#### SOUTH ESSEX INSURANCE GROUP LIMITED

Company No. 779100

# FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST DECEMBER 1995





### South Essex Insurance Group Limited Report of the Director

The director presents his annual report and the audited financial statements for the year ended 31st December 1995.

#### **Business Review**

The companies within the South Essex Insurance Group carry on business as insurance brokers, mortgage and finance consultants, travel agents and the provision of equestrian schooling. The director considers that the results of the group are satisfactory in light of the prevailing economic climate.

#### Results and Dividend

The results of the group for the year are set out on page 3.

It is recommended that the whole of the retained profit be set aside to reserves.

#### **Fixed Assets**

The movements in the fixed assets are set out in notes 9 to 12 of the financial statements. During the year the investments in the subsidiaries were revalued by the director.

#### Director

The interest of the director in the share capital was as follows:

| 31.12.1995 | 1.1.1995 |
|------------|----------|
| 1 000      | 1 000    |

#### **Auditors**

B.W. Fehler

Kingston Smith have indicated their willingness to continue in office and in accordance with the provisions of the Companies Act 1985 it is proposed that they be re-appointed auditors for the ensuing year.

By Order of the Board

B.W. Fehler Director

South Essex House North Road South Ockendon Essex

### South Essex Insurance Group Limited Director's Responsibilities and Report of the Auditors

#### Statement of Director's Responsibilities

Company law requires the director to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period.

In preparing those financial statements, the director is required to select suitable accounting policies and then apply them consistently; make judgements and estimates that are reasonable and prudent and prepare the financial statements on a going concern basis unless it is inappropriate to assume that the company will continue in business.

The director is responsible for keeping proper accounting records which 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 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.

#### Auditors' Report to the Members of South Essex Insurance Group Limited

We have audited the financial statements on pages 3 to 16 which have been prepared under the historical cost convention and the accounting policies set out on page 8.

#### Respective Responsibilities of Directors and Auditors

As described above the company's directors are responsible for the preparation of the 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 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 of the state of affairs of the Company and of the group as at 31st December 1995 and of its profit and cash flows for the year then ended and have been property prepared in accordance with the Companies Act 1985.

KINGSTON SMITH Chartered Accountants and Registered Auditors

Devonshire House 146 Bishopsgate London EC2M 4JX

25th June 1996

#### South Essex Insurance Group Limited Consolidated Profit and Loss Account For the year ended 31st December 1995

|   | Note | 1995<br>£   | 1994<br>£   |
|---|------|-------------|-------------|
| Turnover  | 2    | 1,651,503   | 1,462,557   |
| Cost of sales   |      | (1,443,271) | (1,252,350) |
| Gross Profit  |      | 208,232     | 210,207     |
| Commission receivable                                 | 2    | 1,919,759   | 2,062,090   |
| Administrative expenses                               |      | (2,177,983) | (2,212,712) |
| Interest receivable and similar income                |      | 117,554     | 24,773      |
| Interest payable and similar charges                  | 4    | (71,059)    | (51,636)    |
| Loss/Profit on Ordinary Activities<br>before Taxation | 5    | (3,497)     | 32,722      |
| Taxation  | 6    | 6,874       | (13,016)    |
| Profit on Ordinary Activities after Taxation          | 7    | 3,377       | 19,706      |
| Dividends on equity shares                            | 8    |             | 22,000      |
| Retained Profit for the Financial Year                |      | 3,377       | (2,294)     |
| Retained profit brought forward                       |      | 409,690     | 411,984     |
| Retained Profit Carried Forward                       | 17   | 413,067     | 409,690     |

There are no recognised gains and losses in the year other than the profit for the year.

#### South Essex Insurance Group Limited Consolidated Balance Sheet at 31st December 1995

|  | Note | 1995<br>£ | 1995<br>£      | 1994<br>£ | 1994<br>£ |
|--|------|-----------|----------------|-----------|-----------|
| Fixed Assets                               |      |           |                |           |           |
| Intangible assets                          | 9    |           | 148,424        |           | 164,047   |
| Tangible assets                            | 10   |           | 949,472        |           | 724,107   |
|  |      |           | 1,097,896      |           | 888,154   |
| Current Assets                             |      |           |                |           |           |
| Tangible assets                            | 12   | -         |                | 323,856   |           |
| Stocks                                     | 13   | 134,510   |                | 109,915   |           |
| Debtors                                    | 14   | 1,330,018 |                | 784,853   |           |
| Cash at bank and in hand:                  |      |           |                |           |           |
| Insurance broking accounts                 |      | 220,157   |                | 380,271   |           |
| Office accounts                            |      | 104,782   |                | 115,505   |           |
|  |      | 1,789,467 |                | 1,714,400 |           |
| Creditors: Amounts falling due             |      |           |                |           |           |
| within one year                            | 15   | 1,890,980 |                | 1,730,590 |           |
| Net Current Liabilities                    |      |           | (101,513)      |           | (16,190)  |
| Total Assets less Current Liabilities      |      |           | 996,383        |           | 871,964   |
| Creditors: Amounts falling due             |      |           |                |           |           |
| after more than one year                   | 16   |           | 409,056        |           | 461,274   |
| Net Assets                                 |      |           | 507 227        |           | 410,690   |
| Net Assets                                 |      |           | <u>587,327</u> |           | 410,070   |
|  |      |           |                |           |           |
| Capital and Reserves                       |      |           |                |           |           |
| Called up share capital - equity interests | 17   |           | 1,000          |           | 1,000     |
| Revaluation reserve                        | 17   |           | 173,260        |           | -         |
| Profit and loss acount                     | 17   |           | 413,067        |           | 409,690   |
|  |      |           | 587,327        |           | 410,690   |

The financial statements were approved by the director on 25 June 1996

B.W. Fehler Director

#### South Essex Insurance Group Limited Balance Sheet at 31st December 1995

|  | Note           | 1995<br>£ | 1995<br>£                        | 1994<br>£       | 1994<br>£                    |
|--|----------------|-----------|----------------------------------|-----------------|------------------------------|
| Fixed Assets Tangible assets Investments   | 10<br>11       |           | 80,198<br>3,330,000<br>3,410,198 |                 | 41,289<br>504,000<br>545,289 |
| Current Assets Debtors Cash at bank and in hand  | 14             | 56,374    | 3,110,170                        | 38,997<br>3,053 | <i>3.33)</i> =-3             |
|  |                | 56,374    |                                  | 42,050          |                              |
| Creditors: Amounts falling due within one year   | 15             | 92,375    |                                  | 17,617          |                              |
| Net Current (Liabilities)/Assets   |                |           | (36,001)                         |                 | 24,433                       |
| Total Assets less Current Liabilities  |                |           | 3,374,197                        |                 | 569,722                      |
| Creditors: Amounts falling due after more than one year  | 16             |           | 122,991                          |                 | 121,130                      |
| Net Assets   |                |           | 3,251,206                        |                 | 448,592                      |
|  |                |           |                                  |                 |                              |
| Capital and Reserves Called up share capital - equity interests Profit and loss acount Revaluation reserve | 17<br>17<br>17 |           | 1,000<br>450,206<br>2,800,000    |                 | 1,000<br>447,592             |
|  |                |           | 3,251,206                        |                 | 448,592                      |

The financial statements were approved by the director on 25 June 1996

B.W. Fehler Director

#### South Essex Insurance Group Limited Consolidated Cash Flow Statement For the year ended 31st December 1995

|  | Note    | 1995<br>£            | 1995<br>£ | 1994<br>£                      | 1994<br>£ |
|--|---------|----------------------|-----------|--------------------------------|-----------|
| Net Cash (Outflow)/Inflow from Operating Activities  | 1       |                      | (125,087) |                                | 325,743   |
| Returns on Investment and Servicing of Finance<br>Interest received<br>Interest paid<br>Dividends paid | ce<br>- | 117,554<br>(71,059)  |           | 24,773<br>(51,636)<br>(22,000) |           |
| Net Cash Inflow/(Outflow) from<br>Returns on Investments and<br>Servicing of Finance                   |         |                      | 46,495    |                                | (48,863)  |
| Taxation Corporation tax paid (including advance corporation tax)                                      |         |                      | (65,554)  |                                | (29,403)  |
| Investing Activities Purchase of tangible fixed assets Receipts from sale of tangible fixed assets     | -       | (222,714)<br>397,168 |           | (372,592)<br>125,500           |           |
| Net Cash Inflow/(Outflow) from Investing<br>Activities   |         |                      | 174,454   |                                | (247,092) |
| Increase in Cash<br>Equivalents  | 2       |                      | 30,308    |                                | 385       |

## South Essex Insurance Group Limited Notes to the Consolidated Cash Flow Statement For the year ended 31st December 1995

| 1 | Reconciliation of Operating Profit to     |           | 1995         | 1994        |
|---|---|-----------|--------------|-------------|
| _ | Net Cash Inflow from Operating Activities |           | £            | £           |
|   | • -                                       |           |              |             |
|   | Operating profit                          |           | (49,992)     | 59,585      |
|   | Depreciation                              |           | 153,622      | 142,388     |
|   | Profit on sale of tangible fixed assets   |           | (40,702)     | (35,587)    |
|   | Increase in stock                         |           | (24,595)     | (108,663)   |
|   | Increase in debtors                       |           | (545,165)    | (210,184)   |
|   | Increase in creditors                     | -         | 381,745      | 478,204     |
|   | Net Cash (Outflow)/Inflow from continuing |           |              |             |
|   | Operating Activities                      |           | (125,087)    | 325,743     |
|   | Operating recurred                        | :         |              | <del></del> |
|   |   |           |              |             |
| 2 | Analysis of changes in cash and cash      |           | 1995         | 1994        |
| - | equivalents duirng the Year               |           | £            | £           |
|   | equivalents during the Year               |           |              |             |
|   | Balance at 1st January 1995               |           | (45,223)     | (45,608)    |
|   | Net cash inflow/(outflow)                 |           | 30,308       | 385         |
|   | , ,                                       | •         |              |             |
|   | Balance at 31st December 1995             |           | (14,915)     | (45,223)    |
|   |   |           | ·            |             |
|   |   |           |              |             |
| 3 | Analysis of the balances of cash and cash |           |              |             |
|   | equivalents as shown in the Balance Sheet |           |              |             |
|   |   |           |              | Change in   |
|   |   | 1995      | 1994         | year        |
|   | Cash at bank and in hand:                 | £         | £            | £           |
|   | Insurance broking account                 | 220,157   | 380,271      | (160,114)   |
|   | Office account                            | 104,782   | 115,505      | (10,723)    |
|   | Bank loan                                 | (339,854) | (540,999)    | 201,145     |
|   | ar spaan in viene                         |           | <del> </del> |             |
|   |   | (14,915)  | (45,223)     | 30,308      |

#### 1 Accounting Policies

Accounting Basis and Standards

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of certain fixed assets, and in accordance with applicable accounting standards.

The group acts as an agent in broking the insurable risks of its clients and, generally, is not liable as a principal for premiums due to underwriters or for claims payable to clients. Notwithstanding the company's legal relationship with clients and underwriters and since in practice premiums and claim monies are usually accounted for by insurance intermediaries, it has followed generally accepted accounting practice by showing cash, debtors and creditors relating to insurance business as assets and liabilities of the company itself.

#### Consolidation

The consolidated financial statements incorporate the financial statements of South Essex Insurance Group Limited and its group undertakings. The financial statements of all group undertakings are made up to 31st December annually.

The investments in all subsidiaries have been revalued by the director at 31st December 1995 to allow for the current estimated market value.

A separate profit and loss account dealing solely with the results of the company has not been presented.

Depreciation

Depreciation is calculated so as to write off the cost of tangible fixed assets by equal instalments over their estimated useful lives as follows:

Freehold property

1% per annum

Long leasehold property

period of lease

Motor vehicles

4 years

Furniture, fittings and equipment

between 5 and 10 years

#### Stocks

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

#### Deferred Taxation

Deferred taxation is provided in respect of the taxation effect of all timing differences other than those which are expected with reasonable probability to continue in the foreseeable future.

#### Commission

Commission, other than life commission, is credited to the profit and loss account in accordance with amounts receivable from insurance companies. Life commissions are credited to the profit and loss account as they are received.

Foreign Currencies

Assets held under foreign currencies are translated into sterling at the rates of exchange ruling at the end of the financial year. All exchange differences are dealt with in the profit and loss account.

#### Goodwill

Goodwill is determined by comparing the amount paid on the acquisition of a business and the aggregate fair value of its separable net liabilities and is written off over its estimated economic life of 15 years.

#### Leasing and Hire Purchase

Assets held under hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives. The interest element of the rental obligations is charged in the profit and loss account over the period of the lease. Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

#### Accounting Policies (Continued)

#### Pension Scheme Arrangements

Pension arrangements are being made for certain individuals employed by the group. Such arrangements all relate to money purchase schemes (defined contributions) and may at the sole discretion of the group to be discontinued at any time with no outgoing liability to the group. Such contributions are held in trustee administered funds completely independent of the group's finances. The contributions made by the group are charged against profits on an accruals

#### Turnover

Turnover represents the value of services provided where invoiced in full. Deposits received have been treated as deferred income. Commission represents commission receivable from insurance companies.

| 3 | Staff Numbers and Costs                                  | 1995            | 1994    |
|---|--|-----------------|---------|
|   | The average number of persons employed by the group      |                 |         |
|   | (including the director) during the year was as follows: |                 |         |
|   | Management   | 3               | 3       |
|   | Administration   | 13              | 13      |
|   | Clerical   | 55              | 61      |
|   | Farm staff and grooms                                    | 5               | 4       |
|   | Total employees  | 76              | 81      |
|   | The aggregate payroll costs of these persons             | 1995            | 1994    |
|   | were as follows:   | £               | £       |
|   | Wages and salaries                                       | 878,578         | 865,938 |
|   | Social security costs                                    | 74,846          | 70,735  |
|   | Pension contributions                                    | 15,763          | 18,899  |
|   |  | 969,187         | 955,572 |
|   | Directors' emoluments:                                   |                 |         |
|   | Remuneration   | 5 <b>6,75</b> 7 | 56,364  |
|   | Other emoluments   | 7,400           | 4,100   |
|   |  | 64,157          | 60,464  |
|   | Chairman and highest paid director                       | 64,157          | 60,464  |
| 4 | Interest Payable and Similar Charges                     | 1995            | 1994    |
|   |  | £               | £       |
|   | On bank loans and overdrafts and other loans repayable   |                 |         |
|   | by instalments:  |                 |         |
|   | within five years  | 24,927          | 24,456  |
|   | after five years   | 33,138          | 22,203  |
|   | Finance lease and hire purchase interest                 | 10,757          | 4,977   |
|   | Other interest   | 2,237           |         |
|   |  | 71,059          | 51,636  |
|   |  |                 |         |

| 5 | Profit on Ordinary Activities before Taxation  | 1995<br>£     | 1994<br>£ |
|---|--|---------------|-----------|
|   | Profit on ordinary activities before taxation  |               |           |
|   | is stated after charging:  |               |           |
|   | Auditors' remuneration and expenses  | 17,121        | 16,961    |
|   | Director's emoluments  | 64,157        | 60,464    |
|   | Depreciation:  |               |           |
|   | Owned tangible fixed assets  | 69,916        | 63,885    |
|   | Assets held under finance leases   | 68,083        | 62,880    |
|   | Amortisation of goodwill   | 15,623        | 15,623    |
|   | Operating lease charges  | 50,104        | 12,524    |
|   | Director's Emoluments  |               |           |
|   | Remuneration   | 56,757        | 56,364    |
|   | Other emoluments   | 7,400         | 4,100     |
|   |  | 64,157        | 60,464    |
|   |  |               |           |
| 6 | Taxation   | 1995          | 1994      |
|   |  | £             | £         |
|   | Taxation credit/(charge) based on the results for the year:  |               |           |
|   | Corporation tax based on the results for the year  |               |           |
|   | at the rate of 25% (1994 - 25%)  | 6,874         | (13,016)  |
|   |  |               |           |
| 7 | Profit on Ordinary Activities  | 1 <b>9</b> 95 | 1994      |
|   | after Taxation   | £             | £         |
|   | Dealt with in the accounts of the company  | (23,386)      | (21,702)  |
|   | Retained by group undertakings   | 26,763        | 41,408    |
|   |  |               | 19,706    |
|   |  | <u>3,377</u>  | 17,/00    |
| O | Dividends  | 1995          | 1994      |
| 8 | Dividends  | £             | £         |
|   | Paid (£22 per share)   | ~             | 22,000    |
|   | See A se |               |           |

#### South Essex Insurance Group Limited

### Notes to the Financial Statements For the year ended 31st December 1995 (Continued)

#### 9 Fixed Assets - Intangible

|    | Goodwill                                      | £                                       |
|----|---|---|
|    | Cost  |   |
|    | At 1st January 1995 and at 31st December 1995 | 234,351                                 |
|    | Amortisation                                  |   |
|    | At 1st January 1995                           | 70,304                                  |
|    | Charge for the year                           | 15,623                                  |
|    | At 31st December 1995                         | 85,927                                  |
|    | Net Book Value                                |   |
|    | At 31st December 1995                         | 148,424                                 |
|    | At 31st December 1994                         | 164,047                                 |
| 10 | Fixed Assets - Tangible                       |   |
|    | Holding Company                               |   |
|    |   | Furniture,<br>Fittings and<br>Equipment |
|    | Cost or valuation                             | £                                       |
|    | At 1st January 1995                           | 65,952                                  |
|    | Additions                                     | 63,705                                  |
|    | At 31st December 1995                         | 129,657                                 |
|    | Depreciation                                  |   |
|    | At 1st January 1995                           | 24,663                                  |
|    | Charged in year                               | 24,796                                  |
|    | At 31st December 1995                         | 49,459                                  |
|    | Net Book Value                                |   |
|    | At 31st December 1995                         | 80,198                                  |
|    | At 31st December 1994                         | 41,289                                  |

The net book value of the company's fixed assets includes an amount of £46,382 (1994 - £24,657) in respect of assets held under finance leases and hire purchase contracts.

#### 10 Fixed Assets - Tangible (Continued)

| Group                  | Freehold<br>Properties | Motor<br>Vehicles | Fittings and<br>Equipment | Total     |
|------------------------|------------------------|-------------------|---------------------------|-----------|
| Cost or valuation      | £                      | £                 | £                         | £         |
| At 1st January 1995    | 421,269                | 291,901           | 545,175                   | 1,258,345 |
| Additions              | 23,088                 | 95,394            | 104,232                   | 222,714   |
| Surplus on revaluation | 173,260                | -                 | -                         | 173,260   |
| Disposals              |                        | (77,493)          | (5,864)                   | (83,357)  |
| At 31st December 1995  | 617,617                | 309,802           | 643,543                   | 1,570,962 |
| Depreciation           |                        |                   |                           |           |
| At 1st January 1995    | 7,76 <del>4</del>      | 140,879           | 385,595                   | 534,238   |
| Charged in year        | 1,518                  | 72,811            | 63,670                    | 137,999   |
| Disposals              |                        | (49,200)          | (1,547)                   | (50,747)  |
| At 31st December 1995  | 9,282                  | 164,490           | 447,718                   | 621,490   |
| Net Book Value         |                        |                   |                           |           |
| At 31st December 1995  | 608,335                | 145,312           | 195,825                   | 949,472   |
| At 31st December 1994  | 413,505                | 151,022           | 159,580                   | 724,107   |

Freehold land is not depreciated.

The net book value of the group's fixed assets includes an amount of £176,372 (1994 - £164,212) in respect of assets held under finance leases and hire purchase contracts.

Certain freehold land and buildings were revalued as at 31st December 1995 by Bax Standen, Chartered Surveyors, on an open market basis.

Comparable historic cost for the freehold land and buildings included at valuation:

| Cost                       | £       |
|----------------------------|---------|
| At 1st January 1995        | 421,269 |
| At 31st December 1995      | 444,357 |
| Depreciation based on cost |         |
| At 1st January 1995        | 7,764   |
| Charge for the year        | 2,795   |
| At 31st December 1995      | 10,559  |
| Net Book Value             |         |
| At 31st December 1994      | 608,335 |
| At 31st December 1995      | 413,505 |

#### 11 Fixed Assets - Investments

Holding Company

|                                | Subordinated<br>Loan to Group<br>Undertakings | Shares in Group<br>Undertakings | Total     |
|--------------------------------|---|---------------------------------|-----------|
| Cost                           | £   | £                               | £         |
| At 1st January 1995            | 373,000                                       | 131,000                         | 504,000   |
| Exchanged for share capital    | (373,000)                                     | 373,000                         | -         |
| Surplus on revaluation in year | -   | 2,999,000                       | 2,999,000 |
| Deficit on revaluation in year |   | (199,000)                       | (199,000) |
| Addition in year               | 26,000  | -                               | 26,000    |
| At 31st December 1995          | 26,000  | 3,304,000                       | 3,330,000 |

The following details relate to the company's wholly owned subsidiary undertakings, all of which are incorporated and registered in England and Wales. All three subsidiaries are included in the consolidated financial statements.

| Class of Shares                         |          |                                  |
|---|----------|----------------------------------|
| Subsidiary Undertaking                  | Held     | Nature of Business               |
| South Essex Insurance Brokers Limited   | Ordinary | Insurance Brokers                |
| Harlequin Worldwide Travel Limited      | Ordinary | Travel Agents                    |
| South Essex Equestrian Services Limited | Ordinary | Equestrian Schooling and Farming |

#### 12 Tangible Assets

|                       | Freehold Land and Building<br>held for future sale |
|-----------------------|--|
| Cost                  | £  |
| At 1st January 1995   | 329,568  |
| Disposal              | (329,568)  |
| At 31st December 1995 | <u> </u>   |
| Depreciation          |  |
| At 1st January 1995   | 5,712  |
| Disposal              | (5,712)  |
| At 31st December 1995 | <u> </u>   |
| Net Book Value        |  |
| At 31st December 1995 | -  |
| At 31st December 1994 | 323,856  |

| 13 | Stocks  Group Show horses and livestock - at valuation Farm crops | 1995<br>£<br>127,500<br>7,010 | 1994<br>£<br>102,500<br>7,415 |
|----|---|-------------------------------|-------------------------------|
|    |   | 134,510                       | 109,915                       |
|    |   |                               |                               |
| 14 | Debtors   | 1995                          | 1994                          |
|    |   | £                             | £                             |
|    | Holding Company   |                               |                               |
|    | Amounts owed by group undertakings                                | 26,521                        | 31,306                        |
|    | Other debtors   | 28,388                        | 6,511                         |
|    | Prepayments and accrued income                                    | 1,465                         | 1,180                         |
|    |   | 56 274                        | 20 007                        |
|    | Group   | 56,374                        | 38,997                        |
|    | Amount due from principals and insurance companies                |                               |                               |
|    | in respect of insurance transactions                              | 1,018,657                     | 570,999                       |
|    | Trade debtors   | 17,620                        | 15,207                        |
|    | Other debtors   | 240,680                       | 183,883                       |
|    | Prepayments and accrued income                                    | 53,061                        | 14,764                        |
|    |   | 1,330,018                     | 784,853                       |
| 15 |   |                               | 4007                          |
| 15 | Creditors: Amounts falling due within one year                    | 1995<br>£                     | 1994<br>£                     |
|    | within one year   | z.                            | £                             |
|    | Holding Company   |                               |                               |
|    | Bank loans and overdraft  | 32,900                        | -                             |
|    | Amounts due to group undertakings                                 | 7,500                         | -                             |
|    | Obligations under finance leases Accruals and deferred income     | 23,742                        | 10,274                        |
|    | Accruais and deferred income                                      | 28,233                        | 7,343                         |
|    | Comm  | 92,375                        | 17,617                        |
|    | Group Bank loans and overdrafts                                   | 141,919                       | 298,908                       |
|    | Amounts due to principals and insurance companies                 |                               |                               |
|    | in respect of insurance transactions                              | 1,259,750                     | 946,063                       |
|    | Trade creditors   | 183,107                       | 154,571                       |
|    | Obligations under finance leases Corporation tax                  | 81,148<br>22,054              | 69,596<br>88,983              |
|    | Other creditors including taxation and social security            | 31,595                        | 47,462                        |
|    | Accruals and deferred income                                      | 171,407                       | 125,007                       |
|    |   | 1,890,980                     | 1,730,590                     |

Other creditors includes an amount of £27,045 (1994 - £31361) relating to taxation and social security. Bank loans and overdrafts are secured by a fixed and floating charge over the assets of the group.

| 16 Creditors: Amounts falling due after more than one year | 1995<br>£ | 1994<br>£ |
|--|-----------|-----------|
| Company  | *         | £         |
| Director's loan  | 110,000   | 110,000   |
| Obligations under finance leases                           | 12,991    | 11,130    |
|  | 122,991   | 121,130   |
| Group  | -         |           |
| Bank loans   | 197,935   | 242,091   |
| Director's loan  | 110,000   | 110,000   |
| Obligations under finance leases                           | 31,221    | 39,283    |
| Pension scheme   | 69,900    | 69,900    |
|  | 409,056   | 461,274   |
| Amounts repayable by instalments:                          |           |           |
| between one and two years                                  | 19,435    | 18,271    |
| between two and three years                                | 58,303    | 58,553    |
| after five years   | 120,197   | 165,267   |
| Less: Amounts falling due within one year                  | 197,935   | 242,091   |

The bank loans are repayable at 3% over the bank base rate. The loans are secured on one of the group's freehold properties and by a fixed and floating charge over the assets of one of the group's companies.

#### 17 Shareholders' Funds

| Company   | Called up<br>Share Capital<br>£ | Non<br>Distributable<br>Revaluation<br>Reserve<br>£ | Profit and<br>Loss<br>Account<br>£ | Total<br>£        |
|---|---------------------------------|---|------------------------------------|-------------------|
| Balance at 1st January 1995   | 1,000                           | -   | 447,592                            | 448,592           |
| Transfer from profit and loss account   | _                               | -   | 2,614                              | 2,614             |
| Surplus on revaluation of subsidiary  | -                               | 2,999,000   | -                                  | 2,999,000         |
| Deficit on revaluation of subsidiary  | -                               | (199,000)   | -                                  | (199,000)         |
| Balance at 31st December 1995   | 1,000                           | 2,800,000   | 450,206                            | 3,251,206         |
|   |                                 | <b>.</b>  | Profit and                         |                   |
| _   | Called up                       | Revaluation   | Loss                               |                   |
| Group   | Share Capital                   | Reserve   | Account                            | Total             |
| <b>7.</b>   | £                               | £   | £                                  | £                 |
| Balance at 1st January 1995   | 1,000                           | -   | 409,690                            | 410,690           |
| Transfer from profit and loss account   | •                               | -   | 3,377                              | 3,377             |
| Surplus on revaluation  | <u> </u>                        | 173,260   |                                    | 173,260           |
| Balance at 31st December 1995   | 1,000                           | 173,260   | 413,067                            | 587,327           |
| The authorised share capital comprises:   |                                 |   | 1995                               | 1994              |
| 1 1   |                                 |   | £                                  | £                 |
| Authorised:   |                                 |   |                                    |                   |
| 1,000 Ordinary shares of £1 each  |                                 |   | 1,000                              | 1,000             |
| Called up share capital, allotted and fully paid 1,000 Ordinary shares of £1 each | <b>!:</b>                       |   | 1,000                              | 1,000<br>Page: 15 |

#### 18 Future Financial Commitments

#### Operating Leases

At 31st December 1995, the company had annual commitments under operating leases as set out below:

|  | 1995                        | 1994         |
|--|-----------------------------|--------------|
| Operating leases which expire:   | £                           | £            |
| within one year  | 3,286                       | 2,044        |
| in the second to fifth years   | 28,244                      | 26,270<br>-  |
|  | 31,530                      | 28,314       |
| Finance Leases   |                             |              |
| At 31st December 1995, the company had obligations under finance leases and out below: | I hire purchase contracts w | hich are set |
|  | 1995                        | 1994         |
| Gross amount payable:  | £                           | £            |
| within one year  | 89,142                      | 77,511       |
| in the second to fifth years   | 37,598                      | 44,706       |
|  | 126,740                     | 122,217      |
| Deduct: Finance charges allocated to future periods                                    | (14,371)                    | (13,338)     |
|  | 112,369                     | 108,879      |

#### 19 Contingent Liabilities

The company has entered into a guarantee with other group companies to secure the bank borrowings of the group companies, which is secured by a fixed and floating charge over the assets of the group.

At 31st December 1995 the potential liability amounted to £339,854 (1994 - £290,999).