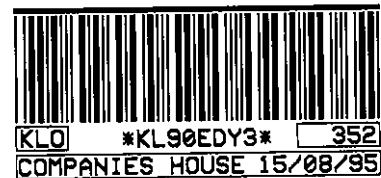


53237

**MAPPIN & WEBB LIMITED**

**ACCOUNTS  
FOR THE 12 MONTHS ENDED  
31ST MARCH 1995**



## **MAPPIN & WEBB LIMITED**

### **INDEX**

	<b>Page</b>
Directors, Officers and Other Information	1
Report of the Directors	2 - 3
Profit and Loss Account	4
Balance Sheet	5
Statement of Total Recognised Gains and Losses	6
Note of Historical Cost Profits and Losses	6
Reconciliation of Movements in Shareholders' Funds	6
Notes on the Accounts	7 - 13
Statement of Directors' Responsibilities	14
Report of the Auditors	15

**MAPPIN & WEBB LIMITED**

**DIRECTORS**

J R Asprey (Chairman)  
N I Attallah  
P S Clayman  
N J Harrington

**SECRETARY**

N J Harrington F.C.A.  
22 Albemarle Street  
LONDON  
W1X 3HA

**REGISTERED OFFICE**

23 Albemarle Street  
LONDON  
W1X 4AS

**REGISTERED NUMBER**

53237

**BANKERS**

Lloyds Bank plc  
72 Lombard Street  
LONDON  
EC3P 3BT

**AUDITORS**

Ferguson Maidment & Co  
Chartered Accountants  
Sardinia House  
Sardinia Street  
Lincolns Inn Fields  
LONDON  
WC2A 3LZ

Ernst & Young  
Chartered Accountants  
Becket House  
1 Lambeth Palace Road  
LONDON  
SE1 7EU

**MAPPIN & WEBB LIMITED**  
**REPORT OF THE DIRECTORS**

The Directors submit their Annual Report and the audited accounts of the Company for the year ended 31st March 1995.

**REVIEW OF ACTIVITIES**

The principal activities of the Company are those of retail jewellers and silversmiths and the retailing of gifts and watches.

Future prospects are reasonable but like most retailers much depends on economic conditions and the level of consumer spending.

**TRADING RESULTS**

The trading results for the year are set out in the profit and loss account on page 4.

**DIVIDEND**

The Directors recommend that no dividend be paid this year (1994 - Nil).

**DIRECTORS**

The Directors who have served during the period were:

Mr J R Asprey (Chairman)  
Mr N I Attallah  
Mr P S Clayman  
Mr N J Harrington  
Mr A G Smith

Mr A G Smith resigned as a Director on the 1st June 1994.

**TANGIBLE FIXED ASSETS**

The movements on tangible fixed assets during the year are set out in note 6 to the accounts.

**DISABLED PERSONS**

It is the policy of the company to support the employment of disabled persons wherever practicable and to ensure that as far as possible they share in the training, career development and promotional opportunities available to all employees.

## **MAPPIN & WEBB LIMITED**

### **REPORT OF THE DIRECTORS**

#### **STAFF INFORMATION AND CONSULTATION**

Staff are kept fully informed of matters of interest through notice boards and staff handbook. A two-way process of informing and consulting staff operates through the line management structure.

#### **HOLDING COMPANY**

The Company is a wholly owned subsidiary of Mappin & Webb Holdings Limited, which in turn is a subsidiary of Asprey plc, a company registered in England and Wales.

#### **DIRECTORS' SHAREHOLDINGS**

Other than those Directors who were members of the Asprey plc Board at 31st March 1995, details of Directors who held an interest in the Ordinary Shares of 25p each of Asprey plc for the period under review are as follows:

Under the Asprey plc 1987 Executive Share Option Scheme 30,836 and 19,272 options at £2.68 per share were granted to Mr P S Clayman and Mr A G Smith respectively. Mr Smith exercised his right to these options on 11th July 1994 and subsequently sold the shares on 14th July 1994 at £3.10 per share.

Mr Clayman exercised his right to options on 25th July 1994 and subsequently sold his shares on 27th July 1994 at £3.16 per share.

#### **AUDITORS**

Messrs Ferguson Maidment & Co. and Ernst & Young have expressed their willingness to continue in office. The Directors recommend that they be re-appointed at the next General Meeting.

Signed on behalf of the Board



N J Harrington F.C.A.  
Company Secretary

Registered Office:  
23 Albemarle Street  
LONDON  
W1X 4AS

17th July 1995

**MAPPIN & WEBB LIMITED**  
**PROFIT AND LOSS ACCOUNT**  
**for the year ended 31st March 1995**

	Note	1995 £	1994 £
<b>Turnover</b>	1	31,551,620	31,648,744
Change in stocks of finished goods and work in progress		1,072,642	1,045,385
Finished goods for resale		(20,476,802)	(20,747,436)
Other external charges		(792,255)	(444,328)
		(20,196,415)	(20,146,379)
Staff Costs	2	(4,866,023)	(5,063,555)
Depreciation		(823,837)	(675,671)
Other operating charges		(6,820,746)	(5,931,563)
Other Income	3	12,819	60,921
Interest Payable (Group Offset)		(64,504)	-
<b>Loss on ordinary activities before taxation</b>	4	(1,207,086)	(107,503)
<b>Taxation</b>	5	-	66,501
<b>Loss on ordinary activities after taxation</b>		(1,207,086)	(41,002)
<b>Contribution from Parent Company</b>		-	41,002
<b>Transfer from reserves</b>	£	(1,207,086)	£ -

All of the company's operations are classed as continuing.

### BALANCE SHEET AT 31ST MARCH 1995

	Note	31st March 1995 £	31st March 1994 £
<b>FIXED ASSETS</b>			
Tangible assets	6	5,542,698	4,348,209
<b>CURRENT ASSETS</b>			
Stocks	7	16,397,635	15,324,993
Debtors	8	4,676,754	2,638,451
Cash at bank and in hand		1,280,729	1,577,950
		22,355,118	19,541,394
<b>CREDITORS</b> (amounts falling due within one year)	9	(26,511,981)	(21,291,023)
<b>NET CURRENT LIABILITIES</b>		(4,156,863)	(1,749,629)
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		£ 1,385,835	£ 2,598,580
<b>CAPITAL AND RESERVES</b>			
Called up share capital	10	500,000	500,000
Revaluation reserve	11	1,227,162	1,275,162
Profit and loss account	11	(341,327)	823,418
		£ 1,385,835	£ 2,598,580

Accounts approved by the Board of Directors on 17th July 1995.

N I Attallah

P S Clayman

## DIRECTORS

**MAPPIN & WEBB LIMITED**

**STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES  
for the year ended 31st March 1995**

	1995 £	1994 £
Loss for the financial year	(1,207,086)	(41,002)
Currency translation differences on foreign currency assets	<u>(5,659)</u>	<u>-</u>
	£ (1,212,745)	£ (41,002)
	<u>                    </u>	<u>                    </u>

**NOTE OF HISTORICAL COST PROFITS AND LOSSES  
for the year ended 31st March 1995**

	1995 £	1994 £
Reported loss on ordinary activities before taxation	(1,207,086)	(107,503)
Additional depreciation charged on revalued amount	<u>48,000</u>	<u>48,000</u>
Historical cost loss on ordinary activities before taxation	£ (1,159,086)	£ (59,503)
	<u>                    </u>	<u>                    </u>

**RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS  
for the year ended 31st March 1995**

	1995 £	1994 £
Loss attributable to members of the Company	(1,207,086)	(41,002)
Contributions from Parent Company	<u>-</u>	<u>41,002</u>
	(1,207,086)	<u>-</u>
Currency translation differences on foreign currency net investments	<u>(5,659)</u>	<u>-</u>
Net movement in shareholders' funds	(1,212,745)	<u>-</u>
Opening shareholders' funds	<u>2,598,580</u>	<u>2,598,580</u>
Closing shareholders' funds	£ 1,385,835	£ 2,598,580
	<u>                    </u>	<u>                    </u>



## **MAPPIN & WEBB LIMITED**

### **NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

#### **1 Accounting policies**

##### **(a) Basis of accounts**

The accounts, which have been drawn up under the provisions of the Companies Act 1985, are prepared under the historical cost convention, as modified by the revaluation of certain properties, and are in accordance with applicable accounting standards. The company is exempt from producing a Cash Flow Statement, as it is a wholly owned subsidiary of Asprey plc which produces a consolidated statement under Financial Reporting Standard No. 1 dealing with the cash flows of the group.

##### **(b) Turnover**

Turnover represents sales to third parties exclusive of V.A.T.

Information required under SSAP25, Segmental Reporting, has not been disclosed as in the opinion of the Directors, it would be seriously prejudicial to the interests of the business.

##### **(c) Fixed assets and depreciation**

###### **Tangible assets:**

The company's property is valued at regular intervals, and is stated on the balance sheet at valuation as at 31st March 1991. Additions since valuation and all other tangible fixed assets are stated at cost.

Tangible fixed assets are depreciated at the following annual rates:-

- Long leasehold land	-
- Buildings and improvements	20-30 years
- Motor vehicles	4 years

###### **Plant, machinery, fixtures, fittings, tools and equipment:**

At various rates, generally between 8% and 25% calculated to write off these assets over their remaining useful lives from the month of the acquisition.

Leasehold properties and improvements are amortised over the period of the lease or the estimated useful life if lower.

##### **(d) Leasing charges**

Rentals payable under operating leases are written off to the profit and loss account as incurred. Future obligations under leases are dealt with by way of a note to the accounts.

##### **(e) Foreign Currencies**

Trading results are expressed in sterling at the average of the rates ruling during the year and include exchange differences realised in the normal course of trade. Assets and liabilities in foreign currencies are expressed in sterling at rates of exchange ruling at balance sheet dates and resultant unrealised exchange differences are dealt with through reserves or through the profit and loss account where appropriate.

**MAPPIN & WEBB LIMITED**  
**NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

(f) **Deferred taxation**

Provision is made for deferred taxation, using the liability method on short term timing differences and all other material timing differences which are not expected to continue in the future. The rates used are those anticipated for the years in which the liability is expected to arise.

(g) **Stocks**

Stocks are retail stocks and are valued at the lower of cost and net realisable value.

(h) **Pensions**

The expected cost of pensions in respect of defined benefit pension scheme is charged to the profit and loss account so as to spread the cost of pensions over the service lives of employees in the scheme. Variations from the regular cost are spread over the expected remaining service lives of current employees in the scheme. The pension cost is assessed in accordance with the advice of qualified actuaries.

**2 Staff costs**

The average number of persons employed by the Company (including Directors) during the year was as follows:

	1995	1994
Management	1	2
Administration	22	27
Production and sales staff	248	268
Total employees	<u>271</u>	<u>297</u>

The aggregate payroll costs of these persons were as follows:

	£	£
Wages and salaries	4,153,019	4,227,581
Social Security costs	327,670	359,017
Other pension costs	385,334	476,957
	£ <u>4,866,023</u>	£ <u>5,063,555</u>

The employee costs shown above include the following remuneration in respect of Directors of the Company:

Total Directors' emoluments	£ <u>110,929</u>	£ <u>153,636</u>
-----------------------------	------------------	------------------

The emoluments disclosed above (excluding pension contributions) include amounts paid to:

Chairman	£ <u>NIL</u>	£ <u>NIL</u>
Highest paid Director	£ <u>84,774</u>	£ <u>81,768</u>

**MAPPIN & WEBB LIMITED**  
**NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

**2 Staff costs (continued)**

The following table shows the number of Directors of the Company whose remuneration (excluding Pension contributions) was within the bands stated:

		1995	1994
Up	to £ 5,000	3	3
£10,001	to £15,000	1	-
£50,001	to £55,000	-	1
£80,001	to £85,000	1	1

**3 Other income**

	1995 £	1994 £
Interest on bank deposit and other short term deposits	12,819	60,921
	<u>          </u>	<u>          </u>

**4 Loss on ordinary activities before taxation**

The loss on ordinary activities before taxation is stated after charging:

	1995 £	1994 £
Operating leases rentals - land & buildings	3,620,384	3,148,000
- plant & machinery	13,178	31,759
(Profit)/Loss on disposal of fixed assets	(2,049)	-
Audit Services	31,000	40,500
Non Audit Services	48,962	28,300
Stock writedowns	<u>281,000</u>	<u>-</u>

**5 Taxation**

	1995 £	1994 £
UK Corporation tax at 33% (1994 : 33%)	-	15,000
Over provision in respect of prior year	<u>-</u>	<u>(81,501)</u>
	£ <u>          </u>	£ <u>(66,501)</u>

The potential amount of deferred taxation for accelerated capital allowances at the rate of 33% is £ 697,600 (1994 : £472,537).

# MAPPIN & WEBB LIMITED

## NOTES ON THE ACCOUNTS - 31ST MARCH 1995

### 6 Tangible fixed assets

	Land and Building £	Plant and Machinery £	Fixtures and Fittings £	Total £
<b>Cost or valuation</b>				
At 1st April 1994	2,037,211	611,162	4,623,545	7,271,918
Additions	63,806	93,372	1,872,413	2,029,591
Disposals	(49,989)	(45,875)	(421,074)	(516,938)
Transferred to Group	-	(19,250)	-	(19,250)
At 31st March 1995	2,051,028	639,409	6,074,884	8,765,321
<b>Accumulated depreciation</b>				
At 1st April 1994	357,618	419,790	2,146,301	2,923,709
Provision for the year	102,638	113,619	607,580	823,837
Disposals	(49,989)	(43,789)	(419,916)	(513,694)
Transferred to Group	-	(11,229)	-	(11,229)
At 31st March 1995	410,267	478,391	2,333,965	3,222,623
<b>Net book amount</b>				
At 31st March 1995	<u>1,640,761</u>	<u>161,018</u>	<u>3,740,919</u>	<u>5,542,698</u>
At 31st March 1994	<u>1,679,593</u>	<u>191,372</u>	<u>2,477,244</u>	<u>4,348,209</u>

The long leasehold property was revalued at 31st March 1994. As the revalued surplus is not material, the long leasehold property continues to be included at its valuation as at 31 March 1991. No provision has been made in the Accounts for capital gains tax of £237,000 as there is no intention to dispose of the property in the foreseeable future. The valuation was carried out by Messrs Richard Ellis, Chartered Surveyors, at open market value on a basis of existing use. The revaluation, attributable to the building gives rise to an annual depreciation charge of £48,000 in the profit and loss account and is also dealt with each year as a transfer within reserves (see note 11).

Land and Buildings comprise:

	1995 £	1994 £
Long Leasehold	106,000	106,000
Short Leasehold	<u>1,534,761</u>	<u>1,573,593</u>
	<u>1,640,761</u>	£ <u>1,679,593</u>

Original cost and depreciation based on cost of land and buildings:-

	1995 Cost	Accumulated Depreciation	1994 Cost	Accumulated Depreciation
Land & Buildings	<u>£ 254,525</u>	<u>£ 52,162</u>	<u>£ 254,525</u>	<u>£ 44,932</u>

**MAPPIN & WEBB LIMITED**

**NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

	1995 £	1994 £
<b>7 Stocks</b>		
Finished goods	£ <u>16,397,635</u>	£ <u>15,324,993</u>
<b>8 Debtors</b>	1995 £	1994 £
Trade debtors	1,519,564	1,146,416
Amounts owed by Group Companies	2,229,489	695,191
Other debtors	190,295	400,447
Prepayments and accrued income	<u>737,406</u>	<u>396,397</u>
	£ <u>4,676,754</u>	£ <u>2,638,451</u>
<b>9 Creditors: amounts falling due within one year</b>	1995 £	1994 £
Trade creditors	3,496,650	4,645,809
Amounts due to Group Companies	20,779,928	15,362,474
Other creditors	1,278,496	731,893
Taxation	-	15,000
Social security	121,680	121,112
Accruals and deferred income	<u>835,227</u>	<u>414,735</u>
	£ <u>26,511,981</u>	£ <u>21,291,023</u>
<b>10 Called up share capital</b>	1995 £	1994 £
Authorised, allotted and fully paid Ordinary Shares of £10 each	£ <u>500,000</u>	£ <u>500,000</u>

The ultimate Holding Company is Asprey plc, a company registered in England and Wales.

<b>11 Reserves</b>	<b>Profit &amp; Loss Account</b>	<b>Revaluation Reserve</b>
Reserves at 1st April 1994	823,418	1,275,162
Loss for the year	(1,207,086)	-
Exchange differences	(5,659)	-
Transfer within Reserves (see note 6)	48,000	(48,000)
Reserves at 31st March 1995	£ <u>(341,327)</u>	£ <u>1,227,162</u>

**MAPPIN & WEBB LIMITED**

**NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

**12 Directors' interests in contracts**

Mr J R Asprey and Mr N I Attallah are Directors of Namara Limited. During the year, the Company contracted with Namara Limited to procure advertising and publicity services amounting to £ 80,225 (1994: £38,329).

**13 Unprovided financial commitments**

**a) Lease commitments**

At 31st March 1995 the company had annual commitments under non-cancellable operating leases for land and buildings expiring as follows:

	1995 £	1994 £
<b>Land &amp; Buildings</b>		
Expiring within 1 year	200,974	-
within 2-5 years	3,141,000	119,000
over 5 years	322,100	1,818,000
<b>Plant &amp; Machinery</b>		
Expiring within 1 year	-	-
within 2-5 years	5,000	5,000

**b) Commitments for capital expenditure**

Contracts placed	19,000	920,000
Contracts authorised but not yet placed	100,000	400,000

**14 Contingent liability**

A guarantee of £50,000 has been supplied by our bankers to H.M. Customs and Excise for deferring payments of sums due in respect of Duties and VAT on importation of goods.

**MAPPIN & WEBB LIMITED**

**NOTES ON THE ACCOUNTS - 31ST MARCH 1995**

**15 Pension fund costs**

During the year the Company participated in the Asprey Group Staff Pension Scheme which provides benefits based on final pensionable salary. The Scheme is funded with the assets being held by the Trustees separately from the assets of the Company. The pension costs are assessed by a qualified actuary, and are charged to the profit and loss account so as to spread those costs over employees' remaining working lives with the Company.

The pension cost for the Company for the financial year ending 31st March 1995 was £385,334 (1994: £476,957). There is a provision for pension costs of £346,000 (1994: £346,000) in the Company's balance sheet as at 31st March 1995 arising from the accumulated difference between the contributions paid to the Scheme and the corresponding pension costs.

Information on the Asprey Group Staff Pension Scheme is contained in the Asprey plc accounts.

**MAPPIN & WEBB LIMITED**

**STATEMENT OF DIRECTORS' RESPONSIBILITIES  
FOR THE FINANCIAL STATEMENTS**

The Directors are required by the Companies Act 1985 to prepare financial statements for each financial year which give a true and fair view of the state of affairs for the Company as at the end of the financial year and of the profit or loss for that financial year.

The Directors consider that, in preparing the financial statements on pages 4 to 13 inclusive, the Company has used appropriate accounting policies, consistently applied and supported by reasonable and prudent judgements and estimates, and that all applicable accounting standards have been followed. The financial statements have been prepared on a going concern basis.

The Directors have responsibility for ensuring that the Company keeps accounting records which disclose with reasonable accuracy the financial position of the company and which enable them to ensure that the financial statements comply with Companies Act 1985.

The Directors have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.



**REPORT OF THE AUDITORS**  
**TO THE MEMBERS OF MAPPIN & WEBB LIMITED**

We have audited the accounts on pages 4 to 13 which have been prepared under the historical cost convention, as modified by the revaluation of leasehold land and buildings and on the basis of the accounting policies set out on pages 6 to 7.

**Respective responsibilities of directors and auditors**

As described on page 14 the company's directors are responsible for the preparation of the accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

**Basis of 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts 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 accounts.

**Opinion**

In our opinion the accounts give a true and fair view of the state of affairs of the company as at 31st March 1995 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

*Ernst & Young*

Ernst & Young  
Chartered Accountants and  
Registered Auditor

*Ferguson Maidment & Co.*

Ferguson Maidment & Co.  
Chartered Accountants and  
Registered Auditor

17th July 1995