# DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE PERIOD ENDED 24 APRIL 2011

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#### **COMPANY INFORMATION**

**Directors** M J W Ashley

J C Ashley D M Forsey S M Nevitt R F Mellors

Secretary R L Tylee-Birdsall

Company number 290939

Registered office Unit A

Brook Park East Shirebrook NG20 8RY

Auditors Grant Thornton UK LLP

Grant Thornton House

Melton Street Euston Square London NW1 2EP

Business address Unit A

Brook Park East Shirebrook NG20 8RY

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#### **DIRECTORS' REPORT**

#### FOR THE PERIOD ENDED 24 APRIL 2011

The directors present their report and financial statements for the period ended 24 April 2011

#### Principal activities and review of the business

The principal activity of the company continued to be that of the retail of sports and leisure goods

The company has experienced a 4 2% increase in turnover and a 10 basis point increase in gross margin

Key performance indicators (KPI's)

The directors consider turnover and gross profit margins to be the key performance indicators for the company

The company turnover increased from £36,356,696 to £37,880,139

The company has performed strongly in a very difficult environment. Our retail model, offering considerable value to our customers, proved as resilient as we expected

Margin in the company increased from 34 6% to 34 7% in the period

#### Results and dividends

The results for the period are set out on page 6

The loss for the period after tax amounted to £3,503. The directors do not recommend the payment of a dividend

**Future developments** 

The directors aim to maintain the management policies which have been successful in recent years

**Currency risk** 

Part of the company's merchandise is sourced from companies based in the Far East which are paid in US Dollars and is therefore exposed to movements in foreign currencies. The directors have mitigated the risk of movements in exchange rates by securing forward exchange contracts to buy US Dollars and Euros, which are held by the parent company.

Liquidity risk

The directors seek to manage the liquidity risk faced by the company via a group overdraft facility. At the balance sheet date, the authorised overdraft facility was £220 million (2010 £500 million)

#### **Directors**

The following directors have held office throughout the year

M J W Ashley

J C Ashley

D M Forsey

S M Nevitt

R F Mellors

# **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE PERIOD ENDED 24 APRIL 2011

#### **Employee involvement**

The company communicates with its people through a wide variety of channels, including briefings held at Head Office, information transmitted through line managers, and an Employee Forum at the Head Office and National Distribution Centre at Shirebrook, and the Company's open management style encourages employees to develop and to contribute to the development of the business

All UK permanent employees of the company in participate in the Bonus Share Scheme. The scheme is intended to motivate and provide those employees with a direct and substantial link between company performance and their remuneration, and encourage employee participation in the company. The Bonus Share Scheme will operate in addition to the current workplace bonus schemes, which are directly related to specific workplace performance.

The company has entered into an agreement with the trade union Unite in respect of collective bargaining of the pay, hours and holidays of certain groups of employees at the comany's National Distribution Centre at Shirebrook

#### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE PERIOD ENDED 24 APRIL 2011

#### Directors' responsibilities

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable laws). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs and profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgments and accounting estimates that are reasonable and prudent,
- -state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- -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 adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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.

In so far as the directors are aware

- there is no relevant audit information of which the company's auditors are unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

#### **Auditors**

Grant Thornton UK LLP have expressed willingness to continue in office and a resolution to reappoint Grant Thornton UK LLP will be proposed at the Annual General Meeting

On behalf of the board

RE-Mellors

Director /

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF LILLYWHITES LIMITED

We have audited the financial statements of Lillywhites Limited for the period ended 24 April 2011 which comprise the principal accounting policies, the profit and loss account, the balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. 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 auditor's 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 the directors and auditors

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/private cfm

# INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE SHAREHOLDERS OF LILLYWHITES LIMITED

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 24 April 2011 and of its profit for the period then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

#### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- · the financial statements are not in agreement with the accounting records and returns, or
- · certain disclosures of directors' remuneration specified by law are not made, or
- · we have not received all the information and explanations we require for our audit

**Marc Summers** 

Senior Statutory Auditor for and on behalf of Grant Thornton UK LLP Registered Auditor, Chartered Accountants London

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Date 5/9/1)

# PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 24 APRIL 2011

		2011	2010
	Notes	£	£
Turnover	2	37,880,139	36,356,696
Cost of sales		(24,735,499)	(23,762,789)
Gross profit		13,144,640	12,593,907
Administrative expenses		(15,074,289)	(8,169,328)
Operating (loss)/profit	3	(1,929,649)	4,424,579
Other interest receivable and similar			
ıncome	4	74	4,106
Interest payable and similar charges	5	<u>-</u>	(242)
(Loss)/profit on ordinary activities			
before taxation		(1,929,575)	4,428,443
Tax on (loss)/profit on ordinary activi	ties 6	1,926,072	(1,432,099)
(Loss)/profit for the period	15	(3,503)	2,996,344

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than the profit for the financial period

### **BALANCE SHEET**

# **AS AT 24 APRIL 2011**

		2	2011		2010	
	Notes	£	£	£	£	
Fixed assets						
Tangible assets	7		2,187,508		10,752,146	
Current assets						
Stocks	8	1,656,891		1,736,891		
Debtors	9	43,321,655		33,958,216		
Cash at bank and in hand		239,017		52,378		
		45,217,563		35,747,485		
Creditors amounts falling due within				(070.000)		
one year	10	(1,357,103)		(370,233)		
Net current assets			43,860,460		35,377,252	
Total assets less current liabilities			46,047,968		46,129,398	
Creditors amounts falling due after	4.4		(400,000)		(100,000	
more than one year	11		(100,000)		(100,000	
Provisions for liabilities	12		(148,607)		(226,534	
			45,799,361		45,802,864	
					<del> </del>	
Capital and reserves						
Called up share capital	14		44,738,995		44,738,995	
Profit and loss account	15		1,060,366		1,063,869	
Shareholders' funds	16		45,799,361		45,802,864	
		-1.1.	<del></del>			
Approved by the Board and authorised for	or issue or	, 212111				

RE Mellors Director

Company No 290939

#### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE PERIOD ENDED 24 APRIL 2011

#### 1 Principal accounting policies

#### 1.1 Accounting convention

The accounts are prepared under the historical cost convention and in accordance with applicable United Kingdom accounting standards

The principal accounting policies of the company remain unchanged from the previous period and are set out below

The directors have taken advantage of the exemption in Financial Reporting Standard No 1 not to prepare a cash flow statement on the grounds that the parent undertaking produces a consolidated cash flow statement

#### 12 Turnover

Turnover represents amounts receivable for goods and services provided in the normal course of business, net of discounts and sales related taxes

In the case of goods sold through retail stores, turnover is recognised when goods are sold to the customer, less provision for returns. Accumulated experience is used to estimate and provide for such returns at the time of the sale. Retail sales are usually in cash, by debit card or by credit card.

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Long leasehold land and buildings

Straight line over the life of the lease

Fixtures, fittings and equipment

15% / 33% Reducing balance

#### 14 Leasing

Payments made under operating leases are charged to the profit and loss account on a straight line basis over the lease term

#### 15 Stock

Stocks are valued at lower of cost and net realisable value. Cost includes the purchase price of the manufactured products, materials, direct labour, transport costs and a proportion of applicable overheads. Cost is calculated using weighted average cost. Net realisable value is based on the estimated selling price less all estimated selling costs. Provision is made for obsolete, slow-moving or defective items where appropriate

#### 16 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the period they are payable.

#### 17 Deferred taxation

Deferred tax is recognised on all timing differences where the transactions or events that give the company an obligation to pay more tax in the future, or a right to pay less tax in the future, have occured by the balance sheet date. Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilised. Deferred tax is measured using rates of tax that have been enacted or substantively enacted by the balance sheet date.

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE PERIOD ENDED 24 APRIL 2011

#### 1 Accounting policies

(continued)

#### 18 Provisions

A provision is recognised when the company has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation

The company provides for dilapidations costs following advice from chartered surveyors and management's previous experience of exit costs. The estimated cost of fulfilling the leasehold dilapidations obligations is discounted to present value and analysed between non-capital and capital components. The capital element is recognised as a decommissioning cost and depreciated over the life of the asset. The non-capital element is taken to the profit and loss account in the first year of the lease where the cost it represents is of no lasting benefit to the company or its landlord. Wear and tear' costs are expensed to the profit and loss account. Provisions for onerous lease contracts are recognised when the company believes the unavoidable costs of meeting the lease obligations exceed the economic benefits expected to be received under the lease.

#### 2 Turnover

The total turnover of the company for the period has been derived from its principal activity wholly undertaken in the United Kingdom

3	Operating (loss)/profit	2011	2010
		£	£
	Operating (loss)/profit is stated after charging		
	Depreciation of tangible assets	8,674,339	593,148
	Operating lease rentals		
	- Plant and machinery	8,504	5,494
	- Land and building	1,091,172	1,466,500
	Auditor's remuneration	4,000	4,000
4	Investment income	2011	2010
		£	£
	Bank interest	74	4,106
		74	4,106
		<del></del>	
5	Interest payable	2011	2010
•		£	£
	On bank loans and overdrafts	-	242

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 24 APRIL 2011

Taxation	2011 £	2010 £
Domestic current year tax		
U K corporation tax	1,289,969	-
Adjustment for prior years	(1,498,050)	1,410,572 ————
Total current tax	(208,081)	1,410,572
Deferred tax		
Origination and reversal of timing differences	(1,714,983)	23,975
Deferred tax adjustments arising in previous periods	(3,008)	(2,448)
	(1,717,991)	21,527
	(1,926,072)	1,432,099
Factors affecting the tax charge for the period (Loss)/profit on ordinary activities before taxation	(1,929,575)	4,428,443
(Loss)/profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 28 00% (2010 - 28 00%)	(540,281)	1,239,964
Effects of		
Non deductible expenses	37,992	92,988
Capital allowances	1,856,559	(23,975)
Adjustments to previous periods	(1,498,050)	1,410,572
Group relief	-	(1,455,402)
UK transfer pricing adjustment for notional interest	-	146,425
UK transfer pricing adjustment for notional royalties	(64,301)	
	332,200	170,608
Current tax charge for the period	(208,081)	1,410,572

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 24 APRIL 2011

7	Tangible fixed assets	land and	Fixtures, fittings and equipment	Total
		buildings £	£	£
	Cost	-		
	At 26 April 2010	14,370,639	2,017,621	16,388,260
	Additions	1,530	8,168,762	8,170,292
	Disposals	(8,051,848)	(8,743)	(8,060,591)
	At 24 April 2011	6,320,321	10,177,640	16,497,961
	Depreciation			
	At 26 April 2010	4,560,728	1,075,386	5,636,114
	Charge for the period	133,672	8,540,667	8,674,339
	At 24 April 2011	4,694,400	9,616,053	14,310,453
	Net book value			
	At 24 April 2011	1,625,921	561,587	2,187,508
	At 25 April 2010	9,809,911	942,235	10,752,146

The company has revised its depreciation estimate for certain of the company's fixed assets to be in line with other companies within the Sports Direct group, which reflects the useful economic life of such assets. In accordance with FRS 18, this change in estimate has been applied prospectively

8	Stocks	2011 £	2010 £
	Finished goods and goods for resale	1,656,891	1,736,891

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# FOR THE PERIOD ENDED 24 APRIL 2011

9	Debtors	2011	2010
		£	£
	Trade debtors	1,000	477
	Amounts owed by parent and fellow subsidiary undertakings	41,244,682	33,612,577
	Corporation tax	-	1,950
	Other debtors	64,407	93,442
	Prepayments and accrued income	171,074	127,269
	Deferred tax asset (see note 12)	1,840,492	122,501
		43,321,655	33,958,216
10	Creditors amounts falling due within one year  Trade creditors  Amounts owed to parent and fellow subsidiary undertakings	2011 £ 18,459	2010 £ 23,154 288,134
	Corporation tax	1,289,969	-
	Other creditors Accruals and deferred income	40,901 7,774 —————	40,901 18,044
		1,357,103	370,233
11	Creditors amounts falling due after more than one year	2011 £	2010 £
	Preference shares classed as a financial liability	100,000	100,000

The company has issued 200,000 6% cumulative preference shares of 50 pence each

The shares have no voting rights and are not redeemable. They have priority over ordinary shares in the event of a winding up of the company

The current and previous owners of the 6% preference shares have waived their rights to dividends and the current holder has indicated that it is not its present intention to seek payment of future dividends

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE PERIOD ENDED 24 APRIL 2011

12	Provisions for liabilities	Pension obligations
		£
	Balance at 26 April 2010 Profit and loss account	226,534 (77,927)
	Balance at 24 April 2011	148,607

The dilapidations provision is the best estimate of the present value of expenditure expected to be incurred by the company in order to restore its leasehold premises to the condition required under the lease agreements at the end of the lease discounted at 5% per annum. The provision is expected to be utilised over the period to the end of each specific lease.

# The deferred tax asset (included in debtors, note 9) is made up as follows

follows		
	2011	
	£	
Balance at 26 April 2010	(122,501)	
Profit and loss account	(1,717,991)	
Balance at 24 April 2011	(1,840,492)	
	2011	2010
	£	£
Decelerated capital allowances	(1,840,492)	(122,501)
	<del></del>	<del></del>

# 13 Pension and other post-retirement benefit commitments

#### **Defined contribution**

The company operates a defined contribution pension scheme. The pension cost charge represents the contributions payable by the company for the period and no amounts were outstanding as at 25 April 2010.

	2011	2010
	£	£
Contributions payable by the company for the period	9,377	9,329

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 24 APRIL 2011

14	Share capital	2011	2010
	·	£	£
	Allotted, called up and fully paid		
	447,389,950 Ordinary shares of 10p each of 10p each	44,738,995	44,738,995
			<del></del>
15	Statement of movements on profit and loss account		
			Profit and
			loss
			account
			£
	Balance at 26 April 2010		1,063,869
	Loss for the period		(3,503)
	Balance at 24 April 2011		1,060,366
16	Reconciliation of movements in shareholders' funds	2011	2010
		£	£
	(Loss)/Profit for the financial period	(3,503)	2,996,344
	Opening shareholders' funds	45,802,864	42,806,520
		<u></u>	
	Closing shareholders' funds	45,799,361	45,802,864

#### 17 Financial commitments

At 24 April 2011 the company was committed to making the following payments under non-cancellable operating leases in the year to 25 April 2010

	Land a	Land and buildings	
	2011	2010	
	£	£	
Operating leases which expire			
Within one year	139,364	92,055	
Between two and five years	-	427,347	
In over five years	582,500	582,500	
	721,864	1,101,902	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE PERIOD ENDED 24 APRIL 2011

#### 18 Employees

#### **Number of employees**

The average monthly number of employees (including directors) during the period was

репои was	2011 Number	2010 Number
Sales and administration	246 ———	309
Employment costs	2011 £	2010 £
Wages and salaries Social security costs Other pension costs	3,535,660 244,452 9,377 ———————————————————————————————————	4,242,666 303,292 9,329 4,555,287
	3,765,405 ======	=======================================

#### 19 Control

The ultimate controlling party is M J W Ashley, by virtue of his 100% ownership of Mash Holdings Limited, the ultimate parent company Mash Holdings Limited holds the majority of shares in Sports Direct International plc, who own 100% of the share capital of Sportsdirect com Retail Limited (the immediate parent company)

Sports Direct International plc is the smallest company and MASH Holdings Limited is the largest company to consolidate these accounts. Sports Direct International plc is a company registered in England and Wales. A copy of the group accounts can be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ.

#### 20 Related party transactions

The company has taken advantage of the exemption in Financial Reporting Standard No 8 from the requirement to disclose transactions with group companies on the grounds that consolidated financial statements are prepared by the ultimate parent company