

**FOREVER LIVING PRODUCTS (UK)  
LIMITED**

**Report and Financial Statements**

**31 December 2005**



REPORT AND FINANCIAL STATEMENTS 2005

<b>CONTENTS</b>	<b>Page</b>
Directors' report	1
Statement of directors' responsibilities	3
Independent auditors' report	4
Profit and loss account	5
Balance sheet	6
Cash flow statement	7
Reconciliation of net cash flow to movement in net funds	7
Notes to the accounts	8
Additional information	17

**DIRECTORS' REPORT**

The directors present their annual report and the audited financial statements for the year ended 31 December 2005.

**ACTIVITIES**

The principal activity of the company is the marketing of health, nutritional and beauty products. There has been no change in the principal activity of the company during the year.

**REVIEW OF DEVELOPMENTS**

As previewed in the 2004 Review of Developments, there was a major change in legislation during 2005, which has made a significant impact upon the company's results. The company has benefited from a piece of fiscal legislation since 1999. However in 2005 the benefit was withdrawn.

Despite this, overall sales (excluding the above-mentioned benefit) did increase by 5% in 2005. In the current business climate this is much better than some other retail companies, many of whom saw a reduction in sales.

Work continued on encouraging new distributors to move through the marketing plan. There were 3 new products released in October 2005, which are proving to be popular and should contribute to strong growth in 2006.

Continued management of the company's cash flow and ongoing review of the best financial products on the market has resulted in a significant increase in interest receipts.

The pound versus dollar exchange rate has proven favourable during the year, giving an overall net gain on foreign exchange transactions.

The start of 2006 has proved positive with first quarter sales being up 4% on 2005. A strategy of aggressive cost control together with strong distributor focus provides a good base for 2006 to be a successful year.

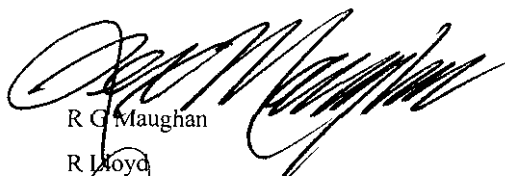

**DIVIDENDS AND TRANSFERS TO RESERVES**

The directors do not recommend the payment of a dividend (2004 - £nil). The results of the company are set out on page 5.

The loss for the year of £132,132 (2004 - profit of £1,548,167) has been transferred from reserves.

**DIRECTORS AND THEIR INTERESTS**

The directors who served during the year and their interests in the ordinary share capital of the company were as follows:

  
R G Maughan  
R Lloyd  


**Ordinary shares of £1 each**

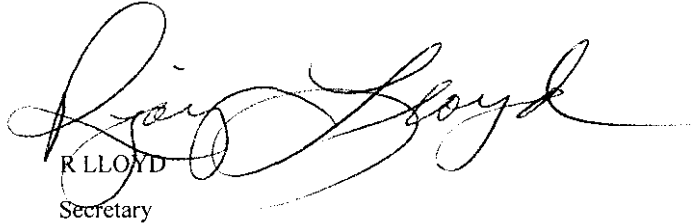
2005	2004
10,000	10,000
-	-

**DIRECTORS' REPORT**

**AUDITORS**

Deloitte & Touche LLP have expressed their willingness to continue in office as auditors and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors  
and signed on behalf of the Board



R LLOYD  
Secretary

11 July 2006

## STATEMENT OF DIRECTORS' RESPONSIBILITIES

United Kingdom company law requires 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 as at the end of the financial year and of the profit or loss of the company for that period. In preparing those 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
- state whether applicable accounting standards have been followed
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF FOREVER LIVING PRODUCTS (UK) LIMITED**

We have audited the financial statements of Forever Living Products (UK) Limited for the year ended 31 December 2005 which comprise the profit and loss account, the balance sheet, the cash flow statement, the reconciliation of net cash flow to movement in net funds and the related notes 1 to 18. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. 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**

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Our responsibility is to audit the financial statements in accordance with relevant United Kingdom legal and regulatory requirements and *International Standards on Auditing (UK and Ireland)*.

We report to you our opinion as to whether the financial statements give a true and fair view in accordance with the relevant financial reporting framework and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

We read the directors' report and the other information contained in the annual report for the above year as described in the contents section and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements.

### **Basis of audit opinion**

We conducted our audit in accordance with *International Standards on Auditing (UK and Ireland)* 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 company's circumstances, consistently applied and adequately disclosed.

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

### **Opinion**

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of affairs of the company as at 31 December 2005 and of its loss for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985.

*Deloitte & Touche LLP*

**Deloitte & Touche LLP**  
Chartered Accountants and Registered Auditors  
Birmingham

*11 July 2006*

**FOREVER LIVING PRODUCTS (UK) LIMITED**

**PROFIT AND LOSS ACCOUNT**  
**Year ended 31 December 2005**

	Note	2005 £	2004 £
<b>TURNOVER</b>	2	22,075,927	24,057,473
<i>Cost of sales</i>		<u>(5,520,458)</u>	<u>(6,059,971)</u>
Gross profit		<u>16,555,469</u>	<u>17,997,502</u>
Distribution costs		(13,132,038)	(12,294,987)
Administrative expenses		(3,762,529)	(3,601,336)
Other operating income		<u>2,107</u>	<u>23,487</u>
		<u>(16,892,460)</u>	<u>(15,872,836)</u>
<b>OPERATING (LOSS)/PROFIT</b>	4	(336,991)	2,124,666
Bank interest receivable		<u>176,452</u>	<u>100,225</u>
<b>(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		(160,539)	2,224,891
Tax on (loss)/profit on ordinary activities	5	<u>28,407</u>	<u>(676,724)</u>
<b>(LOSS)/PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION FOR THE FINANCIAL YEAR</b>	13	<u>(132,132)</u>	<u>1,548,167</u>

All activities derive from continuing operations.

There are no recognised gains and losses other than the loss for the financial year and the profit for the previous financial year. Accordingly, no statement of total recognised gains and losses is given.

FOREVER LIVING PRODUCTS (UK) LIMITED

**BALANCE SHEET**  
**31 December 2005**

	Note	2005	2004
		£	£
<b>FIXED ASSETS</b>			
Tangible assets	6	63,671	87,316
<b>CURRENT ASSETS</b>			
Stocks	7	1,593,865	1,545,156
Debtors	8	1,073,289	666,463
Cash at bank and in hand		4,699,396	5,034,911
		<u>7,366,550</u>	<u>7,246,530</u>
<b>CREDITORS: amounts falling due within one year</b>	9	<u>(2,978,274)</u>	<u>(2,749,767)</u>
<b>NET CURRENT ASSETS</b>		<u>4,388,276</u>	<u>4,496,763</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>4,451,947</u>	<u>4,584,079</u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	12	10,000	10,000
Profit and loss account	13	4,441,947	4,574,079
<b>EQUITY SHAREHOLDERS' FUNDS</b>	14	<u>4,451,947</u>	<u>4,584,079</u>

These financial statements were approved by the Board of Directors on

11 July 2006.

Signed on behalf of the Board of Directors

  
R MAUGHAN  
Director



**FOREVER LIVING PRODUCTS (UK) LIMITED**

**CASH FLOW STATEMENT**  
**Year ended 31 December 2005**

	Note	2005 £	2004 £
Net cash inflow from operating activities	15	61,735	2,296,391
Return on investment and servicing of finance	16	176,452	100,225
Taxation		(587,500)	(695,621)
Capital expenditure and financial investment	16	<u>(21,210)</u>	<u>(26,470)</u>
Cash (outflow)/inflow before financing being (decrease)/increase in cash in the year		<u>(370,523)</u>	<u>1,674,525</u>
<hr/>			
Reconciliation of net cash flow to movement in net funds	17	2005 £	2004 £
(Decrease)/increase in cash in the year		(370,523)	1,674,525
Exchange movements		<u>35,008</u>	-
Movement in net funds in the year		(335,515)	1,674,525
Net funds at 1 January		<u>5,034,911</u>	<u>3,360,386</u>
Net funds at 31 December		<u><u>4,699,396</u></u>	<u><u>5,034,911</u></u>

**NOTES TO THE ACCOUNTS**

**Year ended 31 December 2005**

**1. ACCOUNTING POLICIES**

The financial statements are prepared in accordance with applicable UK accounting standards. The particular accounting policies adopted are described below.

**Accounting convention**

The financial statements are prepared under the historical cost convention.

**Turnover**

Turnover represents the aggregate of amounts receivable for services and goods supplied in the ordinary course of business, excluding value added tax.

**Tangible fixed assets**

Tangible fixed assets are stated at cost. Depreciation is provided for all fixed assets to write off their cost over the following periods:

Computers	3 years straight line
Fixtures and office equipment	5 years straight line
Motor vehicles	4 years straight line

**Stocks**

Stocks are stated at the lower of cost and net realisable value.

**Deferred taxation**

Deferred tax is recognised in respect of timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that 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.

A net deferred tax asset is regarded as recoverable and therefore recognised only when, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax assets and liabilities are not discounted.

**Leases**

Rental costs under operating leases are charged to the profit and loss account as they are incurred.

**Pensions**

The company operates a money purchase scheme for the benefit of its employees. The company's contributions to this scheme are shown in Note 3.

**Foreign Currency**

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date.

**2. ANALYSIS OF TURNOVER AND (LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION**

The turnover and (loss)/profit before taxation is entirely attributable to the principal activity and arises in the United Kingdom.

NOTES TO THE ACCOUNTS

Year ended 31 December 2005

3. INFORMATION REGARDING DIRECTORS AND EMPLOYEES

	2005 £	2004 £
<b>Directors' emoluments</b>		
Emoluments	52,209	53,677
	<u>No</u>	<u>No</u>
<b>Average number of persons employed</b>	<u>65</u>	<u>62</u>
	£	£
<b>Staff costs during the year (including directors)</b>		
Wages and salaries	1,134,002	1,150,906
Social security costs	101,029	102,356
Other pension costs	53,173	59,996
	<u>1,288,204</u>	<u>1,313,258</u>

4. OPERATING (LOSS)/PROFIT

	2005 £	2004 £
Operating (loss)/profit is after charging/(crediting):		
Depreciation		
Owned assets	44,855	49,762
Rentals under operating leases		
Other operating leases	480,480	337,954
Hire of plant and machinery	17,628	16,525
Auditors' remuneration		
Audit services	14,000	14,750
Other services	190,131	81,835
Foreign exchange gains	<u>(35,008)</u>	<u>-</u>

5. TAX ON (LOSS)/PROFIT ON ORDINARY ACTIVITIES

	2005 £	2004 £
United Kingdom corporation tax (credit)/charge at 30% (2004 – 30%) based on the (loss)/profit for the year	(44,305)	676,775
Adjustment in respect of prior years	<u>(2,278)</u>	<u>1,206</u>
	(46,583)	677,981
Deferred taxation		
Timing differences, origination and reversal	<u>18,176</u>	<u>(1,257)</u>
	<u>(28,407)</u>	<u>676,724</u>

**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**5. TAX ON (LOSS)/PROFIT ON ORDINARY ACTIVITIES (CONTINUED)**

**Factors affecting the tax (credit)/charge for the year:**

The current tax (credit)/charge varies from the standard rate of UK corporation tax due to the following factors:

	2005 £	2004 £
(Loss)/profit on ordinary activities before tax	(160,539)	2,224,891
Tax at 30% (2004 – 30%)	(48,162)	667,467
Expenses not deductible for tax purposes	2,430	8,051
Capital allowances in excess of depreciation	1,427	1,257
Prior period adjustments	(2,278)	1,206
	<u>(46,583)</u>	<u>677,981</u>

**6. TANGIBLE FIXED ASSETS**

	Computers £	Fittings and office equipment £	Motor vehicles £	Total £
<b>Cost</b>				
At 1 January 2005	237,447	316,790	42,370	596,607
Additions	13,367	7,843	-	21,210
At 31 December 2005	<u>250,814</u>	<u>324,633</u>	<u>42,370</u>	<u>617,817</u>
<b>Accumulated depreciation</b>				
At 1 January 2005	210,653	262,622	36,016	509,291
Charge for the year	18,257	23,655	2,943	44,855
At 31 December 2005	<u>228,910</u>	<u>286,277</u>	<u>38,959</u>	<u>554,146</u>
<b>Net book value</b>				
At 31 December 2005	<u>21,904</u>	<u>38,356</u>	<u>3,411</u>	<u>63,671</u>
At 31 December 2004	<u>26,794</u>	<u>54,168</u>	<u>6,354</u>	<u>87,316</u>

**7. STOCKS**

	2005 £	2004 £
Goods for resale	<u>1,593,865</u>	<u>1,545,156</u>

**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**8. DEBTORS**

	<b>2005</b>	<b>2004</b>
	<b>£</b>	<b>£</b>
<b>Due within one year</b>		
Trade debtors	10,598	9,671
Amounts owed by related parties (note 10)	333,611	314,663
Deferred tax asset (note 11)	-	18,176
Corporation tax	444,808	-
Other debtors	284,272	323,953
	<u>1,073,289</u>	<u>666,463</u>

**9. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2005</b>	<b>2004</b>
	<b>£</b>	<b>£</b>
Trade creditors	147,826	304,494
Corporation tax	-	189,275
Other taxation and social security	548,734	71,855
Amounts owed to related parties (note 10)	774,837	586,709
Accruals and deferred income	1,506,877	1,597,434
	<u>2,978,274</u>	<u>2,749,767</u>

## NOTES TO THE ACCOUNTS

Year ended 31 December 2005

## 10. RELATED PARTY TRANSACTIONS

The ultimate controlling party is Mr R Maughan, the director and principal shareholder.

The trading transactions with related parties is summarised as follows:

	Purchases		Sales	
	2005	2004	2005	2004
	£	£	£	£
Forever Living Products Baltics	-	-	132	-
Forever Living Products Bulgaria	-	-	-	21
Forever Living Products Cyprus	-	-	2,081	-
Forever Living Products France	-	-	661	802
Forever Living Products Germany	57,342	11,252	192,949	311,475
Forever Living Products Greece	-	68,272	3,849	3,811
Forever Living Products Hungary	-	-	35,131	38,292
Forever Living Products Ireland	24,074	-	70,145	48,946
Forever Living Products Indonesia	-	-	-	9
Forever Living Products Israel	-	-	-	390
Forever Living Products Italy	-	-	7,484	2,462
Forever Living Products Kenya	-	-	998	-
Forever Living Products Netherlands	-	-	17,566	19,171
Forever Living Products Nigeria	-	-	16,343	26,157
Forever Living Products Poland	-	-	1,127	1,138
Forever Living Products Portugal	-	-	1,256	852
Forever Living Products Slovak Republic	-	-	496	189
Forever Living Products Spain	-	-	7,689	158
Forever Living Products Sweden	41,937	4,602	57,347	49,771
Forever Living Products Switzerland	-	-	195	-
Forever Living Products Turkey	-	-	-	4,624
Forever Living Products Iceland	-	-	134,043	80,307
Forever Living Products Japan	-	1,572	-	-

**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**10. RELATED PARTY TRANSACTIONS (CONTINUED)**

The year end balances with related parties is summarised as follows:

	Amounts due from related party		Amounts due to related party	
	2005	2004	2005	2004
	£	£	£	£
Forever Living Products Cyprus	448	-	-	-
Forever Living Products France	200	93	-	-
Forever Living Products Germany	533	(328)	-	-
Forever Living Products Hungary	(2)	(11)	-	-
Forever Living Products Ireland	1,582	528	-	-
Forever Living Products Italy	180	-	-	-
Forever Living Products Kenya	998	-	-	-
Forever Living Products Netherlands	2,508	1,689	-	-
Forever Living Products Nigeria	-	2,040	-	-
Forever Living Products Portugal	-	66	-	-
Forever Living Products Russia	155	-	-	-
Forever Living Products Spain	-	124	-	-
Forever Living Products Sweden	3,373	4,223	-	-
Forever Living Products Switzerland	(25)	-	-	-
Forever Living Products Iceland	323,661	306,239	-	-

The company owed the following amounts to Aloe Vera of America Inc, a company controlled by Mr R Maughan.

	2005	2004
	£	£
Aloe Vera of America Inc	774,837	586,709

During the year the company purchased goods and services to the value of £5,045,747 (2004 - £5,145,445) from Aloe Vera of America Inc.

The company occupies premises owned by Mr R Maughan, for which £250,000 (2004 - £234,000) rent was charged in the year.

Forever Living Products Iceland was also charged £22,573 (2004 - £23,542) for administration services performed by the company on their behalf.

**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**11. DEFERRED TAXATION**

	£
Balance at 1 January 2005	18,176
Current year charge to profit and loss account	<u>(18,176)</u>
Balance at 31 December 2005 (Note 8)	<u><u>-</u></u>

The amounts provided in the accounts are as follows:

	Provided		Unprovided	
	2005	2004	2005	2004
	£	£	£	£
Capital allowances in advance of depreciation	<u>-</u>	<u>(18,176)</u>	<u>(19,602)</u>	<u>-</u>

The deferred tax asset for the current year has not been recognised as it cannot be foreseen with reasonable certainty that the company will make sufficient profits in order to be able to utilise the asset.

**12. CALLED UP SHARE CAPITAL**

	2005	2004
	£	£
Authorised, allotted and fully paid 10,000 Ordinary shares of £1 each	<u>10,000</u>	<u>10,000</u>

**13. PROFIT AND LOSS ACCOUNT**

	£
At 1 January 2005	4,574,079
Retained loss for the year	<u>(132,132)</u>
At 31 December 2005	<u><u>4,441,947</u></u>

**14. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS**

	2005	2004
	£	£
(Loss)/profit for the financial year	(132,132)	1,548,167
Opening shareholders' funds	<u>4,584,079</u>	<u>3,035,912</u>
Closing shareholders' funds	<u><u>4,451,947</u></u>	<u><u>4,584,079</u></u>



**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**15. RECONCILIATION OF OPERATING (LOSS)/PROFIT TO OPERATING CASH FLOWS**

	2005 £	2004 £
Operating (loss)/profit	(336,991)	2,124,666
Depreciation	44,855	49,762
Increase in stock	(48,709)	(104,609)
Decrease in debtors	19,806	(93,134)
Increase in creditors	417,782	319,706
Exchange differences	(35,008)	-
<b>Net cash inflow from operating activities</b>	<u>61,735</u>	<u>2,296,391</u>

**16. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT**

	2005 £	2004 £
<b>Return on investment and servicing of finance</b>		
Interest receivable	<u>176,452</u>	<u>100,225</u>
<b>Capital expenditure and financial investment</b>		
Purchase of tangible fixed assets being net cash outflow from capital expenditure and financial investment	<u>(21,210)</u>	<u>(26,470)</u>

**17. RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS**

	At 1 Jan 2005 £	Cash flow £	Exchange differences £	At 31 Dec 2005 £
Cash in hand and at bank	<u>5,034,911</u>	<u>(370,523)</u>	<u>35,008</u>	<u>4,699,396</u>

**NOTES TO THE ACCOUNTS**  
**Year ended 31 December 2005**

**18. FINANCIAL COMMITMENTS**

**Capital commitments**

There were no capital commitments contracted for but not provided at 31 December 2005 (2004 - £Nil).

**Operating lease commitments**

At 31 December 2005, the company was committed to making the following payments during the next year in respect of operating leases.

	<b>Land and buildings</b>	
	<b>2005</b>	<b>2004</b>
	<b>£</b>	<b>£</b>
Leases which expire:		
Within one year	107,500	243,100
Within two to five years	361,502	317,750
	469,002	560,850
	469,002	560,850

**ADDITIONAL INFORMATION**

The additional information on page 18 has been prepared from the accounting records of the company. While it does not form part of the statutory financial statements, it should be read in conjunction with them and the auditors' report thereon.

**FOREVER LIVING PRODUCTS (UK) LIMITED**

**TRADING ACCOUNT**  
**Year ended 31 December 2005**

	2005	2004
	£	£
<b>TURNOVER</b>	22,075,927	24,057,473
<b>Cost of sales</b>		
Opening stock	1,545,156	1,440,547
Purchases, freight and duty	5,569,167	6,164,580
Closing stock	<u>(1,593,865)</u>	<u>(1,545,156)</u>
	<u>5,520,458</u>	<u>6,059,971</u>
<b>GROSS PROFIT</b>	16,555,469	17,997,502
<b>Distribution costs</b>		
Bonuses	9,878,026	9,478,070
Royalties	1,764,474	1,479,301
Motor, travel and entertaining	188,807	187,483
Printing and publicity	1,110,063	943,487
Warehouse and delivery	<u>190,668</u>	<u>206,646</u>
	13,132,038	12,294,987
<b>Administrative expenses</b>		
Wages, salaries and employment costs	1,372,337	1,394,717
Repairs and maintenance	330,219	306,409
Telephones	59,084	61,503
Heat, light and power	25,533	13,978
Rent, rates and insurances	700,849	715,889
Bank charges	225,794	234,718
Legal and professional fees	351,826	232,142
Audit and accountancy	217,381	96,585
Management expenses	320,095	396,070
Depreciation	44,855	49,762
Gain on exchange	(35,008)	-
Sundry expenses	<u>149,564</u>	<u>99,563</u>
	3,762,529	3,601,336
Other operating income	<u>2,107</u>	<u>23,487</u>
<b>OPERATING (LOSS)/PROFIT</b>	<u><u>(336,991)</u></u>	<u><u>2,124,666</u></u>