Articles of the Association of the Company, Mr. Peter Coyne retires by rotation and, being eligible, offers himself for re-election.

## ANNUAL GENERAL MEETING

Notice of the Annual General Meeting together with details of the proposed resolutions is set out on pages 47 and 48.

**DIRECTORS' AND SECRETARY'S INTERESTS**

The directors and the secretary held the following interests in the Company as at December 31, 2002 and December 31, 2001 or subsequent date of appointment:

	Number of 'A' shares		Number of Options		Weighted Average Subscription Price of Options Outstanding at December 31, 2002
	December 31 2002	December 31 2001	December 31 2002	December 31 2001	
Ronan O'Caomh	1,370,655	1,370,655	1,686,000	1,186,000	1.14
Brendan Farrell	506,835	506,835	1,511,875	1,211,875	1.08
Rory Nealon (appointed January 2, 2003)	-	-	300,000	-	0.98
Jim Walsh	719,615	719,615	1,180,000	880,000	1.15
Denis Burger*	391,000	391,000	374,000	324,000	0.97
Peter Coyne	-	-	90,000	40,000	0.98

\* 50,000 of these shares are held by Sovereign Ventures, a general partnership in the United States of America which is 50% owned by Dr. Denis Burger.

The Options outstanding at December 31, 2002 are exercisable at various dates between 2003 and 2009. No options were exercised or lapsed during the year. All of these options are in the money at April 17, 2003. Further details of directors' interests are included in the Register of Directors Interests.

**SUBSEQUENT CHANGES**

In the period January 1, 2003 to April 17, 2003 there were no changes in the shareholdings or number of share options of the directors and secretary. The 'B' ordinary shares of Trinity Research Limited are beneficially controlled by Mr. Ronan O' Caoimh, Mr. Brendan Farrell, Mr Rory Nealon and Dr. Jim Walsh.

**TRANSACTIONS WITH DIRECTORS**

There are no transactions with directors other than those outlined in note 28 to the consolidated financials statements.

**IMPORTANT EVENTS SINCE YEAR END**

US\$1.8m of the convertible debentures have been converted into "A" Ordinary Shares at a conversion price of US\$1.50 per share. For further information on the convertible debentures see note 19 of the consolidated financial statements.

**STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE FINANCIAL STATEMENTS**

Irish company law and the listing rules of the Irish Stock Exchange require the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company and of the Group and of the profit or loss of the Group for that period. In preparing these financial statements, the directors are required to:

- \* select suitable accounting policies and then apply them consistently;
- \* make judgements and estimates that are reasonable and prudent;
- \* prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group will continue in business;
- \* comply with applicable accounting standards, subject to any material departures disclosed and explained in the financial statements.

The directors are responsible for keeping proper books of account which disclose with reasonable accuracy at any time the financial position of the Company and of the Group and which enable them to ensure that the financial statements are prepared in accordance with accounting standards generally accepted in Ireland and comply with the provisions of the Companies Acts, 1963 to 2001 and the European Communities (Companies: Group Accounts) Regulations, 1992. They are also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**CORPORATE GOVERNANCE**

Statements by the Directors in relation to the Company's appliance of corporate governance principles, the Group's system of internal controls and adoption of the going concern basis in the preparation of the financial statements are set out on pages 15 and 16.

# Directors' Report

Year Ended December 31, 2002 (continued)

## DIRECTORS' REMUNERATION

The Group's policy in respect of remuneration of executive directors is to provide remuneration packages which attract, retain, motivate and reward the executives concerned and encourage them to enhance the Group's performance. In considering such packages, cognisance is taken of the levels of remuneration for comparable positions, the responsibilities of the individuals concerned and the overall performance of the Group.

Directors' remuneration shown below comprises salaries, pension contributions and other benefits and emoluments in respect of executive directors. The basis for the executive directors' remuneration and level of annual bonuses is determined by the remuneration committee of the board. The Remuneration Committee comprises Dr. Denis Burger (Chairman), Peter Coyne and Ronan O'Caoimh. The Committee meets annually or more often if required to review and amend the packages of executive directors.

Non-executive directors are remunerated by fees and the granting of share options. Non-executive directors who perform additional services outside the normal duties of a director receive additional fees. The fees payable to non-executive directors are determined by the Board.

Director US\$	Salary/ Benefits	Performance related bonus	Defined Contribution Pension	Total 2002	Total 2001
Ronan O'Caoimh	303,675	70,175	48,092	421,942	356,555
Brendan Farrell	224,068	50,125	23,699	297,892	251,794
Maurice Hickey	191,110	31,339	13,186	235,635	140,088
Jim Walsh	224,554	50,125	9,729	284,408	252,684
	943,407	201,764	94,706	1,239,877	1,001,121
Non-executive director	Fees			Total 2002	Total 2001
Denis Burger	10,000			10,000	10,000
Peter Coyne	10,000			10,000	1,877
	20,000			20,000	11,877

## BOOKS AND ACCOUNTING RECORDS

The directors are responsible for ensuring that proper books and accounting records, as outlined in Section 202 of the Companies Act 1990, are kept by the Company. To achieve this, the directors have appointed suitably qualified accounting personnel in order to ensure that these requirements are complied with. The books and accounting records of the Company are maintained at the Company's registered office at IDA Business Park, Southern Cross Road, Bray, Co. Wicklow.

## SUBSTANTIAL HOLDINGS

As at April 17, 2003, other than the Directors' Interests, the Company has not been made aware of any interest, directly or indirectly, in 3% or more of the Company's subscribed capital by any person having such an interest.

## AUDITORS

Ernst and Young, Chartered Accountants, have expressed their willingness to continue in office in accordance with Section 160 (2) of the Companies Act, 1963.

On behalf of the board.

*Ronan O'Caoimh*  
*Rory Nealon*

Directors

April 17, 2003

## INTRODUCTION

Trinity Biotech is committed to high standards of corporate governance. The board is accountable to the Company's shareholders for good corporate governance. Trinity Biotech is subject to Nasdaq rules with respect to corporate governance. These rules differ in certain respects from the corporate governance rules required by the Irish Stock Exchange which are governed by the Principles of the Combined Code ("the Code"). The following text sets out the disclosures and the information required under the Code and notes exceptions to the adoption of full compliance with the Code:

### The Board

Trinity Biotech has a total of six directors including two non-executive directors, details of which are included on pages 10 and 11. As in the case of many Nasdaq companies the roles of chairman and chief executive are not separated. The board regularly reviews its responsibilities and those of its committees which comprise a majority of non-executive directors. The board has clearly defined responsibilities and is actively involved in all matters of major significance to the Group. These include acquisitions not requiring shareholder approval, capital expenditure in excess of preset amounts, recruitment of senior executives, overall personnel policy, decisions on strategic investments and direction, and treasury and risk management policy.

Trinity Biotech is managed by an experienced and balanced board. Although non-executive directors have formal letters of appointment, they are not appointed for specific terms and are required to stand for re-election by shareholders in accordance with a rotation system. Executive directors are not required to stand for re-election. Due to the size of the Group, the board does not believe that a nomination committee, which would ratify appointments to the board, is warranted at present but continues to review this situation.

The board meets bi-monthly and agendas and supporting papers are circulated in advance of each meeting. Corporate strategy is reviewed and discussed and the performance of the Group's operations is monitored. In addition to written reports, the board regularly receives presentations on performance from senior management within the Group.

## COMMITTEES OF THE BOARD

The board has delegated some of its responsibilities to an Audit Committee and a Remuneration Committee.

### Audit Committee

The duties of the Committee include the appointment of the auditors, the review of the quarterly and annual reports and ensuring that an effective system of internal controls is maintained. The external auditors attend as required and have access to the Committee Chairman at all times.

The audit committee comprises the two independent, non-executive directors of the Company, Mr. Peter Coyne (committee chairman) and Dr. Denis Burger, and Mr. Rory Nealon, Chief Financial Officer. Given that the Company has just two non-executive directors, it is not in a position to comply with the requirement of the Code for a minimum of three non-executive members of the audit committee.

### Remuneration Committee

The remuneration committee reviews the performance of senior management and ensures that there are adequate management succession plans in place. The committee determines the Company's policy on executive directors' remuneration and the specific remuneration package for each of the executive directors. The committee comprises the two independent non-executive members of the board, Dr. Denis Burger, (committee chairman and senior independent director), and Mr. Peter Coyne, and Mr. Ronan O' Caoimh, Chairman and Chief Executive Officer.

It is a policy of the remuneration committee to provide competitive packages for the executive directors and senior management of Trinity Biotech which reflect the Group's performance, reward above average performance and attract, retain and motivate high calibre executives. Bonuses and the granting of share options are based on reviews of performance against financial targets, project specific objectives and general performance criteria.

The remuneration packages of executive directors and senior management comprise a base salary, benefits, a performance related bonus and a long term incentive in the form of share options. Base salary reflects the responsibilities of the position and is set by reference to individual performance and comparable market rates.



### RELATIONS WITH SHAREHOLDERS

The Chief Executive Officer, President and Chief Financial Officer communicate with shareholders and the investment community regularly after the announcement of the Group's quarterly and year end results. The board regards the annual report as a key document for communication with investors and their advisers and carefully considers its form and content in conjunction with its professional advisers. The AGM provides an opportunity for the directors to deliver presentations on the business and for shareholders, both institutional and private, to question the Directors directly. The Chairman of the Board, together with the Chairmen of the Audit and Remuneration Committees, are available to answer questions as required. Notice of the AGM, together with the Annual Report and Accounts, is sent to shareholders at least 21 days before the meeting. A separate resolution is proposed at the AGM on each substantially separate issue including a particular resolution relating to the report and accounts. Details of the proxy votes for and against each resolution are announced after the result of the votes by hand.

### INTERNAL CONTROL

The board has overall responsibility for the Group's system of internal control and for reviewing its effectiveness. This involves an ongoing process of identifying, evaluating and managing the significant risks faced by the Group and reviewing the effectiveness of the resultant system of internal control throughout the period and up to the date of approval of the annual report and accounts. The Group's system of internal control provides reasonable, though not absolute assurance that assets are safeguarded, transactions authorised and properly recorded and that material errors or irregularities are either prevented or detected within a timely period.

The key procedures which the directors have established with a view to providing effective internal control are as follows:

- There is a formal schedule of matters specifically reserved for decision by the board.
- The organisational structure has clearly defined lines of authority.
- The integrity and confidence of the employees is ensured through high recruitment standards and subsequent training. Appropriately qualified and trained personnel are seen as a central part of the control environment.
- The Board of Directors reviews and approves a detailed budget each year which is used for comparison with monthly accounts throughout the year. Any significant variance between the budget and the detailed management accounts is investigated by management and remedial action is taken as necessary.
- All capital expenditure and investments are subject to formal levels of authorisation and approval.
- The Board of Directors also approves all major strategic decisions. Responsibility for each business unit is passed to local management and is overseen by the respective business manager.
- The audit committee approves audit plans and deals with significant control issues raised by external auditors. Due to the size of the Group, the audit committee does not believe an internal audit function is warranted at present but continues to review this situation.

In previous years, the directors' formal review of effectiveness of the internal control system was not performed in compliance with the provisions of the Combined Code. For the year ended 31 December 2002, this formal review was conducted as part of the financial statement close process. A formal procedure is now in place to ensure that this review is updated periodically culminating in a formal annual review.

The directors have also, subsequent to the year end, formally adopted an audit committee charter.

### DIRECTORS REMUNERATION

The Board's report on Directors' remuneration is set out on page 14.

### GOING-CONCERN

The board has a reasonable expectation, at the time of approving the financial statements, that the Company has adequate resources to continue its operations for the foreseeable future. For this reason it continues to adopt the going concern basis in preparing the financial statements.

We have audited the group's financial statements for the year ended 31 December 2002 which comprise the Consolidated Profit and Loss Account, Consolidated Balance Sheet, Consolidated Statement of Total Recognised Gains and Losses, Consolidated Statement of Movement in Shareholders' Funds, Consolidated Cash Flow Statement, Company Balance Sheet, and the related notes 1 to 38. These financial statements have been prepared on the basis of the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 193 of the Companies Act, 1990. 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 auditors' 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 audit work, for this report, or for the opinions we have formed.

#### *Respective responsibilities of directors and auditors*

The directors are responsible for preparing the Annual Report, including the financial statements which are required to be prepared in accordance with applicable Irish law and accounting standards as set out in the Statement of Directors' Responsibilities in relation to the financial statements.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements, Auditing Standards issued by the Auditing Practices Board for use in Ireland and the United Kingdom and the Listing Rules of the Irish Stock Exchange.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Acts. We also report to you our opinion as to: whether proper books of account have been kept by the company; whether at the balance sheet date there exists a financial situation which may require the convening of an extraordinary general meeting of the company; and whether the information given in the directors' report is consistent with the financial statements. In addition, we state whether we have obtained all the information and explanations necessary for the purposes of our audit and whether the company balance sheet is in agreement with the books of account.

We also report to you if, in our opinion, any information specified by law or the Listing Rules regarding directors' remuneration and transactions with the group is not given and, where practicable, include such information in our report.

We review whether the Corporate Governance Statement reflects the company's compliance with the seven provisions of the Combined Code specified for our review by the Listing Rules, and we report if it does not. We are not required to consider whether the board's statements on internal control cover all risks and controls, or form an opinion on the effectiveness of the group's corporate governance procedures or its risk and control procedures.

We read other information contained in the Annual Report and consider whether it is consistent with the audited financial statements. This other information comprises the Chairman's Statement, Business Overview, Financial Review and Directors' Report. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

#### *Basis of audit opinion*

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's circumstances, consistently applied and adequately disclosed.

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

## Republic of Ireland opinion

In our opinion the financial statements give a true and fair view of the state of affairs of the company and of the group as at 31 December 2002 and of the profit of the group for the year then ended and have been properly prepared in accordance with the provisions of the Companies Acts, 1963 to 2001 and the European Communities (Companies: Group Accounts) Regulations, 1992.

We have obtained all the information and explanations we consider necessary for the purposes of our audit. In our opinion proper books of account have been kept by the company. The company balance sheet is in agreement with the books of account.

In our opinion the information given in the directors' report is consistent with the financial statements.

In our opinion the company balance sheet does not disclose a financial situation which under Section 40(1) of the Companies (Amendment) Act, 1983 would require the convening of an extraordinary general meeting of the company.

## United States opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial statements of Trinity Biotech plc and its subsidiaries at December 31, 2001 and December 31, 2002 and the consolidated results of their operations and their cash flows for the years then ended, in conformity with generally accepted accounting principles in the Republic of Ireland, which differ in certain respects from those followed in the United States (see note 30 of notes to the consolidated financial statements).

Ernst & Young  
Registered Auditors  
Dublin

April 17, 2003

# Consolidated Profit and Loss Account

Year Ended December 31, 2002

	Notes	December 31 2002 US\$	December 31 2001 US\$
Sales	2		
- Continuing operations		47,448,756	36,662,278
- Acquisitions	3	4,531,000	402,295
		51,979,756	37,064,573
Cost of sales		(26,368,693)	(18,146,765)
Gross profit		25,611,063	18,917,808
Research & development expenses		(4,470,745)	(2,779,729)
Administrative expenses			
- Normal		(14,682,008)	(10,307,812)
- Exceptional	4	-	(3,650,000)
Operating profit/loss			
- Continuing operations		6,399,283	4,989,119
- Acquisitions		59,027	(2,808,852)
		6,458,310	2,180,267
Share of operating loss in associate		(300,000)	(195,000)
Interest receivable and similar income		57,133	142,364
Interest payable and similar charges	6	(705,625)	(472,283)
Profit on ordinary activities before taxation	5	5,509,818	1,655,348
Tax on profit on ordinary activities	8	(499,501)	(206,000)
Retained profit on ordinary activities after taxation for group and its share of associate's loss		5,010,317	1,449,348
Profit brought forward at beginning of year		7,316,956	5,867,608
Profit carried forward at end of year		12,327,273	7,316,956
Basic earnings per ordinary share (US cents)	10	12.36	3.59
Diluted earnings per ordinary share (US cents)	10	11.99	3.73
Weighted average number of ordinary shares used in computing basic earnings per ordinary share		40,550,367	40,408,978

Approved by the board on April 17, 2003

*Ronan O'Caolmh*

*Rory Nealon*

Directors

# Consolidated Balance Sheet

At December 31, 2002

	Notes	December 31 2002 US\$	December 31 2001 US\$
<b>FIXED ASSETS</b>			
Intangible assets	11	39,605,251	40,402,394
Tangible assets	12	9,878,818	5,967,443
Financial assets	13	1,158,245	1,350,517
		50,642,314	47,720,354
<b>CURRENT ASSETS</b>			
Inventories	14	20,362,389	16,342,308
Debtors and prepayments	15	12,494,467	7,684,575
Cash at bank		5,768,401	5,281,976
		38,625,257	29,308,859
<b>CREDITORS</b>			
(Amounts falling due within one year)	16	(18,350,165)	(12,570,405)
<b>PROVISIONS FOR LIABILITIES AND CHARGES</b>			
(Deferred Tax)	18	(263,722)	(122,000)
<b>NET CURRENT ASSETS</b>			
		20,011,370	16,616,454
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			
		70,653,684	64,336,808
<b>CREDITORS</b>			
(Amounts falling due after more than one year)	17	(7,745,442)	(7,805,237)
		62,908,242	56,531,571
<b>CAPITAL AND RESERVES</b>			
Called up share capital			
Class 'A' Ordinary shares	19	597,840	591,165
Class 'B' Ordinary shares	19	12,255	12,255
Share premium account		75,886,015	75,132,118
Currency adjustment		(4,448,404)	(5,054,186)
Profit and loss reserve	21	(9,449,410)	(14,459,727)
Shareholders' funds - (all equity interests)		62,598,296	56,221,625
Minority interest - (all equity interests)	21	309,946	309,946
		62,908,242	56,531,571

Movements on reserves are shown in the "Consolidated Statement of Movement in Shareholders' Funds" on page 21.

Approved by the board on April 17, 2003

*Ronan O'Caomh*

*Rory Nealon*

*Directors*

CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES	December 31 2002 US\$	December 31 2001 US\$
Profit for the financial period attributable to group shareholders excluding share of loss in associate	5,310,317	1,644,348
Share of operating loss in associate	(300,000)	(195,000)
Currency adjustment	605,782	148,951
	5,616,099	1,598,299

# Consolidated Statement of Movement in Shareholders' Funds

Year Ended December 31, 2002

	Class 'A' Ordinary Shares		Class 'B' Ordinary Shares		Retained profit US\$	Currency adjustment US\$	Goodwill reserve US\$	Total US\$
	Number of shares	US\$0.0109 each US\$	Number of shares	Share Capital US\$0.0109 each US\$				
Authorised	75,000,000	817,500	700,000	12,255	-	-	-	829,755
Issued:								
Balance as at December 31, 2000	38,973,496	590,552	700,000	12,255	5,867,608	(5,203,137)	(21,776,683)	54,732,703
Options exercised	43,250	613	-	-	73,531	-	-	74,144
Share issue expenses	-	-	-	-	(183,521)	-	-	(183,521)
Currency adjustment	-	-	-	-	-	148,951	-	148,951
Profit and loss account	-	-	-	-	1,449,348	-	-	1,449,348
Balance as at December 31, 2001	39,016,746	591,165	700,000	12,255	7,316,956	(5,054,186)	(21,776,683)	56,221,625
Shares issued for cash	443,900	4,839	-	-	539,984	-	-	544,823
Options exercised	12,334	134	-	-	13,741	-	-	13,875
Class 'A' Shares issued for financial asset	156,189	1,702	-	-	200,172	-	-	201,874
Currency adjustment	-	-	-	-	-	605,782	-	605,782
Profit and loss account	-	-	-	-	5,010,317	-	-	5,010,317
Balance as at December 31, 2002	39,629,169	597,840	700,000	12,255	75,886,015	(4,448,404)	(21,776,683)	62,598,296

# Consolidated Statement of Cash Flows

Year Ended December 31, 2002

	Notes	December 31 2002 US\$	December 31 2001 US\$
<i>Net cash inflow from operating activities</i>	22	3,873,391	5,630,748
<i>Returns on investments and servicing of finance</i>			
Interest received		57,133	142,364
Interest paid		(695,489)	(369,312)
Interest element of finance lease payments		(9,037)	(23,424)
<i>Net cash outflow from returns on investments and servicing of finance</i>		(647,393)	(250,372)
<i>Taxation</i>			
Corporation tax paid		(403,935)	(319,510)
<i>Net cash outflow for taxation</i>		(403,935)	(319,510)
<i>Capital expenditure and financial investment</i>			
Purchase of tangible fixed assets	25	(2,516,982)	(1,343,370)
Purchase of intangible fixed assets		(468,941)	(986,502)
<i>Net cash outflow for capital expenditure and financial investment</i>		(2,985,923)	(2,329,872)
<i>Acquisitions and disposals</i>			
Acquisition of subsidiary undertakings		-	(4,777,388)
Payments to acquire trades or businesses		(4,408,692)	-
Purchase of associate undertaking		-	(309,399)
<i>Net cash outflow for acquisitions and disposals</i>		(4,408,692)	(5,086,787)
<i>Net cash outflow before use of liquid resources and financing</i>		(4,572,552)	(2,355,793)
<i>Management of liquid resources</i>	23	553,310	(2,373,316)
<i>Financing</i>			
Loan from unconnected third party		(163,213)	(73,336)
Issue of shares		558,698	74,144
Expenses paid in respect of share issues		-	(183,521)
Capital element of finance lease repayments		(17,350)	(310,076)
(Decrease)/increase in long term debt		(1,803,466)	4,829,963
(Decrease) in promissory note		-	(350,000)
Increase in other financial liabilities		3,984,308	-
Increase/(decrease) in convertible debentures		2,500,000	(625,000)
<i>Net cash inflow from financing</i>		5,058,977	3,362,174
<i>Increase/(decrease) in cash in the year</i>		1,039,735	(1,366,935)
<i>Reconciliation of net cash flow to movement in net debt</i>			
Increase/(decrease) in cash		1,039,735	(1,366,935)
Increase/(decrease) in debt		1,803,466	(4,829,963)
Increase in other financial liabilities		(3,984,308)	-
(Issue)/redemption of debentures		(2,500,000)	625,000
(Decrease)/increase in liquid resources		(553,310)	2,373,316
Capital element of finance lease repayments		17,350	310,076
<i>Change in net debt resulting from cash flows</i>		(4,177,067)	(2,888,506)
Promissory notes paid		-	350,000
<i>Movement in net debt in the year</i>		(4,177,067)	(2,538,506)
<i>Net debt at January 1</i>		(4,382,293)	(1,843,787)
<i>Net debt at December 31</i>	23	(8,559,360)	(4,382,293)

# Company Balance Sheet

At December 31, 2002

	Notes	December 31 2002 US\$	December 31 2001 US\$
<b>FIXED ASSETS</b>			
Intangible assets	32	6,156,426	6,545,329
Financial assets	33	14,165,956	14,058,228
		20,322,382	20,603,557
<b>CURRENT ASSETS</b>			
Debtors and prepayments	34	48,417,354	49,315,524
Cash at bank		2,592,896	3,340,143
		51,010,250	52,655,667
<b>CREDITORS (Amounts falling due within one year)</b>	35	(7,930,792)	(9,725,309)
		43,079,458	42,930,358
<b>NET CURRENT ASSETS</b>		43,079,458	42,930,358
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		63,401,840	63,533,915
		56,235,680	56,566,365
<b>CREDITORS (Amounts falling due after more than one year)</b>	36	(7,166,160)	(6,967,550)
		56,235,680	56,566,365
<b>CAPITAL AND RESERVES</b>			
Called up share capital			
Class 'A' Ordinary shares	19	597,840	591,165
Class 'B' Ordinary shares	19	12,255	12,255
Share premium account		75,886,015	75,132,118
Currency adjustment		(3,746,921)	(3,746,921)
Profit and loss reserve	37	(16,513,509)	(15,422,252)
Shareholders' funds - (all equity interests)		56,235,680	56,566,365

Approved by the board on April 17, 2003  
*Ronan O'Caomh*  
*Rory Nealon*  
 Directors



## 1. ACCOUNTING POLICIES

The financial statements have been prepared in US Dollars under the historical cost convention and are in accordance with generally accepted accounting principles in Ireland. The principal accounting policies adopted by the Group are as follows:

(a) *Basis of Consolidation*

The consolidated financial statements include the financial statements of the Company and its subsidiary undertakings made up to the end of the financial year. Where a subsidiary undertaking is acquired during the financial year the Group financial statements include the attributable results from the date of acquisition up to the end of the financial year. All inter-company transactions and balances have been eliminated in the preparation of these consolidated financial statements.

(b) *Goodwill*

With effect from January 1, 1998, goodwill arising on consolidation (representing the excess of the fair value of consideration over the fair value of the separable net assets acquired), at the date of acquisition of subsidiary and associated undertakings, is capitalised in the balance sheet and amortised over an appropriate period. Goodwill arising prior to that date was written off against reserves and has not been reinstated in the Group balance sheet.

(c) *Tangible Fixed Assets*

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation is provided on a straight line basis to write-off the cost of the assets over their expected useful lives as follows:

Leasehold improvements	5 - 10	years
Office equipment and fittings	10	years
Computer equipment	5	years
Plant and equipment	5 - 10	years
Buildings	50	years

(d) *Intangible Assets*

Patents and licences are stated at cost and are amortised over the lesser of their expected useful lives or their statutory lives which range between 3 and 20 years. The carrying value of intangibles is reviewed annually by the directors to determine whether there should be a reduction to reflect any permanent diminution in value.

Research and development expenditure is written-off as incurred, with the exception of expenditure on projects whose outcome has been assessed with reasonable certainty as to technical feasibility, commercial viability and recovery of costs through future revenues. Such expenditure is capitalised at cost within intangible assets and amortised over 10 years. Goodwill on acquisition of businesses and product lines is capitalised in the balance sheet and is amortised over a period of 20 years and 15 years respectively. Negative goodwill is to be released over the period of release of the related non-monetary assets. This is also subject to an annual impairment review by the directors and any diminution in value is immediately taken to the profit and loss account.

(e) *Investments*

The Company classifies long and short term marketable investment securities and certain investments as either "held to maturity", "trading" or "available for sale". Realised gains and losses are determined using specific identification. Debt securities which the company has the positive intent and ability to hold to maturity are classified as "held to maturity" securities and reported at amortised cost. Equity securities which the Company has the positive intent and ability to hold for the long term are classified as "long term securities" and reported at cost.

Debt and equity securities which are bought and held principally for the purpose of selling them in the near term are classified as "trading" securities and reported at fair value, with realised gains and losses included in income for the period.

Debt and equity securities not classified as either "held to maturity" or "trading securities" are classified as "available for sale" securities and reported at fair value, with unrealised gains or losses reported in a separate component of shareholders' equity.

(f) *Inventories*

Inventories are stated at the lower of cost and net realisable value on a first-in first-out basis. Cost includes all expenditure which has been incurred in bringing the products to their present location and condition, and includes an appropriate allocation of manufacturing overhead based on the normal level of activity. Net realisable value is the estimated selling price of inventory on hand less all further costs to completion and costs expected to be incurred in marketing, distribution and selling.

(g) *Taxation*

Taxation, which is based on the results for the year, is reduced where appropriate by manufacturing companies relief. Deferred taxation, the estimated future tax consequences of transactions and events recognised in the financial statements of the current and previous years, is provided on all material timing differences using the average tax rates substantially enacted at the balance sheet date which are expected to apply in the periods in which the timing differences are expected to reverse. Timing differences between the Group's taxable profits and its results as stated in the financial statements arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements. Deferred tax liabilities are not discounted.

**1. ACCOUNTING POLICIES (Continued)****(h) Sales and Revenue Recognition**

Sales of products are recorded as of the date of shipment. Sales represent the value of goods supplied to external customers and exclude sales taxes and discounts.

**(i) Pension Costs**

The Group operates a defined contribution pension scheme. Contributions to the scheme are expensed as incurred.

**(j) Leases**

Where tangible assets are financed by leasing agreements which give rights approximating to ownership (finance leases), they are treated as if they had been purchased outright at the present values of the minimum lease payments. The corresponding obligations are shown in the balance sheet as obligations under finance leases.

The present value of the minimum payments under a lease is derived by discounting those payments at the interest rate implicit in the lease, and is normally the price at which the asset could be exchanged in an arm's length transaction.

Depreciation is calculated in order to write-off the amounts capitalised over the estimated useful lives of the assets by equal annual installments.

The excess of the total rentals under a lease over the amount capitalised is treated as interest, which is charged to the profit and loss account in proportion to the amount outstanding under the lease.

Leases other than finance leases are "operating leases" and the rentals thereunder are charged to the profit and loss account on a straight line basis over the periods of the leases.

**(k) Government Grants**

Research and development, employment and training grants are credited to the profit and loss account in the period in which the related expenditure is incurred.

**(l) Foreign Currency**

The functional currency of the Company is the United States Dollar. At January 1, 1998 the Company changed its functional currency from the Irish Pound to the United States Dollar.

Results and cashflows of subsidiary undertakings, which have a functional currency other than the US Dollar, are translated into US Dollars at average exchange rates for the year, and the related balance sheets have been translated at the rates of exchange ruling on the balance sheet date. Adjustments arising on translation of the results of these subsidiary undertakings and on restatement of the opening net assets at closing rates, are dealt with in reserves.

Foreign currency transactions are translated at the rates of exchange ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. The resulting gains and losses are included in the profit and loss account.

**(m) Liquid Resources**

Liquid resources are current asset investments which are held as readily disposable stores of value. Liquid resources include investments in equity investments and short term deposits.

**(n) Financial Instruments**

Financial instruments include (i) borrowings, (ii) cash deposits and liquid resources and (iii) interest and forward contracts. Derivatives, principally forward foreign exchange contracts, are used to manage the working capital requirements of the Group in a cost effective, low risk manner. Working capital management is a key element in the effective management of overall liquidity.

Where derivatives are used to hedge cross-currency cash flows arising from trading activities, the underlying transaction is recorded at the contract rate.

## Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

### 2. SALES

(a) The distribution of sales by geographical market was as follows :

	December 31 2002 US\$	December 31 2001 US\$
U.S.A.	33,512,898	25,046,609
Europe	11,899,290	6,879,597
Middle East/Africa	4,396,270	3,900,154
Other overseas	2,171,298	1,238,213
	<u>51,979,756</u>	<u>37,064,573</u>

Sales of diagnostic tests represented 97% (2001 : 94%) of total sales of group companies with the balance represented primarily by licence fees and income generated from the servicing of laboratory equipment.

(b) The distribution of profit on ordinary activities before taxation by geographical area was as follows :

	December 31 2002 US\$	December 31 2001 US\$
Europe	2,864,850	(545,314)
U.S.A.	2,644,968	2,200,662
	<u>5,509,818</u>	<u>1,655,348</u>

The loss for the financial year reflected in Europe in 2001 was after accruing an exceptional charge of US\$2,850,000 which related to commitments on the acquisition of the assets and goodwill of the Biopool hemostasis business to make payments to employees.

(c) The distribution of net assets by geographical area was as follows :

	December 31 2002 US\$	December 31 2001 US\$
Europe	41,563,541	37,004,270
U.S.A.	21,344,701	19,527,301
	<u>62,908,242</u>	<u>56,531,571</u>

### 3. ACQUISITIONS

On August 27, 2002 Trinity Biotech purchased the Hemostasis division of Sigma Diagnostics and on November 27, 2002 the Company also acquired the speciality clinical chemistry product line from Sigma Diagnostics. The results of these acquisitions for 2002 are incorporated from the date of acquisition in the profit and loss account for the year ended December 31, 2002.

On October 19, 2001 Trinity Biotech purchased the Amerlex hormone business of Ortho Clinical Diagnostics and on December 21, 2001 the Company acquired the assets and goodwill of the Biopool Hemostasis business. The results of these acquisitions for 2001 are incorporated from the date of acquisition in the profit and loss account for the year ended December 31, 2001.

For further information on these acquisitions, see note 24.

### 4. ADMINISTRATIVE EXPENSES - EXCEPTIONAL

An exceptional charge of US\$2,850,000 was incurred during 2001 relating to the acquisition of the assets and goodwill of the Biopool hemostasis business on December 21, 2001. The principal components of this charge were commitments on the acquisition of the assets and goodwill of the Biopool hemostasis business to make payments to employees.

An exceptional charge of US\$800,000 was also incurred during 2001 relating to the acquisition of Bartels Inc on December 8, 2000. This charge comprised payments to employees so as to ensure the effective transfer of the business from Seattle to Dublin. There were no exceptional charges recognised in 2002.

	December 31 2002 US\$	December 31 2001 US\$
Administrative Expenses - Exceptional	-	3,650,000

### 5. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

The profit on ordinary activities before taxation is stated after charging/(crediting)	December 31 2002 US\$	December 31 2001 US\$
Directors' emoluments:		
Remuneration	1,165,171	953,841
Pension	94,706	59,157
Auditors Remuneration:		
Audit fees	170,000	170,000
Non audit fees	20,000	25,377
Depreciation	1,105,607	845,186
Amortisation	2,404,521	1,829,135
Operating lease rentals:		
Plant and machinery	26,048	-
Other	1,444,623	942,495
Settlement of litigation	-	(1,360,971)
Technology transfer fee provision	-	555,000
Other non-recurring charges	-	357,447
Employment grants	(214,091)	-

# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## 6. INTEREST PAYABLE AND SIMILAR CHARGES

	December 31 2002 US\$	December 31 2001 US\$
Finance lease interest	9,037	23,424
Interest payable on bank loans repayable by installments	316,230	306,487
Debenture interest	132,848	138,514
Interest payable on deferred consideration	132,554	-
Other	114,956	3,858
	<u>705,625</u>	<u>472,283</u>

## 7. EMPLOYEES AND REMUNERATION

The average number of persons employed by the Group in the financial year was 464 (2001 : 332) and is analysed into the following categories:

	December 31 2002	December 31 2001
Research and development	33	28
Administration and sales	106	70
Manufacturing	325	234
	<u>464</u>	<u>332</u>

The staff costs comprise:

	December 31 2002 US\$	December 31 2001 US\$
Wages and salaries	14,899,058	10,445,013
Social welfare costs	1,848,512	873,374
Pension costs	522,797	583,065
	<u>17,270,367</u>	<u>11,901,452</u>

## 8. TAX ON PROFIT ON ORDINARY ACTIVITIES

	December 31 2002 US\$	December 31 2001 US\$
<i>Current tax</i>		
Corporation tax at 16% (2001: 20%)	49,662	380,000
Manufacturing relief	(18,623)	(190,000)
	<u>31,039</u>	<u>190,000</u>
Overseas tax	597,862	193,000
Overprovision in respect of prior year	(347,122)	-
Total current tax	<u>281,779</u>	<u>383,000</u>
<i>Deferred tax</i>		
Origination and reversal of timing differences	217,722	(177,000)
Total taxation on profit on ordinary activities	<u>499,501</u>	<u>206,000</u>
<i>Effective tax rate</i>		
Profit on ordinary activities before taxation	5,509,818	1,655,348
As a percentage of profit before tax		
Current tax	5.1%	23.1%
Total tax (current and deferred)	9.1%	12.4%

The following table on the next page relates the applicable Republic of Ireland statutory tax rate to the effective current tax rate of the Group:

## 8. TAX ON PROFIT ON ORDINARY ACTIVITIES continued

	2002 % of profit before taxation	2001 % of profit before taxation
Irish Corporation tax	16.0	20.0
Manufacturing relief	(0.3)	(11.5)
Tax rates on overseas earnings	5.1	3.9
Overprovision in respect of prior year	(6.3)	-
Other mainly expenses not deductible for tax purposes	(9.4)	10.7
	5.1	25.1

## 9. PROFIT AND LOSS ACCOUNT

The consolidated profit and loss account reflects the combined results of the Group for the year.

As permitted by Section 3(2) of the Companies (Amendment) Act, 1986 the Company has not presented its own profit and loss account. The loss for the financial year reflected in the profit and loss account of the Company amounted to US\$1,091,257 (December 31, 2001: loss of US\$3,188,716). There was an exceptional charge of US\$2,850,000 recognised in 2001 relating to commitments on the acquisition of the assets and goodwill of the Biopool hemostasis business to make payments to employees. There was no exceptional charge recognised in 2002.

## 10. EARNINGS PER ORDINARY SHARE

## (a) Basic earnings per ordinary share

Earnings per ordinary share is computed by dividing the profit on ordinary activities after taxation of US\$5,010,317 (December 31, 2001: US\$1,449,348) for the financial year by the weighted average number of ordinary shares in issue of 40,550,367 (December 31, 2001: 40,408,978).

## (b) Diluted earnings per ordinary share

Diluted earnings per share is computed by dividing the profit on ordinary activities after taxation of US\$5,010,317 (December 31, 2001: US\$1,449,348) for the financial year, adjusted for debenture interest saving of US\$85,829 (December 31, 2001: US\$117,894), by the diluted weighted average number of ordinary shares of 42,486,227 (December 31, 2001: 41,994,219).

The basic weighted average number of shares may be reconciled to the number used in the diluted earnings per ordinary share calculation as follows:

	2002	2001
Basic earnings per share denominator	40,550,367	40,408,978
Issuable on conversion of options	1,214,703	711,952
Issuable on conversion of debentures	721,157	873,289
	42,486,227	41,994,219

## 11. INTANGIBLE FIXED ASSETS

	Licences and patents US\$	Goodwill US\$	Total US\$
Cost			
At January 1, 2002	4,420,850	40,588,001	45,008,851
Arising on acquisitions	-	1,044,291	1,044,291
Additions	468,941	-	468,941
At December 31, 2002	4,889,791	41,632,292	46,522,083
Accumulated Amortisation			
At January 1, 2002	(684,030)	(3,922,427)	(4,606,457)
Charge	(138,886)	(2,171,489)	(2,310,375)
At December 31, 2002	(822,916)	(6,093,916)	(6,916,832)
Net book value			
At December 31, 2002	4,066,875	35,538,376	39,605,251
At December 31, 2001	3,736,820	36,665,574	40,402,394

## Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

### 12. TANGIBLE FIXED ASSETS

	Leasehold improvements US\$	Land and buildings US\$	Computer and office equipment US\$	Plant and equipment US\$	Total US\$
Cost					
At January 1, 2002	677,234	1,636,350	1,825,634	7,221,485	11,360,703
Arising on acquisitions	-	2,500,000	-	-	2,500,000
Additions	535,919	93,135	914,639	973,289	2,516,982
At December 31, 2002	1,213,153	4,229,485	2,740,273	8,194,774	16,377,685
Accumulated Depreciation					
At January 1, 2002	(306,119)	(400,454)	(828,392)	(3,858,295)	(5,393,260)
Charge	(78,854)	(50,629)	(311,384)	(664,740)	(1,105,607)
At December 31, 2002	(384,973)	(451,083)	(1,139,776)	(4,523,035)	(6,498,867)
Net book value					
At December 31, 2002	828,180	3,778,402	1,600,497	3,671,739	9,878,818
At December 31, 2001	371,115	1,235,896	997,242	3,363,190	5,967,443

#### Capitalised Leased Assets

Included in the net book value of tangible fixed assets is an amount for capitalised leased assets of US\$944,352 (2001 : US\$826,127). The depreciation charge in respect of capitalised leased assets for the year ended December 31, 2001 was US\$110,345 (2001 : US\$111,512).

### 13. FINANCIAL FIXED ASSETS

	December 31 2002 US\$	December 31 2001 US\$
Investment in associate (see below)	1,158,245	1,350,517

On October 2, 2000, the Company acquired 33% of the share capital of HiberGen Limited for a total consideration of US\$1,371,642. On July 2, 2001 the Company subscribed for a further 300,000 Ordinary Shares of €0.0127 each in HiberGen Ltd, increasing its shareholding to 40%, at a cost of US\$309,399. On April 3, 2002 the Company increased its shareholding to 42.9% by the acquisition of a further 165,000 Ordinary Shares in HiberGen Limited. The consideration of US\$201,874 was satisfied by the issue of 156,189 'A' Ordinary Shares in Trinity Biotech plc.

The carrying amount of the investment in associate is split as follows:

	December 31 2002 US\$	December 31 2001 US\$
Share of net assets of associate on acquisition	118,220	71,883
Goodwill arising on acquisition	1,764,695	1,609,158
Accumulated amortisation	(199,670)	(105,524)
Share of operating loss in associate	(525,000)	(225,000)
	1,158,245	1,350,517

Year Ended December 31, 2002 (continued)

## 14. INVENTORIES

	December 31 2002 US\$	December 31 2001 US\$
Raw materials	5,930,871	5,120,345
Work in progress	6,360,177	7,014,487
Finished goods	8,071,341	4,207,476
	<u>20,362,389</u>	<u>16,342,308</u>

The replacement cost of inventory is not materially different from the cost stated above.

## 15. DEBTORS AND PREPAYMENTS

(Amounts falling due within one year)	December 31 2002 US\$	December 31 2001 US\$
Debtors	9,953,528	5,247,014
Prepayments	1,032,038	973,135
Value Added Tax	159,736	155,858
Called up share capital not paid	260,203	291,211
Grants receivable	504,480	290,389
Other debtors	121,482	187,568
Deferred tax asset (see note 18)	463,000	539,400
	<u>12,494,467</u>	<u>7,684,575</u>

## 16. CREDITORS

(Amounts falling due within one year)	December 31 2002 US\$	December 31 2001 US\$
Trade creditors	2,979,095	1,713,775
Income tax deducted under PAYE	81,810	57,441
Pay related social insurance	81,960	56,539
Corporation tax due	305,134	427,690
Accrued liabilities	3,854,247	5,644,017
Obligations under finance leases	196,858	185,575
Financial liabilities from unconnected third party-current portion	4,041,506	220,411
Long term debt-current portion	1,978,155	2,409,757
Deferred consideration-current portion	3,831,400	855,200
6.00/7.50% convertible debenture (see Note 17)	1,000,000	1,000,000
	<u>18,350,165</u>	<u>12,570,405</u>

As at December 31, 2002 the undrawn portion of existing financing facilities amounted to US\$2,170,242.



# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## 17. CREDITORS

(Amounts falling due after more than one year)

	December 31 2002 US\$	December 31 2001 US\$
5.25% convertible debenture	2,500,000	-
Bank loans (secured, see note 26(h))	4,655,785	6,027,649
Deferred consideration	570,100	1,736,300
Lease creditors	12,655	41,288
Other creditors	6,902	-
	<u>7,745,442</u>	<u>7,805,237</u>

The age profile of the Group's long-term debt, excluding obligations under finance leases, is as follows :

	December 31 2002 US\$	December 31 2001 US\$
In more than one year, but not more than two	2,065,750	2,919,734
In more than two years, but not more than five	5,595,527	4,697,400
In more than five years	71,510	146,815
	<u>7,732,787</u>	<u>7,763,949</u>

In December 1999, the Company completed a private placement of US\$3,500,000 principal amount of 7.5% convertible debentures. The debentures bore interest at a rate of 7.5% per annum which was payable semi-annually. The debentures were convertible into Class 'A' Ordinary Shares of the Company at a price of US\$1.80. During 2000, US\$1,875,000 of the US\$3,500,000 principal amount of the debenture was converted into 1,041,667 Class 'A' Ordinary Shares of the Company. During 2001, US\$625,000 of the remaining balance of the debenture was redeemed. The remaining balance of the principal amount was rolled over in November 2002 at an annual interest rate of 6% and a conversion price of US\$1.50. The convertible debenture matures on December 31, 2005 and is payable on demand from May 31, 2003.

In November 2002, the Company completed a private placement of US\$2,500,000 principal amount of 5.25% convertible debentures (see Note 24). The debentures bear interest at a rate of 5.25% per annum and are convertible into Class 'A' Ordinary Shares of the Company at a price of US\$1.50. Since the year end, US\$1,800,000 of the US\$2,500,000 of the principal amount of the debentures was converted into 1,200,000 Class 'A' Ordinary Shares of the Company. The balance of the convertible debentures are repayable from January 2004 and mature on July 2, 2007.

As at December 31, 2002 obligations under finance leases of less than one year's duration amounted to US\$196,858 (2001: US\$185,575). As at December 31, 2002 obligations under finance leases of between two and five years' duration amounted to US\$12,655 (2001: US\$41,288). There were no obligations extending beyond five years.

## 18. DEFERRED TAXATION

	December 31 2002 US\$	December 31 2001 US\$
At beginning of year	(417,000)	(240,000)
Charge to profit and loss account (see note 8)	217,722	122,000
Credit to profit and loss account (see note 8)	-	(299,000)
At end of year	<u>(199,278)</u>	<u>(417,000)</u>
Deferred taxation represents the following:		
Capital allowances in excess of related depreciation	281,433	217,000
Other timing differences	(480,711)	(634,000)
	<u>(199,278)</u>	<u>(417,000)</u>

## 19. CALLED UP SHARE CAPITAL (Refer to page 21)

- (a) In December 1999, the Company completed a private placement of US\$3,500,000 principal amount of 7.5% convertible debentures. During 2000, US\$1,875,000 of the US\$3,500,000 principal amount of the debentures was converted into 1,041,667 Class 'A' Ordinary Shares of the Company. During 2001, US\$625,000 of the remaining balance of the debenture was redeemed. The remaining balance of the principal amount was rolled over in November 2002 at an annual interest rate of 6% and a conversion price of US\$1.50. The convertible debenture matures on December 31, 2005 and is payable on demand from May 31, 2003.
- (b) In November 2002, the Company completed a private placement of US\$2,500,000 principal amount of 5.25% convertible debentures. The debentures bear interest at a rate of 5.25% per annum and are convertible into Class 'A' Ordinary Shares of the Company at a price of US\$1.50. Since the year end, US\$1,800,000 of the US\$2,500,000 of the principal amount of the debentures was converted into 1,200,000 Class 'A' Ordinary Shares of the Company. The balance of the convertible debentures matures on July 2, 2007.
- (c) On April 3, 2002 the Company acquired a further 165,000 "A" Ordinary Shares in its associate HiberGen Limited. The consideration of US\$201,874 was satisfied by the issue of 156,189 "A" Ordinary Shares in Trinity Biotech plc.
- (d) In December 2002 Enterprise Ireland subscribed for 443,900 "A" Ordinary Shares in the Company (see note 26(e)).
- (e) The Class 'B' Ordinary Shares have two votes per share and the rights to participate in any liquidation or sale of the Company and to receive dividends as if each Class 'B' Ordinary share were two Class 'A' Ordinary Shares.
- (f) The AGM held on May 28, 2001 approved a resolution for the renominatisation of the Company's share capital from IRE0.01 each to US\$0.0109 each.

## 20. SHARE OPTIONS AND WARRANTS

Under the terms of the Company's Employee Share Option Plan, options to purchase 8,781,174 Class 'A' Ordinary Shares were outstanding at December 31, 2002. Under the plan, options are granted to officers, employees and consultants of the Group at the discretion of the remuneration committee of the board. In addition, the Company granted warrants to purchase 940,405 Class 'A' Ordinary Shares in the Company to agents of the Company who were involved in the Company's private placements in 1994 and 1995 and the debenture issues in 1997, 1999 and 2002. A further warrant to purchase 100,000 Class 'A' Ordinary Shares was also granted to a consultant of the Company. At December 31, 2002, there were warrants to purchase 553,525 Class 'A' Ordinary Shares in the Company outstanding.

The share options and warrants outstanding at December 31, 2002 were as follows:

	Options and Warrants	
	Shares	Range US\$
Outstanding January 1, 2002	7,864,953	0.81-5.00
Granted	2,223,500	0.98-1.50
Exercised	(12,334)	1.13
Cancelled	(741,420)	0.98-2.78
Outstanding December 31, 2002	9,334,699	0.81-5.00

## Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

### 21. PROFIT AND LOSS RESERVE / MINORITY INTEREST

(a) Profit and loss reserve	December 31 2002 US\$	December 31 2001 US\$
Accumulated surplus	12,327,273	7,316,956
Goodwill reserve	<u>(21,776,683)</u>	<u>(21,776,683)</u>
	<u>(9,449,410)</u>	<u>(14,459,727)</u>

Due to the adoption of Financial Reporting Standard No. 10 by the Company, the goodwill reserve is disclosed as part of the profit and loss reserve on the face of the balance sheet. This adoption does not affect the potential distributable reserves of the Company.

(b) Minority interest	December 31 2002 US\$	December 31 2001 US\$
Minority interest	<u>309,946</u>	<u>309,946</u>

In March 1998 Benen Trading Limited received an injection of funds under the Business Expansion Scheme. In order to present a true and fair view of the consolidated financial statements, the substance of this transaction, as distinct from its strict legal form, is considered in determining its true nature and the appropriate accounting treatment. In particular, the option which is incorporated within the transaction, and the most likely exercise of it, determined the substance of the transaction. Since the year end this option has been exercised.

In these circumstances it is considered that the injection of these funds is in the nature of quasi equity. The Group does have obligations to transfer economic benefits at the end of the investment period. This obligation is limited to a maximum of €330,200 being €1.32 per share. Accordingly, the Group has continued to consolidate Benen Trading Limited as a 100% subsidiary undertaking and the proceeds (after deducting share issue costs and expenses) of the investment have been credited to minority interest.

### 22. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	December 31 2002 US\$	December 31 2001 US\$
Operating profit	6,458,310	2,180,267
Depreciation and amortisation	<u>3,510,128</u>	<u>2,674,321</u>
Exceptional costs included in admin. expenses	<u>(2,850,000)</u>	<u>2,850,000</u>
(Increase)/decrease in debtors and prepayments	<u>(4,137,160)</u>	<u>1,525,800</u>
Increase/(decrease) in creditors	<u>2,381,143</u>	<u>(1,818,268)</u>
Increase in inventory	<u>(2,094,812)</u>	<u>(1,930,323)</u>
Translation adjustments	<u>605,782</u>	<u>148,951</u>
Net cash inflow from operating activities	<u>3,873,391</u>	<u>5,630,748</u>

## 23 ANALYSIS OF NET DEBT

	January 1, 2002 US\$	Cash flow US\$	Acquisitions US\$	Non cash Movements US\$	Exchange Movements US\$	December 31, 2002 US\$
Cash at bank and in hand	2,014,844	1,039,735	-	-	-	3,054,579
Liquid resources	3,267,132	(553,310)	-	-	-	2,713,822
Debt due within 1 year	(2,409,757)	431,602	-	-	-	(1,978,155)
Debt due after one year	(6,027,649)	1,371,864	-	-	-	(4,655,785)
Other financial liabilities	-	(3,984,308)	-	-	-	(3,984,308)
Finance leases	(226,863)	17,350	-	-	-	(209,513)
Convertible debentures	(1,000,000)	(2,500,000)	-	-	-	(3,500,000)
	(4,382,293)	(4,177,067)	-	-	-	(8,559,360)

## 24. ACQUISITIONS OF BUSINESSES

On August 27, 2002 Trinity Biotech purchased the hemostasis division of Sigma Diagnostics for a total consideration of US\$1,422,802. The consideration was satisfied in cash. Acquisition expenses amounted to US\$73,499. On November 27, 2002 the Company also acquired the speciality clinical chemistry product line from Sigma Diagnostics for a total consideration of US\$4,436,188 satisfied in cash and deferred consideration. The cash consideration was partly financed by the issue of US\$2.5m of convertible debentures. See Note 19. The deferred consideration of US\$1,810,000 is payable in two installments of US\$1,010,000 and US\$800,000 on May 27 and November 27, 2003 respectively. The deferred consideration is not conditional on any future event. Total acquisition expenses amounted to US\$86,188.

	Sigma Hemostasis US\$	Sigma Clinical Chemistry US\$	Total US\$
Tangible fixed assets	2,500,000	-	2,500,000
Working capital	206,462	625,269	831,731
Net assets at fair value	2,706,462	625,269	3,331,731
Goodwill	(1,283,660)	3,810,919	2,527,259
Consideration	1,422,802	4,436,188	5,858,990
Satisfied by:			
Cash payments including costs	1,422,802	2,626,188	4,048,990
Net cash outflow	1,422,802	2,626,188	4,048,990
Deferred consideration	-	1,810,000	1,810,000
Consideration	1,422,802	4,436,188	5,858,990

## Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

### 24. ACQUISITIONS OF BUSINESSES continued

Goodwill capitalised during the year in respect of acquired businesses amounted to US\$2,527,259 and comprises:

	Book Values US\$	Fair Value Adjustment US\$	Final Fair Value US\$	Consideration US\$	Goodwill US\$
Sigma Hemostasis					
Tangible fixed assets	1,321,652	1,178,348 *	2,500,000		
Working capital	8,457,883	(8,251,421)*	206,462		
	9,779,535	(7,073,073)	2,706,462	(1,422,802)	1,283,660
Sigma Clinical Chemistry					
Working capital	1,490,593	(865,324) *	625,269		
	1,490,593	(865,324)	625,269	(4,436,188)	(3,810,919)
Total	11,270,128	(7,938,397)	3,331,731	(5,858,990)	(2,527,259)

The book values of the assets shown above have been taken from management accounts and other information on the acquired businesses at the dates of the acquisitions.

The fair value adjustments above principally arise for the following reasons:

\*Revaluation of fixed assets and inventories following an assessment of the continuing economic contribution of fixed assets and the realisable value of inventories.

During 2001, Trinity Biotech acquired the Amerlex hormone business of Ortho Clinical Diagnostics and the assets and goodwill of the Biopool hemostasis business. Following the completion of the fair value exercises in 2002 in respect of the acquisitions made during 2001, amendments have been made to the fair values reported in last year's statements. The difference has been taken as an adjustment to goodwill on acquisition. Provisional and final values of net assets acquired and consideration paid are as follows:

	Provisional fair value 2001 US\$	Adjustments to net assets 2002 US\$	Adjustments to costs 2002 US\$	Final fair value 2002 US\$
Ortho				
Consideration and costs	877,797	-	-	877,797
Biopool				
Working capital	(136,000)	1,551,132	-	1,415,132
Consideration and costs	(6,409,329)	-	(68,164)	(6,477,493)

## 25 SUPPLEMENTARY CASH FLOW INFORMATION

## (a) Purchase of tangible fixed assets

	December 31 2002 US\$	December 31 2001 US\$
Additions to tangible fixed assets net of fair value adjustments	2,516,982	1,343,370
	<u>2,516,982</u>	<u>1,343,370</u>

## (b) Management of liquid resources

Cash flows from the use of liquid resources in 2002 arose from the movement of cash from fixed deposit accounts.

Cash flows from the use of liquid resources in 2001 arose from the movement of cash to fixed deposit accounts.

## (c) As the working capital of the acquired businesses were fully integrated within the Group at year end, post acquisition operating cashflows are not readily obtainable. The operating results of the hemostasis division and the speciality clinical chemistry product line of Sigma Diagnostics acquired on August 27 and November 27, 2002 respectively contributed US\$59,027 to the operating profit of the Group (see note 22).

The cash outflow of US\$4,408,692 from the acquisition of businesses and product lines in 2002 was partly funded by the issue of US\$2,500,000 of convertible debentures in November 2002 (see note 19).

## 26. COMMITMENTS AND CONTINGENCIES

## (a) Capital commitments

The capital commitments of the Group were as follows

	December 31 2002 US\$	December 31 2001 US\$
Contracted for	-	-
Authorised, not contracted for	-	-
	<u>-</u>	<u>-</u>

## (b) Operating lease commitments

Trinity Biotech occupies certain facilities under lease arrangements. The Group's executive offices and Irish manufacturing and research and development facilities are located in a 45,000 square foot premises in Bray, Co Wicklow, Ireland. The Company sold this facility in December 1999 and entered into a 20 year lease with the purchaser. The current annual rent which is reviewed every five years is set at €392,337 (US\$389,687). In July 2000 the Company entered into a 20 year lease for a 25,000 square foot warehouse adjacent to the existing facility at an annual rent of €190,455 (US\$189,167). The Group's present manufacturing facilities are adequate for its current manufacturing and operational needs. However, in anticipation of further acquisitions and organic growth, the Company entered into a further four years eleven month lease in July 2000 at €28,568 (US\$28,375) per annum over adjacent lands. On November 20, 2002 the Company signed an agreement for lease with the lessor for offices that are currently being constructed on part of these lands. The lease is expected to commence in quarter three 2003 (see Note 28). The Company also continues to lease its original manufacturing facility at the Sandyford Industrial Estate in Dublin at an annual rental of €59,676 (US\$59,273). These premises are sublet. Mardx Diagnostics Inc operates from two leased facilities in Carlsbad, California. The first facility comprises 21,500 square feet and is the subject of a five year lease, which was renewed for a further five years in July 2001, at an annual rental cost of US\$212,640. The second adjacent facility comprises 14,500 square feet and is the subject of a five year lease, which was also renewed in July 2001, at an annual rental cost of US\$130,200. Additional warehousing space is also leased by Trinity Biotech USA in upstate New York at an annual rental charge of US\$34,642. Additional office space is leased by the Company in Bray and St. Louis, Missouri at an annual cost of US\$54,976 and US\$78,089 respectively. The Company also has operating leases on certain of its plant and machinery. Operating lease commitments payable during the next twelve months amount to US\$1,529,849 (2001: US\$936,101). The split of operating lease commitments for 2003 based on lease term is as follows:

# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## 26. COMMITMENTS AND CONTINGENCIES continued

	Other	Plant and Machinery	Total US\$
Within one year	16,035	59,001	75,036
Between one and two years	164,262	68,489	232,751
Between two and five years	483,946	99,989	583,935
Greater than five years	638,127	-	638,127
Total	1,302,370	227,479	1,529,849

- (c) Under agreements between the Group and Enterprise Ireland, grants amounting to US\$504,480 (2001: US\$290,389) are receivable which may be revoked, cancelled or abated in certain circumstances.
- (d) Under agreements between the Group and Enterprise Ireland, a loan amounting to US\$57,198 (2001: US\$220,411) is payable which may be required to be repaid immediately in certain circumstances.
- (e) Under an agreement reached in November 2000, between the Group and Enterprise Ireland, grants of US\$605,680 are payable in the event of predefined employment targets being achieved. As part of this agreement, Enterprise Ireland could subscribe for 'A' Ordinary Shares of the Company up to a value of €1,097,054 at a share price 10% below the market price of the Company's shares. In December 2000 Enterprise Ireland subscribed €548,527 of this amount for 239,198 'A' Ordinary Shares of the Company. In December 2002 Enterprise Ireland subscribed the remaining €548,527 for 443,900 'A' Ordinary Shares of the Company.
- (f) At December 31, 2003 the Company has guaranteed the borrowings of subsidiary undertakings to the amount of US\$2,776,343.
- (g) Pursuant to the provisions of Section 17, Companies (Amendment) Act, 1986, the Company has guaranteed the liabilities of Trinity Biotech Manufacturing Limited, a subsidiary undertaking in the Republic of Ireland, for the financial year to December 31, 2002 and, as a result, this subsidiary undertaking has been exempted from the filing provisions of Section 7, Companies (Amendment) Act, 1996.
- (h) The Company's bank borrowings are secured by a fixed and floating charge over the assets of the Company. The Company has also given security over certain US assets, subordinate to other banking arrangements, to Xtrana Inc relating to the deferred consideration due as part of the acquisition of the Biopool hemostasis business.
- (i) In December 2002 the Company filed an action against Xtrana Inc relating to the purchase of the Biopool business from Xtrana in 2001. The Company is seeking US\$1.2m in damages and US\$3m in punitive damages alleging breach of contract and other damages regarding the sale of an individual product line. On January 17, 2003 Xtrana countersued seeking US\$57m in damages. The Company believes that this countersuit is without merit and is vigorously pursuing its litigation against Xtrana.

## 27. PENSION SCHEME

Trinity Biotech operates a defined contribution pension scheme for its full-time employees. The benefits under this scheme are financed by both Group and employee contributions. Total contributions made by the Group in the financial year and charged against income amounted to US\$522,797 (2001: US\$583,065). This represents the total cost to the Group of the pension scheme for the financial year and as such it was not necessary to accrue or prepay pension contributions at the year end.

## 28. RELATED PARTY TRANSACTIONS

The Company has entered into various arrangements with JRJ Investments ("JRJ"), a partnership owned by Mr. O'Caomh and Dr. Walsh, directors of the Company, to provide for current and potential future needs to extend its premises at IDA Business Park, Bray, Co. Wicklow, Ireland. It has entered into an agreement with JRJ pursuant to which the Company has taken a lease of premises adjacent to the existing facility for a term of 20 years at a rent of €7.62 per square foot ("the Current Extension"). The lease commenced on the newly completed 25,000 square foot building in July 2000. The Company also envisages that a further premises may potentially be required by it and, for that purpose, has entered into a four years eleven month lease at €28,568 per annum over adjacent lands with JRJ. On November 20, 2002 the Company signed an agreement for lease with JRJ for offices that are currently being constructed on part of these lands. The lease is expected to commence in quarter three 2003 on terms similar to that for the current extension. Independent Valuers have advised the Company that the rent fixed in respect of the Current Extension, the agreement for lease and the adjacent lands represents a fair market rent. The rent for any future property constructed will be set at the then open market value. The Company and its directors (excepting Mr. O'Caomh and Dr. Walsh who express no opinion on this point) believe that the arrangements entered into represent a fair and reasonable basis on which the Company can meet its ongoing requirements for premises.

## 29. DERIVATIVES AND FINANCIAL INSTRUMENTS

Trinity Biotech uses a range of financial instruments (including cash, bank borrowings, convertible debentures and finance leases) to fund its operations. These instruments are used to manage the liquidity of the Group in a cost effective, low-risk manner. Working capital management is a key additional element in the effective management of overall liquidity. The Group does not trade in financial instruments or derivatives.

The main risks arising from the utilisation of these financial instruments are interest rate risk, liquidity risk and foreign exchange risk.

### Interest Rate Risk

The Group borrows in appropriate currencies at fixed and floating rates of interest. Year-end borrowings, net of cash, totalled US\$8,407,045 (2001: US\$4,375,840) at interest rates ranging from 2.30% to 7.41% and including US\$3,985,362 of fixed rate debt at interest rates ranging from 5.00% to 7.50% (2001: US\$1,625,000 at 7.50%). In broad terms, a one-percentage point increase in interest rates would increase the net interest charge by US\$101,329 (2001: US\$81,000).

### Liquidity Risk

The Group's operations are cash generating. Short term flexibility is achieved with overdraft facilities.

### Foreign Exchange Risk

The vast bulk of the Group's activities are conducted in US Dollars. The primary foreign exchange risk arises from the fluctuating value of the Group's Euro expenses as a result of the movement in the exchange rate between the US Dollar and the Euro. Arising from this, the Group pursues a formalised treasury policy which aims to sell US Dollars forward to match uncovered Euro expenses at exchange rates lower than budgeted exchange rates. With an increasing level of Euro denominated sales, the Group anticipates that, over the next three years, a higher proportion of its non-US Dollar expenses will be matched by non-US Dollar revenues. The Group had foreign currency denominated cash balances equivalent to US\$2,050,827 at December 31, 2002.

The disclosures below exclude short term debtors and creditors.

### Interest Rate Profile of Financial Liabilities

The interest rate profile of financial liabilities of the Group was as follows:

	December 31 2002 US\$	December 31 2001 US\$
Financial liabilities on which no interest is paid	57,198	220,411
Floating rate financial liabilities	10,132,886	8,127,798
Fixed rate financial liabilities	3,985,362	1,309,607
	<u>14,175,446</u>	<u>9,657,816</u>



# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## 29. DERIVATIVES AND FINANCIAL INSTRUMENTS continued

Financial liabilities on which no interest is paid, comprise loans from unconnected third parties and have a weighted average period until maturity of 1 year.

Floating rate financial liabilities comprise overdrafts and other borrowings that bear interest at rates of between 2.3% and 7.41%. These overdrafts and borrowings are provided by financial institutions at margins ranging from 1% to 3.5% over interbank rates.

	December 31 2002	December 31 2001
Fixed rate financial liabilities		
- weighted average interest rate	5.50%	7.26%
- weighted average period for which rate is fixed	3.78 years	1.72 years

### Maturity of Financial Liabilities

The maturity profile of the Group's financial liabilities was as follows:

	December 31 2002 US\$	December 31 2001 US\$
In one year or less, or on demand	7,019,661	3,630,167
In more than one year, but not more than two	1,488,748	1,753,534
In more than two years, but not more than five	5,595,527	4,127,300
In more than five years	71,510	146,815
	14,175,446	9,657,816

### Fair Values of Financial Liabilities

There is no significant difference between the fair value and the carrying value of the Group's financial assets and liabilities as at December 31, 2002. At December 31, 2002 forward contracts with a carrying value of US\$nil had a fair value of US\$711,352

## 30. DIFFERENCES BETWEEN IRISH AND US GENERALLY ACCEPTED ACCOUNTING PRINCIPLES

The Consolidated Financial Statements are prepared in accordance with accounting principles generally accepted in the Republic of Ireland ("Irish GAAP"), which differ in certain significant respects from accounting principles generally accepted in the United States ("US GAAP"). These differences relate principally to the following items and the necessary adjustments are shown in the table set out below:

### (a) Goodwill:

In prior years under Irish GAAP, goodwill was either written off immediately on completion of the acquisition against shareholders' equity, or capitalised in the balance sheet and amortised through the income statement on a systematic basis over its useful economic life. From 1998, goodwill must be capitalised and amortised over the period of its expected useful life, however, historic goodwill continues to remain an offset against shareholders' equity. Under US GAAP, accounting for goodwill as an offset against shareholders' equity is not permitted; rather, goodwill must be amortised over the period of its expected useful life, subject to a maximum write-off period of 40 years, through the income statement. A useful life of 10 years has been adopted for the purposes of the reconciliation.

In June 2001, the US Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standard ("SFAS") 141 "Business Combinations" and SFAS 142 "Goodwill and Other Intangible Assets", both of which are effective for fiscal years beginning after December 15, 2001. Under the new rules, goodwill will no longer be amortised under US GAAP but will be subject to annual impairment tests in accordance with the statements. On January 1, 2002 the Group performed the required impairment review of goodwill and indefinite-lived intangible assets and determined that there was no impairment. On December 31, 2002 the Group performed a further impairment test of goodwill and indefinite-lives assets and concluded that there was no impairment in the carrying value of these assets at this date.

## 30. DIFFERENCES BETWEEN IRISH AND US GENERALLY ACCEPTED ACCOUNTING PRINCIPLES (Continued)

(b) *Cash Flow Statements:*

The consolidated statement of cashflows prepared under Irish GAAP presents substantially the same information as required under US GAAP by SFAS 95 'Statement of Cash Flows'. This standard differs, however, with regard to the classification of items within the statements and as regards the definition of cash.

Under US GAAP, cash equivalents would not include bank overdrafts. The movements on such bank overdrafts are required to be included in financing activities under SFAS 95. Under US GAAP short term investments with a maturity of three months or less at the date of acquisition are included in cash equivalents. Under Irish GAAP, movements in short term investments are classified as management of liquid resources.

Under Irish GAAP, cash flows are presented separately for operating activities, returns on investments and servicing of finance, dividends received from associated undertakings, taxation, capital expenditure and financial investment, acquisitions and disposals, equity dividends paid, management of liquid resources and financing. US GAAP, however, requires only three categories of cash flow activity to be reported: operating, investing and financing. Cash flows from taxation and returns on investments and servicing of finance shown under Irish GAAP would, with the exception of preference dividends paid, be included as operating activities under US GAAP. The payment of dividends would be included as a financing activity under US GAAP. Under US GAAP, capitalised interest is treated as part of the cost of the asset to which it relates and is thus included as part of investing cash flows; under Irish GAAP all interest is treated as part of returns on investment and servicing of finance.

(c) *Share Capital Not Paid:*

Under Irish GAAP, unpaid share capital is classified as a receivable under current assets. Under US GAAP, share capital receivable should be reported as a reduction to Shareholders' Equity. Unpaid share capital at December 31, 2001 is US\$260,203 (2001: US\$291,211).

(d) *Sale and Leaseback:*

Under Irish GAAP, the Company's sale and leaseback transaction which took place in December 1999 was treated as a disposal of assets with the gain on the disposal of US\$1,014,080 being credited to the profit and loss account in the period of the transaction. Under US GAAP, this amount is deferred and released to the profit and loss account over the period of the lease (20 years).

(e) *Deferred Income Taxes:*

Under Irish GAAP deferred tax is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Under SFAS 109 – 'Accounting for Income Taxes', deferred taxation is computed using the liability method under which deferred income tax liabilities are fully provided and deferred tax assets are recognised to the extent that their realisation is more likely than not. In addition, deferred taxation would also be provided under US GAAP on the difference between the accounting and tax bases of assets and liabilities of subsidiaries acquired.

(f) *Sales on Extended Credit Terms:*

In 2000 the Company made certain sales on extended credit terms. Under US GAAP, SAB 101 "Revenue Recognition in Financial Statements", such sales on extended credit terms would not be recognisable as revenue until 2001. No similar provisions exist under Irish GAAP to preclude revenue recognition. Sales were not made on extended credit terms in 2001 or 2002.

(g) *Restructuring Costs:*

Under Irish GAAP, certain provisions made for restructuring costs (principally payments to employees) incurred as a result of acquisitions would not be recognisable under US GAAP, because EITF 95-3, "Recognition of Liabilities in Connection with a Purchase Business Combination", would also not permit such costs to be included in the purchase price allocation. It contains more stringent criteria for expense recognition and such restructuring costs will be expensed in the subsequent period.

(h) *Research and Development:*

Under US GAAP, SFAS 2, "Accounting for Research and Development Costs," requires development costs to be written-off in the year of expenditure. Under Irish GAAP, development expenditure on projects whose outcome can be assessed with reasonable certainty as to technical feasibility, commercial viability and recovery of costs through future revenues, are capitalised at cost within intangible assets.

(i) *Stock-based compensation expense:*

US GAAP, as set forth in APB 25 and SFAS 123 "Accounting for Stock-Based Compensation", and FIN 44 "Accounting for Certain Transactions Involving Stock Compensation", requires stock options issued to non-employees to be valued at fair value and compensation cost to be recognised based on that fair value.

(j) *Derivative and financial Instruments*

In June 1998, the FASB issued SFAS No 133 "Accounting for Derivative Instruments and Hedging Activities". SFAS 133 requires that (for US GAAP purposes only) all derivatives be recognised on the balance sheet at fair value. Derivatives which are not hedges or where hedge correlation cannot be demonstrated must be adjusted to fair value through income.

# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## CUMULATIVE EFFECT ON SHAREHOLDERS' EQUITY

	December 31 2002 US\$	December 31 2001 US\$
Total shareholders' equity before minority interests under Irish GAAP	62,598,296	56,221,625
US GAAP adjustments:		
Goodwill	10,503,303	8,098,782
Share capital not paid	(260,203)	(291,211)
Adjustment for sale and lease back	(861,968)	(912,672)
Adjustment for restructuring costs	-	2,850,000
Adjustment for research and development costs	(2,327,444)	(1,910,083)
Adjustment for fair value of derivative instruments	711,352	14,585
Deferred tax	626,720	293,876
Shareholders' equity under US GAAP	70,990,056	64,364,902

## EFFECT ON NET PROFIT

	December 31 2002 US\$	December 31 2001 US\$
Profit on ordinary activities after taxation under Irish GAAP	5,010,317	1,449,348
US GAAP adjustments:		
Goodwill amortisation	2,404,521	(2,166,700)
Adjustment for sale and lease back	50,704	50,704
Adjustment for sales on extended credit	-	35,000
Adjustment for restructuring costs	(2,850,000)	1,627,797
Adjustment for research and development costs	(417,361)	(881,710)
Adjustment for fair value of derivative instruments	(14,585)	14,585
Deferred tax	1,042,208	164,792
Profit under US GAAP	5,225,804	293,816
Profit per ordinary share (US cents)	12.89	0.73
Weighted average number of ordinary shares used in computing profit per ordinary share	40,550,367	40,408,978

## 31. GROUP UNDERTAKINGS

Name and registered office	Principal activity	Principal country of incorporation and operation	Group % holding
<i> Holding Company </i>			
Trinity Biotech plc IDA Business Park Bray Co. Wicklow, Ireland	Investment and holding company	Ireland	
<i> Subsidiary and Associate Undertakings </i>			
Trinity Biotech Inc. (Formerly Disease Detection International Inc.) Girts Road Jamestown NY 14702, USA.	Sale of pregnancy and diagnostic tests	U.S.A.	100%
Clark Laboratories Inc. Trading as Trinity Biotech (USA) Girts Road Jamestown NY 14702, USA	Manufacture and sale of diagnostic test kits	U.S.A.	100%
FHC Corporation Girts Road Jamestown NY 14702, USA	Non-trading	U.S.A.	100%
Trinity Biotech Manufacturing Ltd IDA Business Park Bray Co. Wicklow, Ireland	Manufacture and sale of diagnostic test kits	Ireland	100%
Trinity Research Ltd IDA Business Park Bray Co. Wicklow, Ireland	Research and development	Ireland	100%
Trinity Biotech Sales Ltd IDA Business Park Bray Co. Wicklow, Ireland	Non-trading	Ireland	100%
MarDx Diagnostics Inc 5919 Farnsworth Court Carlsbad CA 92008, USA	Manufacture and sale of diagnostic test kits	USA.	100%

# Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

## 31. GROUP UNDERTAKINGS continued

Flambelle Ltd 16 Fitzwilliam Place Dublin, Ireland	Non-trading	Ireland	100%
Eastcourt Limited Chichester House 278/282 High Holborn London, UK	Non-trading	UK	100%
Trinity Biotech UK Holdings Ltd (Formerly Centocor UK Holdings Ltd) Captia House Shalford Guildford Surrey, UK	Holding company	UK	100%
Trinity Biotech UK Ltd (Formerly Centocor UK Limited) Captia House Shalford Guildford Surrey, UK	In voluntary liquidation	UK	100%
Trinity Biotech (UK Sales) Limited 54 Queens Road Reading RG1 4A2 England	Sales of diagnostic test kits	UK	100%
Benen Trading Ltd IDA Business Park Bray Co. Wicklow, Ireland	Manufacture and sale of diagnostic test kits	Ireland	10%
Reddinview Ltd IDA Business Park Bray Co. Wicklow, Ireland	Dormant company	Ireland	100%
HiberGen Limited, IDA Business Park, Bray, Co. Wicklow, Ireland.	Genetic Variation Detection	Ireland	42.9%
Trinity Biotech GmbH Otto Hesse Str 19 64293 Darmstadt Germany	Sale of diagnostic test kits	Germany	100%
Biopool US Inc Girts Road Jamestown NY 14702 USA	Manufacture and sale of diagnostic test kits	USA	100%
Biopool AB S-903 47 Umea Sweden	Manufacture and sale of diagnostic test kits	Sweden	100%

Year Ended December 31, 2002 (continued)

32. INTANGIBLE FIXED ASSETS		
	Goodwill US\$	Total US\$
Cost		
At January 1, 2002	6,545,329	6,545,329
Arising on acquisitions	(67,836)	(67,836)
At December 31, 2001	6,477,493	6,477,493
Accumulated Amortisation		
At January 1, 2002	-	-
Charge	(321,067)	(321,067)
At December 31, 2002	(321,067)	(321,067)
Net book value		
At December 31, 2002	6,156,426	6,156,426
At December 31, 2001	6,545,329	6,545,329
33. FINANCIAL FIXED ASSETS	December 31 2002 US\$	December 31 2001 US\$
Shares in subsidiary and associated undertakings - at cost		
Shares in Trinity Biotech Inc. (formerly DDI)	10,582,999	10,582,999
Shares in Centocor UK Holdings Ltd	6,137,747	6,137,747
Shares in Trinity Research Ltd	145	145
Shares in Trinity Biotech Manufacturing Ltd	3	3
Shares in Trinity Biotech Sales Ltd	3	3
Shares in Trinity Biotech GmbH	27,529	27,529
Shares in Flambelle Ltd	142	142
Shares in Eastcourt Ltd	142	142
Shares in HiberGen Ltd (Note 13)	1,882,916	1,681,042
Provision for diminution in value of shares in Trinity Biotech Inc.	(4,266,000)	(4,266,000)
Amortisation of HiberGen goodwill (Note 13)	(199,670)	(105,524)
	14,165,956	14,058,228
34. DEBTORS AND PREPAYMENTS (Amounts falling due within one year)	December 31 2002 US\$	December 31 2001 US\$
Debtors	-	750,000
Prepayments	11,151	60,419
Called up share capital not paid	260,203	291,211
Amount due from group undertakings	48,146,000	48,213,894
	48,417,354	49,315,524

## Notes to the Consolidated Financial Statements

Year Ended December 31, 2002 (continued)

35. CREDITORS (Amounts falling due within one year)	December 31 2002 US\$	December 31 2001 US\$
Creditors	-	886,000
Accrued liabilities	709,392	3,834,109
Amount due to group undertakings	2,850,000	1,800,000
Long term debt-current portion	1,350,000	1,350,000
Deferred consideration-current portion 6%/7.5% convertible debenture	2,021,400	855,200
	1,000,000	1,000,000
	<u>7,930,792</u>	<u>9,725,309</u>
36. CREDITORS (Amounts falling due after more than one year)	December 31 2002 US\$	December 31 2001 US\$
5.25% convertible debenture	2,500,000	-
Bank loans (secured, see note 27(h))	4,096,060	5,231,250
Deferred Consideration	570,100	1,736,300
	<u>7,166,160</u>	<u>6,967,550</u>
37. PROFIT AND LOSS RESERVE	December 31 2002 US\$	December 31 2001 US\$
Accumulated deficit	(16,345,653)	(15,254,396)
Goodwill Reserve	(167,856)	(167,856)
	<u>(16,513,509)</u>	<u>(15,422,252)</u>

Due to the adoption of Financial Reporting Standard No. 10 by the Company, the goodwill reserve is disclosed as part of the profit and loss reserve on the face of the balance sheet. This adoption does not affect the potential distributable reserves of the Company.

### 38. BOARD APPROVAL

The board of directors approved the financial statements on April 17, 2003.

Notice is hereby given that the Annual General Meeting of Trinity Biotech plc ("the Company") will be held at the IDA Business Park, Bray, Co. Wicklow on May 23, 2003 at 12 noon to consider and, if thought fit, pass the following resolutions of which resolutions 1 to 3 will be proposed as ordinary resolutions and resolutions 4 to 6 will be proposed as special resolutions.

Ordinary Business

1. To receive and consider the financial statements for the year ended December 31, 2002 together with the reports of the directors and auditors therein.
2. To re-elect Mr. Peter Coyne as a director who retires by rotation and being eligible offers himself for re-election.
3. To re-elect Mr. Rory Nealon who was co-opted to the board during the year and who retires in accordance with the Articles of Association, as a director.
4. To authorise the board of directors to fix the auditors' remuneration.

Special Business

5. That the Company and/or subsidiary (as such expression is defined by Section 155, Companies Act, 1963) of the Company be generally authorised to make one or more market purchases (within the meaning of Section 212 of the Companies Act, 1990) on the National Association of Securities Dealers Automated Quotation Market (NASDAQ) or the Irish Stock Exchange of 'A' Ordinary Shares of US\$0.0109 each ("Shares") on such terms and conditions and in such manner as the directors may from time to time determine but subject, however, to the provisions of the Companies Act, 1990, the Articles of Association of the Company and to the following provisions:
  - (a) the aggregate nominal value of the Shares authorised to be acquired shall not exceed 10% of the aggregate nominal value of the issued share capital of the Company at the close of business on the date of the passing of the resolution:
  - (b) the minimum price (exclusive of taxes and expenses) which may be paid for a Share shall be the nominal value of that Share:
  - (c) the maximum price (exclusive of taxes and expenses) which may be paid for a Share shall not be more than the average of the closing bid price on NASDAQ in respect of the ten business days immediately preceding the day on which the Share is purchased.

The authority hereby conferred shall expire at the close of business eighteen months from the date upon which the resolution is passed unless previously revoked, varied or renewed in accordance with the provisions of Section 215 of the Companies Act 1990, but the Company, or any subsidiary, may enter into a contract to purchase Shares under the authority hereby conferred prior to the expiry of such authority which would or might be executed wholly or partly after the expiry of such authority and may make a purchase of Shares in pursuance of such contract or contracts notwithstanding that this authority has otherwise expired.

This replaces the authority given by resolution 5 at the Annual General Meeting of the Company held on June 14, 2002 which authority shall, to the extent that it has not been utilised, be deemed to have been withdrawn.

6. That subject to the passing of resolution 5 above and to the provisions of the Companies Act, 1990 for the purposes of Section 209 of the Companies Act, 1990, the re-issue price range at which a treasury share (as defined by the said Section 209) for the time being held by the Company may be re-issued off-market shall be as follows,
  - (a) the maximum price at which a treasury share may be re-issued off-market shall be 115% of the Relevant Price;
  - (b) the minimum price at which a treasury share may be re-issued off-market shall be 85% of the Relevant Price.

For the purposes of this resolution "the Relevant Price" shall mean the average of the closing bid price of the Share on NASDAQ in respect of each of ten business days immediately preceding the day on which the treasury share is re-issued.

This replaces the re-issue price range fixed by resolution 6 at the Annual General Meeting of the Company held on June 14, 2002.

The power hereby conferred shall expire at the close of business on the earlier of the day of the next Annual General Meeting of the Company after the passing of this resolution or at the close of business fifteen months from the date upon which the resolution is passed unless such power shall be renewed in accordance with and subject to the provision of the said Section 24.



## Notice of Annual General Meeting

Year Ended December 31, 2002 (continued)

7. That the Trinity Biotech plc Share Option Plan 2003 (the "Scheme") substantially in the form as described in the Annual Report for the year ended December 31, 2002 and produced to this meeting (and for the purposes of identification initialled by the Chairman hereof) be and is hereby approved and the directors of the Company be and are hereby authorised to enter into the Scheme and to grant options hereunder.

### Notes

1. Any member entitled to attend and vote at this meeting may appoint a proxy who need not be a member of the Company to attend and vote in his/her place. Completion of a form of proxy will not affect the right of a member to attend and vote at this meeting in person.
2. To be valid, forms of proxy duly signed together with the power of attorney or such other authority under which they are signed (or certified copy of such power or authority), must be lodged with the Company Secretary not later than 12 noon on May 21, 2003.

IDA Business Park,  
Southern Cross Road,  
Bray,  
Co. Wicklow.  
Ireland.

By order of the board  
Rory Nealon  
Secretary

April 17, 2003

DIRECTORS	<p>Mr. Ronan O' Caoimh, Chairman &amp; CEO          Mr. Brendan Farrell          Mr. Maurice Hickey (Resigned December 31, 2002)          Mr. Rory Nealon (Appointed January 2, 2003)          Dr. Jim Walsh          Dr. Denis Burger (US)          Mr. Peter Coyne</p>
SECRETARY	Mr. Rory Nealon
REGISTERED OFFICE	<p>IDA Business Park,          Southern Cross Road,          Bray,          Co. Wicklow.</p>
LEGAL ADVISORS	<p>O'Donnell Sweeney,          The Earlsfort Centre,          Earlsfort Terrace,          Dublin 2.          Ireland.</p> <p>William Fry,          Fitzwilton House,          Wilton Place,          Dublin 2,          Ireland.</p> <p>Carter, Ledyard &amp; Milburn,          2 Wall Street,          New York,          United States of America.</p>
PRINCIPAL BANKERS	<p>Allied Irish Banks plc,          Morehampton Road,          Donnybrook,          Dublin 4.</p> <p>Morgan Stanley Dean Witter,          1345 Avenue of the Americas,          New York,          United States of America.</p>
AUDITORS	<p>Ernst &amp; Young,          Chartered Accountants,          Harcourt Centre,          Harcourt Street,          Dublin 2.          Ireland.</p>
DEPOSITARY FOR AMERICAN SHARES	<p>Bank of New York,          101 Barclay Street,          New York,          United States of America.</p>





