

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31st MARCH 19 94....

The directors present herewith their annual report and the audited financial statements for the year ended 31st March

#### Results and dividends

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Details of the results for the financial year are set out in the profit and loss account on page S5. The dividends paid and proposed in respect of the year are set out in note 10 to the financial statements. The profit retained for the year is detailed in note 19 to the financial statements.

Principal activities and review of the business (including future developments)

The principle activity of the company was the sale of computer hardware and software to General Practitioners. The operating profit before interest and taxation for the year as shown on page S5 amounted to £545,129. The retained profits to be transferred to reserves are £845.053.

#### Tangible fixed assets

The movements in tangible fixed assets are set out in note 11 to the financial statements. In the opinion of the directors the market value of the company's land and buildings is not significantly different from the book value at which these assets are included in the balance sheet.

#### Directors

5 The directors of the company during the year were as follows:

Mr A W Revell Mr E W Davis Mr A L Wallis Mr A Bourne Mr W Davis Mr G H Dove	<del></del>	Chairman Managing Director	Ms K M Ibbetson Mr F Murphy Mr R C H Vizard Mr G Greenhalgh
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Directors retiring in accordance with the Articles of Association at the forthcoming annual general meeting are indicated above by an asterisk.



## REPORT OF THE DIRECTORS (CONTINUED)

## Directors' Interests In shares

According to the register required to be kept by Section 325 of the Companies Act 1985, the notifiable interests of the directors of the company at the year end (which excluded those interests of directors who are also directors of the holding company) in the shares of the ultimate holding company, AAH plc, were as follows:

	Number of Ordinary shares of 25p each in AAH plc			
Director	At 31st March 19 94	At 1st April 19 93 (or subsequent date of appointment)		
Mr E W Davis Mr A A Bourne Mr W Davis Mr G H Dove Ms K M Ibbetson Mr F Murphy Mr R C H Vizard	2975 NIL NIL 1487 NIL 1 1341	NIL NIL NIL NIL NIL 1 2042		

No director has any interest in the issued capital of any other company in the group.

The following directors (excluding any directors who are also directors of the holding company) hold options to purchase shares of AAH plc under the group's option schemes:

	T	Options to purchase each i	Options to purchase Ordinary shares of 25p each in AAH plc			
Director	At 31 March 1994	At 31st March 1994	(or subs	st April 1993 sequent date pointment)		
Mr E W Davis Mr A A Bourne Mr W Davis Mr G H Dove Ms K M Ibbetson Mr F Murphy Mr R C H Vizard	Savings Related Sha Option Scheme 4910 5857 NIL 4116 5151 NIL 8843	re Executive Share Option Scheme NIL NIL NIL 15000 NIL 8000 NIL	S-R 6065 5857 NIL 5603 5151 4424 8843	Exec NIL NIL NIL 15000 NIL 10500 NIL		

Directors' Interests in contracts

None of the directors has a significant interest in any contract or arrangement to which the company (or a subsidiary)

### REPORT OF THE DIRECTORS (CONTINUED)

#### Political and charitable contributions

9 Political contributions of £ 0

have been made. Charitable contributions amounted to £ 175

#### **Employment policies**

The directors pursue a policy designed to promote equality of opportunity to all employees and to foster and develop their involvement and interest in the group. Both formal and informal systems of communication are used and managers have specific responsibility to communicate effectively with the employees. Copies of the annual report and interim report are widely distributed and other matters of importance or interest are featured in regular issues of the group in-house magazine.

Training is regarded as a fundamental requirement and appropriate programmes are in existence. The group operates a savings-related share option scheme and a personal equity plan thus giving employees the opportunity to become shareholders.

Wherever possible disabled persons are given the same consideration for employment opportunities as other applicants and training and promotion prospects are identical. In particular special consideration is given to continuity of employment if an employee becomes disabled, with suitable retraining for alternative employment, if practicable.

#### Close company

The company is not a close company within the provisions of the Income and Corporation Taxes Act 1988, and there has been no change in this respect since the year end.

#### **Auditors**

A resolution to reappoint the Auditors, Coopers & Lybrand, will be proposed at the annual general meeting.

By Order of the Board

Date: 4 January 1995

Director

Town: Birmingham

## DIRECTORS' RESPONSIBILITY STATEMENT & AUDITORS' REPORT

## Directors' responsibility for preparation of the Financial Statements

The directors are required by the Companies Act 1985 to prepare financial statements 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 of the company for the year. The directors are also required to maintain adequate accounting records.

In addition the directors are responsible for taking reasonable steps to safeguard the company's assets and to prevent or detect

Suitable accounting policies have been consistently applied in the preparation of the financial statements, and have been supported by prudent estimates and judgments. Applicable accounting standards have been followed.

Report of the auditors

To the members of Att Meditel Linea

We have audited the financial statements on pages \$50. to ..\$2

Respective responsibilities of directors and auditors

As described above, the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements 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 financial statements. It also includes an assessment of the significant estimates and judgments 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

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 of the state of affairs of the company at 31st March 1994.. and of its results and total recognised gains for the year then ended and have been properly prepared in accordance with the

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## AAH MEDITEL LIMITED/BRANGH

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH 19 94....

	Note	Continuing	operations	Discontinued		
		19 <b>9</b> A	Acquisitions 1994	operations 1994	Total 19 94	Last year as restated
	\	3	£	3	£ (	£
_	2.3	11,186,287			11,185,287	11,649,780
Tumover	3	(4,739,859)	. Cohax describe secreteridades.		(4,739,859)	(4,590,007)
Cost of sales		<del>1,733,337</del>			6,446,428	,,059,773
Gross profit/(loss)		(5,909,249)	-4091911440102000#b2px14x40###		'''(5,909,249)''	"(5,662,849)
Net operating expenses	3	(3,303,443)	<b>C#</b>    C#   C#   C#   C#   C#   C#   C#		*************************	**************************************
Provision made in prior year on operations to be discontinued					C27 470	1,396,924
Trading profit(loss)	3	537,179		***********	537,179 7,950	(30,400)
Profit/(loss) on sale of fixed assets	<u> </u>	7,950	tp.auguannopaunazžehvac A. aal		/ ,330	(005,100
Provision for loss on operations to be discontinued	<u> </u>	********	162022492988 3668 0252640026	9. 42165-X4 ************************		************
Profit/(loss) on disposal of discontinued operations	8				10040448104745200028434442040293	*************
Costs of fundamental reorganisation/restructuring	<del> </del>	*******	L#####################################		*************	4,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Income from Investments	<u> </u>			<del> </del>	545,129	1,365,524
Operating profit(loss)	2.4	545,129	1	Carlo		
Income from shares in group undertakings	1	18 2 3 5 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	THE STATE OF THE	42 4 17 1155 14 44	417,596	527,532
Not interest (payable)/receivable	17	Calculation of	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	THE REPORT OF THE PROPERTY.	<u> </u>	
Profit/(loss) on ord; sary activities before taxation	<u>.                                    </u>	1 1 2 1 3 1 3 1 1 1 1 1 1 1 1 1 1 1 1 1	STATE COMES	The second second	962,725	1,894,056
Tax (charge)/credit on results from ordinary activities (companies only)	9				(117,672)	(425,657 1,468,339
Profit(loss) for the financial year				A STATE OF THE PARTY OF THE PAR	845,053	1,400,333
Dividends	10					
Branch profit transfer (to)/from Head Office Account			ةُ أَيْرِي فِي اللَّهِ مِنْ اللّ على الله الله الله الله الله الله الله ال	me 122 oct - mark militar och	845,053	1,468,339
Retained profit(loss) for the year		7. 20.		<u> </u>	043,033	1 1000,000.

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

	20 20 20
	845,0531,468,339
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19	The second of th
9	
	845,053   1,468,339
	19

Movements on reserves are detailed in note 19.

The notes on pages S7 to S21 form part of these accounts

The report of the auditors is on page \$4.

There is no material difference between the actual Profit and Loss as reported and historical costs Profit and Loss for the year. Therefore no statement of historical cost has been presented.

**MARCH 1994** 

# AAH MEDITEL LIMITED/BRANCH

## BALANCE SHEET - 31st MARCH 19.94...

	<b>}</b>	Note	19 94		Last yea
FIXED ASSETS Intanoi ble assets			3		£
Investments in subsidiary companies		11	2,350,53	Ω	64,000 2,181,28
Other investments		12		······	2,181,28
		13	224002402070207020020022402449	٠	*********************
			2,350,539		0.00
CURRENT ASSETS			<u> </u>		2 245 283
Stocks		1	r	- }	
Debtors; amounts falling due within one year		4	513, 952.	- 1	
Debtors; amounts falling due after more than any	1	5	1,544,688	*********	155,348
at bank and in hand		5	2,921,251	······································	1,574,998
SUB TOTAL			1,137,341	******	.3,771,251
CREDITORS: due within one year	<del></del>		6,117,232	_	1,379,162
Bank overdrafts and acceptances				*****	6.,880.,759
Other creditors		(	***************************************	No	
IET CURRENT ASSETS	16	(	4,646,114	3/7	5,827,393
OTAL ASSETS LESS CURRENT LIABILITIES		ļ	1,471,118		1.053,366
NEUTIONS: due after more than one year			3.821.657		3,298,649
ans -	- {	-	and the state of t	···	~°~230°047"
bligations under finance leases and hire purchase contracts	16	10		10	
TOTAL CABILITIES AND CHARGES	16	_[(		)((	322,045
eferred taxation		1.		***** ******	Z.Z., UHD
	17	(		)((	
		£	3,821,657	£	076 504
				+==	,976,604
PITAL AND RESERVES	1	1		1	
lled up share capital		1		1	
are premium account	18	1. 18	,000,000	16.	000,000
acquisition reserves		<u> </u>	**************************************	1	
st-acquisition revaluation reserve	19		"	*********	*********************
lit and loss account	19	ļ	######################################	j	***************************
REHOLDERS' FUNDS	19	(12	.178,343)	(13	023,396)
d office account (branches only)	20	33	821,657		976,604
est of outside shareholders					·ĸ.,
	<del> </del>				***********************
accounts were approved by the board on4January	I	£ 3.	821,657	- 2	976,604

The notes on pages S7 to S21 form part of these accounts.

The report of the auditors is on page S4.

Directors (Companies only)

CODE	No.	808

## ...AAH MEDITEL LIMITED/BRANGH

#### NOTES TO THE ACCOUNTS - 31st MARCH 1994...

#### 1 PRINCIPAL ACCOUNTING POLICIES

The financial statements which are prepared under the historical cost convention, modified by the revaluation of properties, have been prepared in accordance with applicable Accounting Standards in the United Kingdom. A summary of the more important accounting policies, which have been applied consistently, is set out below.

#### Turnover

Turnover comprises sales of goods and services at invoice value, before Value Added Tax.

#### Stocks and work in progress

Stocks and work in progress are stated at the lower of cost and net realisable value. Cost is determined on a first in first out basis and in the case of manufactured products consists of direct material and labour costs together with the relevant factory overheads. Provision is made where necessary for obsolescent, slow moving and defective stocks. Long term contract work in progress includes attributable profit less provision for any expected losses. (see note 1a)

#### Tangible fixed assets

Freehold and leasehold properties are stated at their last valuation or subsequent cost. The cost of other fixed assets is their purchase cost, together with any incidental expenses of acquisition.

The following annual depreciation rates are applied on a straight line basis:

Freehold buildings
Kilns on freehold land
Leasehold land and buildings:
Long leasehold
Short leasehold
Motor vehicles
Trailers
Plant and equipment

44,24,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,	2. %
***************************************	%
*************************************	%
Life of lease	
************************	%
***************************************	20 %

Depreciation is calculated after taking account of amortisation of capital grants receivable by reference to the expected lives of the assets concerned. Depreciation of assets bought and sold in the year is based on the number of months that the asset has been owned.

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#### Deferred taxation

Provision is made for deferred taxation on all timing differences, except to the extent that any deferral of tax may reasonably be expected to continue for the foreseeable future.

#### Foreign Currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date.

All exchange differences are taken to the profit and loss account.

#### Pensions

#### Finance and operating leases

Operating lease costs are charged against trading profit on a straight line basis over the lease term. Where the lease transfers to the lessee substantially all the benefits and rights of ownership, the lease is defined as a finance lease, and dealt with in accordance with SSAP 21. The assets are included in tangible fixed assets and the capital element of the lease liabilities shown as obligations under finance leases. The capital element of lease rentals is applied to reduce the obligations under finance leases and the interest is dealt with in the profit and loss account.

#### Cash flow statement

The company is a wholly owned subsidiary undertaking of an EC parent which prepares accounts in accordance with UK legislation. Accordingly it has taken advantage of the exemptions available and has not presented a cash flow statement.

MARCH 1994

### 1a) Software development costs

Direct labour costs and attributable overheads in respect of the continuous improvement of the company's software products and the development of new software intended for sale, are separately identified.

Such costs relating to existing products, or to new products, where the period from project initiation to launch is less than 12 months, are written off as incurred.

In respect of the development costs of other new software products:

- The costs are written off against the proceeds from the sale of licences of the completed product on a straight line basis over a period of three years from the date of the first commercial sale.
- The accumulation of the costs and the rate of amortisation are reviewed on an ongoing basis in the light of the commercial success of the related product.

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### 2 ANALYSIS OF TURNOVER AND OPERATING PROFIT

Analysis of turnover and operating profit by principal activities:

	19	94	Last	Year
	Turnover	Operating Profit	Turnover	Operating Profit
,	£	٤	£	£
Healthcare Services	11,185,874	545,129	11,591,935	1,366,524
Environmental Services	***************************************	***************************************	***************************************	***************************************
Builders Supplies	1		***************************************	4854541444+1565644515441556456456
Distribution Services		1	***************************************	***************************************
Consumer Products	}			
Other Activities			***************************************	
Total Third Party Turnover	11,185,874	£ 545 129	11,591,935	£ 1.366.524
Group Turnover	413		57.845	7.1. XA1. W4
Total Turnover	£11,186,287	,	£ 11,649,780	

Geographical analysis of third party turnover by destination:

	19 94
United Kingdom	11,186,287
Republic of Ireland	
Rest of Europe	***************************************
Rest of the World	482   100   1
	£11,186,287

Last Year
11,591,935
*********************************
****************************
£ 11,591,935

#### 3 TRADING PROFIT

Further analysis of amounts (charged)/credited in arriving at trading profit:

	1994			Last Year			
	Continuing	operations			<u> </u>	As restated	
	Full yoar	Acquisitions	Discontinued	Total	Continuing	Disconlinued	Total
	5	£	£	3	ε	£	£
Turnover	11,186,287			11,186,287	11,649,780		11,649,780
Cost of sales	(4,739,859)			(4.739,859)	(4,590,007)		(4,590,007)
Net operating expenses							
Distribution costs	(4,156,474)			(4,156,474)	(3,438,329)		(3,438,329)
Administration expenses	(1,752,775)			(1,752,775)	(2 224 520)	\$1****	(2,224,520)
Other operating income			40-01-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-		1.1. M. 100 M. 1	***********************	  ''/ਦਾਕਦਾਦ:
	(5,909,249)			(5,909,249)	(5,662,849)		(5,662,849)
Trading profit	537,179			537,179	1,396,924		1,396,924

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## AAH MEDITEL LIMITED/BRANCH

### 4 OPERATING PROFIT/(LOSS)

The operating result is stated after (charging)/crediting:

	Note	19 94	Last Year
		£	£
Depreciation	11		(561,380)
Auditors remuneration and expenses for audit		( 15,000)	( 14,000)
for non audit services		( 3,350)	
Operating Lease Rentals - third party - plant and equipment		( 28,535)	( 20,475)
third party - land and buildings		()	( 15,500)
third party - Other		(	( , )
group - total		( 34,500)	( 34,500)
Emoluments of directors:	5		
For management		( 167,500)	(227,350)
As directors		[( )	(
Pension contributions		( 20,502)	( 19,720)
Compensation for loss of office		)	( )
Total		( 188,002)	(247,070)
Net income from rents - Group		***********************	****************
- Third parties		<u> </u>	
- Total			\
Exchange gain/(loss) on foreign currency borrowings	<u> </u>		
Research and development expenditure		( NIL )	( NIL
Exceptional items (specify, if any)	1		
Cost of integrating the operations of AMC			(271,660)
Release of provisions made in previous year	Data	16,513	90,553
Total		16 513	(181, 107)

### 5 DIRECTORS' REMUNERATION

Particulars of directors' emoluments (excluding pension contributions) for the year are:

	1994	Last Year
Emoluments of the chairman	£ NIL	e NIL
Emoluments of the highest paid director (if not the chairman)	£ 58,450	£ 74,970

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A	AH MEDITEL LIMITED/BRAN	VICH.
ing following table shows the number of	directors, including the above, whose emoluments	were within the ranges:
		Directors
	19 94	Last Year
Not more than £5,000		
£5,001 to £10,000		
£10,001 to £15,000		
£15,001 to £20,000		(4.1)+4+4 4+4+4+4+4+4+4+4+4+4+4+4+4+4+4+4+4+
E20,001 to £25,000	***************************************	(14.9-4 rialter 220-6 1110 (1570) (160) (160) (160) (160) (160) (160) (160) (160) (160) (160) (160) (160) (160)
£25,001 to £30,000	\$1111111111111111111111111111111111111	***************************************
£30,001 to £35,000	***************************************	***************************************
£35,001 to £40,000	144014140313000000000000000000000000000	
£40,001 to £45,000	de internetable de consequence con consequence en consequence de c	(****** {1:04:04:07:07:07:00:00:01:01:00:00:00:00:00:00:00:00:00:
	***************************************	
£45,001 to £50,000	11000000000000000000000000000000000000	Wiss 5531030M4565051M5586530661336154631114000000000000000000000000000000000
£45,001 to £50,000 £50,001 to £55,000	1	
£45,001 to £50,000	1 2	

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	Directors		
	19 94	Last Year	
Not more than £5,000	6	c	
25,001 to £10,000	4		
£10,001 to £15,000	***************************************	***************************************	
£15,001 to £20,000	***************************************	***************************************	
E20,001 to E25,000	***************************************	,ials1620-6131865)861(666165101488888188881816161616161616161616161616	
£25,001 to £30,000	ennystanistatis į įstatė odėtonis nestaniai atautaniai nestaniai s	T#164+5163#11+7:1644+6444+3+3417#44101#11441#4#######################	
£30,001 to £35,000		}7erzepp3[48;401.8991 7164]+1644ep+19586164918240840741+181141	
£35,001 to £40,000	1410111101111011110111101111011110111101111		
£40,001 to £45,000	#		
£45,001 to £50,000	411731110711001001001001000010100001010101	***************************************	
£50,001 to £55,000	4	***************************************	
£55,001 to £60,000	Paramental and a second and a s		
£60,001 to £65,000		141108 haftaonios 2408 214 http://oo.wr249781108614420444 [41f88644545	
£85,001 to £70,000		P*************************************	
£70,001 to £75,000	***************************************	1614460247411247 00cc515g121517714171154215000114 55907417681101661	
E75,001 to £80,000	***************************************		
£80,001 to £85,000	***************************************	 	
£85,001 to £90,000		lbirfaden barribağı diği derita bir merileşi derili birli aqeolok debi datı pir banbirdir.	
290,001 to £95,000	***************************************		
095,001 to £100,000	eactings and pathological pathological properties and pathological pat	**************************************	
E100,001 +		***************************************	

6 EMPLOYEE INFORMATION

The average number of persons employed by the company (including executive directors) during the year is as follows:

	19 94	Last Year
Analysis by function		
Direct operating and production		
Selling and distribution	174.0	450 E
Administration	32.7	150.5 27.0
	206,7	177.5
Analysis by principal activity		
Hosincare Services	206.7	477.5
Environmental Services	arminential Sales of the second second	
Builders Supplies		
Distribution Services	***************************************	***************************************
Consumer Products		79:471
	** SECTION AND AND AND AND AND AND AND AND AND AN	
	206 7	177 5

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## AAH MEDITEL LIMITED/BRANCH

## Employment costs of all employees including executive directors:

,	19 94	Last Year	
	٤	£	
Wages and salaries	3,201,945	2.788.882	
Social Security costs	3-20, 132	252,351	
Employers' pension contributions	48,403	55,359	
	£ 3,570,480	£ 3,096,592	

### 7 NET INTEREST (PAYABLE)/RECEIVABLE

		19 94		Last Year
		£		£
Interest payable				
Bank loans, overdrafts and acceptance credits				
- not repayable by instalments and due wholly within 5 years	(	<u> </u>		)
- repayable by instalments and due wholly within 5 years	(	_	) (	······································
Hire purchase and finance leases	{	28,211	) [ (	68,172 <sup>)</sup>
Group interest payable	(	—	(	10,218
Other interest payable	(		1	<i>/</i> )
Sub Total	(	28,211	(	78,390 )
Interest receivable				,
Bank interest		104,063		122,645
Group interest receivable		338,821	'	483,277
Other interest receivable		2,923	'†"	
Sub Total		445,807		605,922
Net interest (Payable)/Receivable	٤	417,596	Ξ	527,532

### 8 PROFIT/(LOSS) ON DISPOSAL OF DISCONTINUED OPERATIONS

		19 94			Last Y	ear
		£			£	
Discontinued operations						
Profit/(loss) on disposal of subsidiary/business before goodwill						
Goodwill written back on disposal (note 19)	(	************************	`````````	(		)
Profit/(loss) on disposal						
Taxation	*****	*****************				*************
•		1171				
	3	NIL		£	NIL	j

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### 9 TAX ON ORDINARY ACTIVITIES (COMPANIES ONLY)

The taxation (charge)/credit on ordinary activities is made up as follows:

	19 94	Last Year
	£	£
United Kingdom Corporation Tax: Current Year @ 33%	(117,672)	(367,148)
Previous Years @%		
Group relief (payable)/receivable: Current Year		(100)
Previous Years		(58,509)
United Kingdom deferred taxation (note 17) @ 33%		
Irrecoverable ACT written off		
Overseas taxation		4,144
Overseas deferred taxation		
(Charge)/credit to profit and loss account	£ (117,672)	£ (425,657)
The amount charged for United Kingdom taxation is after taking credit for double tax relief amounting to	٤	£ _

### 10 DIVIDENDS

Dividends are made up as follows:

		19 94	Last Year
To group companies:		£	£
Ordinary shares Interim paid		) (	)
Proposed final	-(	) (	)
Preference dividend	(	) (	)
Sub Total	(	) (	)
To outside shareholders: Interim paid	[(	) (	)
Proposed final	(	) (	)
Total Dividends	£( <sub>/</sub>	111 ) E(	NIL )

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AAH MEDITEL	LIMITED/BRANCH
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#### 11 TANGIBLE FIXED ASSETS

	1	Land and building	)S	Plant & I	Equipment	Moto	r Vehicles	7
		Long	Short	Purchased	Leased	Purchased	Leased	Total
	Freehold	leasehold	leasehold					
COST OR VALUATION	\$	£	£	£	3	£	£	£
At 1st April 1993	1,137,891	ł		784,509	1,367,080	520,032	31,761	3,841,273
Opening balance, companies acquired in year			***************************************			1- IPING BETTER TOTAL		
Exchange adjustments		· · · · · · · · · · · · · · · · · · ·	***************************************		**** ** * * ************	***************************************		***********************
Reclassification	(164,305)		, , , , , , , , , , , , , , , , , , ,	155,888	***************************************	1	***************************************	(8,417)
New businesses			*************************	***************************************	******* ***************	***********************	*****************	
Additions	36,630		***************************************	315,856	P MOPERS N PASSESSANDARION	500,351	*	852,837
Group transfers in	]		*********************		***************************************		•	
Disposals	[( )	( )	······································	(	(	( 168,099	(31,761	( 199,860)
Group transfers out	( )	(	(	l (		11(9.239.22) 11	17	1,155,000,
Revaluation adjustments	***************************************		***************************************	***************************************	***************************************	- (101)+10121111111111111111111111111111111		
At 31st March 19.94 At cost	1.010.216			1,256,253	1,367,080	852,284	-	4,485,833
Purchased assets	**************	***********	PT474101444444					
Finance leases	************	ļ	**********					
At Open market value For existing use - 1981								
19	*********************	***************************************	****************	1410-41-4-1414-4-4-4-4-4	***************************************	*************************	*****************	********************
DEPRECIATION At 1st April 1993	4,158			382,377	1,084,927	173,429	15,099	1,659,990
Opening balance, companies acquired in year	***************************************	-199094-44059224270404020439	******************			***************************************		
Exchange adjustments				******************************	***********************	***************	†*************************************	***************************************
Roclassifications			***************************************		********************	***************	****************	***************************************
New businesses		***************************************	4444	**************************************	***** ****************	***** ********* *****	.450/00444.856.00,,	***************************************
Charge for year	14,031	-1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	***************************************	189,203	213,341	189,404	7,351	613,330
Accelorated		-14141414444444444	# & 0 6 F 1 9 11 10 12 12 12 12 12 12 12 12 12 12 12 12 12					
depreciation								
Group transfors in		***************************************	***************************************	***************	*********	******************************		***************************************
Disposals	( )	( )	1	/ · · · · · · · · · · · · · · · · · · ·	(	115,570	( 22,450 )	( 138,026
Group transfers out	( )	( )	······································	(	( )		\ \	
Revaluation		***************************************	······i	********************	***************************************	**************************************	······································	
adjustments				!	ĺ			
At 31st March 19_94	18,189			571 590	1,298,268	247,257	_	2.135.294
NET BOOK VALUE	002 027							
Al 31st March 19.94	992,027	£		2 004,0/3	£ 00,814	ε 605,027	£ ~	£2,350,539
Lest Year	1,133,733	E E		£ 402,132	<u>282,153</u>	£ 346,603	£ 16,662	£2,181,283

The historical cost net book value of land and buildings is:

	Freehold	Long Leasehold	Short leasehold	Total
At 31st March 19	£	٤	£	£
Last Year	٤	£	٤	c

Land and buildings revalued in the year on an open market existing use basis. Name of valuer and professional qualification:

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## 12 INVESTMENT IN SUBSIDIARY COMPANIES

Summary of movements in the year:

	Shares at cost		ounts written If & prov'ns.		Net book value
	٤		£		£
1st April 19 <u>93</u>	_		_		_
Additions at cost	(1011)11000(11001(1101)1111111111111111		<del>4</del> 9191444×7214914449459449		• • • • • • • • • • • • • • • • • • • •
Disposals	(		***************		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Movements in provisions in the year			/P9416416:  0 2399666644644	/ <del> </del>	*************************
At 31st March 19.94	£ NIL	٤	NTI	٤	NITE

Details of the principal subsidiaries are set out below. All companies are incorporated in Great Britain, unless otherwise stated, and operate principally in their country of incorporation. Shares not held directly by the company are marked by an asterisk.

Company name	Class and proportion of shares held	Net book value £	Main activities
4501541 Geoobsoolutodayouphaaysi karaagayyaaki kasasaa			
		1	
	ł	ł	***************************************
) <del>964-95-95-96-94-94-94-94-94-94-94-94-94-94-94-94-94-</del>	***************************************	***************************************	***************************************
s de a l'égant de seu par de l'accommentant de l'agrand de construct de construct de construct de la langua de l'agrand de l'a	######################################	***************************************	
\$400\$00,000,000,000,000,000,000,000,000,	(4)444	***************************************	***************************************
		ڭ س <u>ــ</u> مىر تەرەردەردەردەردەردەردەردەردەردەردەردەردەر	***************************************
Total at 31st March 1994		NIL	

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### 13 OTHER INVESTMENTS

Unlisted Shares at cost/book value		Associated companies				Other		
(delete as appropriate)		Shares	T	Loans	7	investments		Total
		٤		£		£		£
At 1st April 1993				-		_		-
Additions	Į.				-	}4** <b>}</b> \$		
Disposals	(		) (		) (	)	(	
Reserves		:::::a <b>10</b> 0000;;e;re;e000		***************************************			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
At 31st March 199.4	٤	NIL	£	NIL	£	NII.	٤	NII

In the opinion of the directors the value of the company's unlisted investments is not less than the amounts at which they are included in the balance sheet. Details of the associated companies are as follows:

Company name	Class and proportion of shares held	Net book value £	Country of incorporation
***************************************	***************************************	************************************	***************************************
}	Í		***************************************
	*************************************	***************************************	***************************************
	**************************************	***************************************	***************************************
	1	•	
		***************************************	***************************************
Total at 31st March 19.94.	NIL		

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### 14 STOCKS

	1	19 94		Last Year	
	٤	£	£	£	
Stocks for resale		121,592		155,348	
Work in progress:				115577540	
Long term contracts:					
Net cost less foreseeable losses					
Less: Cumulative payments on account	***************************************	1			
Other work in progress : software development costs		392,000	<u></u>		
Raw material and other stocks				*************	
Total Stocks	Ï	£ 513,952		£ 155,348	
The current replacement cost of stocks exceeds the historical				OHO_	
cost by approximately		£		£	

#### 15 DEBTORS

	. Due within	. Due within one year		than one year
	19 94	Last Year	19 94	Last Year
	£	£	£	٤
Amounts owing intra group:				
from parent and fellow subsidiary undertakings	32,348	1,590	2,921,251	3,771,251
from subsidiary undertakings	***************************************		***************************************	
from branches of the same limited company		.4477*******************	***************************************	***************************************
(B'ches only)				
Divisional loans with branches (B'ches only)	***************************************	***************************************	######################################	400300000000000000000000000000000000000
Amounts owing from associated companies	otaviesaa jantesatukod, a	-124004441144444444444444444444444444444	40-7-10-40-10-5-11-40-00-30-5-3-4-5	***************************************
Trade debtors aarade bills receivable	1,231,353	1,387,936	**************************	> e44440440 <del>000</del> 9909440044444
Group relief receivatte	-	**************************************	*************************	(·************************************
Other debtors	1,076	504	#*************************************	**************************************
Amounts recoverable on contracts	14	eca debotteronauffikoloa,	***************************************	****************
Corporation tax recoverable	45045045601046040141464	[10:0:0:ad:0:ab010;a	\$8,54*\$9\$	*******************************
Interest prepaid	14,594	28,220	\$v\$2%v44\$1442s\$12ssv4625\$22122	************************
Other prepayments and accrued income	265,317	156,748	**************************************	**************************************
Total Debtors	1,544,688	1,574,998	2,921,251	3,771,251

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#### 16 CREDITORS

	Due with	Due within one year		e than one year
	1994	Last Year	1994	Last Year
	٤	£	£	£
Amounts owing intra group:	ļ			İ
to parent and fellow subsidiary undertakings	5,170	429,526		ļ
to subsidiary undertakings		***************************************		***************************************
to branches of the same limited company (B'ches only)			***************************************	
Divisional loans with branches (B'ches only)			***************************************	*******************
Amounts owing to associated companies	***************************************		*************************	***************************************
Obligations under hire purchase and finance lease contracts (see below A)	319,457	760,097	***************************************	322,045
Payments received on account	***************************************		***************************	**************************
Trade creditors & bills payable	1,288,972	1,509,038	***************************************	44122000644444 400164649414666
Corporation tax	166,895	367,148	*****************************	
Group relief payable	***************************************	62,681	********	. 2410224001141402041404144444
Other taxation including social security	318,120	254,752	**************	***************************************
Other creditors	17,553	135,821	***********************	. 40170064000064003140444444444444
Accrued interest	***************************************	***************************************	**********************	4******************************
Other accruals and deforred income	2,529,947	2,308,230	***************************************	4/44454444444444444444
Proposed dividend - group			400000000000000000000000000000000000000	11>++++++++++++++++++++++++++++++++++++
- minorities	***************************************	*******************************	**************************************	*************************
Total Creditors	£ 4,646,114	£ 5,827,393	£ NIL	£ 322,045

### Obligations under hire purchase and finance lease contracts:

		19 94			Last Year	
	Capital element	Futura finance charges	Total future rentals	Capital element	Future finance charges	Total future rentals
	£	£	£	٤	£	٤
Repayments due in:						
Five years or more						
Two to five years	***************************************	***************************************		***************************************		*********************
One to two years	*******************************		*** ***********************************	*************************************	**************************	**************************
Over one year				322,045	16,615	338,660
Within one year	319,457	16,442	335,899	760,697	81,365	841,462
Totaí	£ 319,457	£ 16,442	£ 335,899	£ 1,082,142	£ 97,980	£1,180,122

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## 17 DEFERRED TAXATION (COMPANIES ONLY)

Details of the provision made for deferred taxation and the full potential liability are set out below:

	19 94		Last Year		
`	Full potential liability	Amount provided in the accounts	Full potential liability	Amount provided in the accounts	
	5	£	£	£	
Accelerated capital allowances	(4.113)		(215 605)		
Other timing differences	(1,619)		(215,685) (2,576)		
Revaluation surpluses and deferred capital gains		***************************************		***************************************	
Sub total	(5,732)		(218,261)		
Less: Losses and charges	(	( )	······································	7	
ACT recoverable	(	(	( )	( )	
Total	£ (5,732)	e	£ (218,261)	£	

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### 18 CALLED UP SHARE CAPITAL

	Nominal	Authorised		Allotted, called up and fully paid	
Citiss of share	value each	Number	Value	Number	Value
Ordinary - fully voting	£1	16,000,000	£ 16,000,000	16,000,000	£ 16,000,000
		***********************************	1		
Total at 31st March 19.94			£16,000,000		£16,000,000
Last Year		16,000,000	£16,000,000	16.000.000	

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### 19 RESERVES

	Pre-acquisition		Post-acquisition		
	Revaluation reserve	Profit and loss account	Revaluation reserve	Profit and loss account	
	£	£	£	£	
Balance at 1st April 1993.		]			
Exchange adjustment	***************************************		888 \$062 \$020402201084410\$44444	(13,023,396)	
Retained profit/(loss) for the year		***************************************	91 124 199 1911 12611 1906694454715, p.c.o.c.		
Transfer to/(from) profit and loss account		***************************************		845,053	
Goodwill written off	4541101114011401140014014014101114041411		***************************************	*******************	
Surplus on revaluation of fixed assets	***************************************	***************************************	***************************************	(	
Goodwill on disposals previously written off (note 8)	***************************************	«»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»	**********************************	***************************************	
Balance at 31st March 19.94.	£	£	•	£ (12,178,343)	

## 20 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS (COMPANIES ONLY)

	1994	Last Year
	3	£
Profit/(loss) for the financial year (S5)	845,053	1,468,399
Dividends (S5)	{	(
Retained profit/(loss) for the year	845,053	1,468,399
Other recognised gains and losses relating to the year (net) (S5)	***************************************	
New share capital issued		5,532,000
Goodwill written off on businesses acquired during the year	(	(
Goodwill transferred to the profit and loss account in respect of disposals of businesses		
Other (explain)	***************************************	
	***************************************	02454754444140014194004444064440644
	***************************************	
Net addition to/(reduction in) shareholders' funds	845,053	7 000 200
		7,000,399
Opening shareholders' funds (S6)	2,976,604	(4,023,795)
Closing shareholders' funds (S6)		
4	3,821,657	2,976,604

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#### 21 CONTINGENT LIABILITIES AND FINANCIAL COMMITMENTS

· · · · · · · · · · · · · · · · · · ·	19 94	Last Year
	£	£
Guarantee of bank indebtednass		
Own subsidiaries	_	_
Holding company and fellow subsidiaries	110144774,000000000000000000000000000000	*** /**********************************
Others	**************************	**** **********************************
Indemnities and other contingent liabilities *		_
Commitments under forward foreign exchange contracts		
Commitments under plant and equipment operating lease contracts for the next year, for agreements expiring:		
Over five years from the balance sheet date		
In the second to fifth years inclusive	1.9.7.7.4	21730
During the next year	3584	
Total	£ 23358.	£ 21730
Commitments under land and buildings operating lease contracts for the next year, for agreements expiring:		
Over five years from the balance sheet date	34500	34500
In the second to fifth years inclusive	## the danglage to ## 4 9 ar 1 de apontoque	15500
During the next year	***************************************	***************************************
Total	£ 34500	£ 50000
Cornmitments under other operating lease contracts for the next year, for agreements expiring:		
Over five years from the balance sheet date		
In the second to fifth years inclusive	***************************************	***
During the next year	***************************************	***************************************
Total	£ NIL	£ NIL
Capital expenditure schemes:		
Commitments in respect of contracts	9956	82025
Approved by the directors in addition to commitments	23882	)
Total	£ 33838	£ 82025

Include for example, lawsuits, uncalled capital, discounted bills receivable and charges on assets to secure the liabilities of others.

In the opinion of the directors, no loss will arise in connection with  $\epsilon = 0$  of the above matters.

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## 22 ULTIMATE HOLDING COMPANY AND SMALLEST AND LARGEST GROUPS

The ultimate holding company is AAH plc, which is registered in England and Wales. The parent undertaking of the only group of undertakings for which group accounts are prepared is AAH plc. Copies of the financial statements of AAH plc may be obtained from the Secretary, 76 South Park, Lincoln, LN5 8ES.

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