# TURNBULL & ASSER LIMITED ABBREVIATED ACCOUNTS FOR THE PERIOD ENDED 28 JANUARY 2012

**Company Registration Number 01066321** 

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## **ABBREVIATED ACCOUNTS**

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#### THE DIRECTORS' REPORT

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

The directors present their report and the financial statements of the company for the period from 30 January 2011 to 28 January 2012

#### Principal activities and business review

The principal activity of the company is the retail of bespoke shirts and ready to wear premium quality gentleman's clothing from London premises in Jermyn Street, Bury Street, Old Broad Street, and through a concession in the Harrods department store. The company also wholesales garments to customers throughout the UK and abroad. Aside from its selling activities the company is also engaged in the manufacture of shirts and ties from its own factories based in the UK.

The company has continued to operate satisfactorily despite the difficult economic climate through a combination of prudent management and successful consolidation of the company's profile at the premium end of the gentleman's clothing market

#### **Key performance indicators**

Given the relatively straightforward nature of the business the company's directors are of the opinion that analysis using KPI's is not necessary for an understanding of the development, performance, or position of the business

#### **Future developments**

The external commercial and economic environment remains challenging. However, the company has laid careful and commercial plans to expand their brand presence.

#### Results and dividends

The profit for the period, after taxation, amounted to £734,000 (2011 £917,000) The directors have not recommended a dividend

#### Financial risk management objectives and policies

The management of the business, and the execution of the company's business strategy are subject to a number of risks. The key business risks and uncertainties affecting the company are considered to relate to competition from global, national, and independent retailers, employee retention, product quality, and continuing delivery of high levels of customer service. As a number of the company's customers are high net worth individuals the continued financial health of the global economy is also an an important factor.

#### **Directors**

The directors who served the company during the period were as follows

Mr A Fayed

Mr J Fayed

Mr S Miller

Mr P Price

Mr S Quin

Mr N Clifford

Mr S McCoy

Mr S McCoy was appointed as a director on 1 January 2012

#### THE DIRECTORS' REPORT (continued)

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### **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 law). 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 of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent, and
- 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, individually, aware

went Mulligan

- there is no relevant audit information of which the company's auditor is 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 auditor is aware of that information

#### **Auditor**

A resolution to reappoint RSM Tenon Audit Limited as auditors for the ensuing year will be proposed at the forthcoming annual general meeting

Signed on behalf of the directors

E Mulligan

Secretary

Approved by the directors on

26th September 2012

## INDEPENDENT AUDITOR'S REPORT TO TURNBULL & ASSER LIMITED

#### **UNDER SECTION 449 OF THE COMPANIES ACT 2006**

We have examined the abbreviated accounts set out on pages 4 to 16, together with the financial statements of Turnbull & Asser Limited for the period from 30 January 2011 to 28 January 2012 prepared under Section 396 of the Companies Act 2006

This report is made solely to the company, in accordance with Section 449 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special 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 for our work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditor

The directors are responsible for preparing the abbreviated accounts in accordance with Section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the regulations made under that section and to report our opinion to you

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board in accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared

#### **Opinion**

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations made under that section

Tony Castagnetti, Senior Statutory Auditor For and on behalf of

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RSM Tenon Audit Limited Statutory Auditor 66 Chiltern Street London W1U 4JT

Date - 26/09/2012

### ABBREVIATED PROFIT AND LOSS ACCOUNT

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

	Note	Period from 30 Jan 11 to 28 Jan 12 £000	Period from 31 Jan 10 to 29 Jan 11 £000
Turnover		10,249	10,021
Cost of sales and Other operating income		(4,009)	(3,804)
Distribution costs Administrative expenses		(220) (4,832)	(205) (4,882)
Operating profit	2	1,188	1,130
Interest payable and similar charges	5	(9)	(43)
Profit on ordinary activities before taxation		1,179	1,087
Tax on profit on ordinary activities	6	(445)	(170)
Profit for the financial period		734	917

All of the activities of the company are classed as continuing

The company has no recognised gains or losses other than the results for the period as set out above

The notes on pages 7 to 16 form part of these financial statements

Registered Number 01066321

#### **ABBREVIATED BALANCE SHEET**

#### **28 JANUARY 2012**

		<b>28 Jan</b> 1		29 Jan	
	Note	000 <del>3</del>	0003	£000	£000
Fixed assets	-		0.000		0.500
Tangible assets	7		3,390		3,532
Current assets					
Stocks	8	2,362		2,500	
Debtors	9	1,322		1,268	
Cash at bank and in hand		1,408		316	
		5,092		4,084	
Creditors: Amounts falling due		•			
within one year	10	(1,317)		(1,379)	
Net current assets			3,775		2,705
Total assets less current liabilities			7,165		6,237
Provisions for liabilities					
Deferred taxation	11		(194)		
			6,971		6,237
Capital and reserves					
Called-up share capital	14		2,450		2,450
Other reserves	15		30		30
Profit and loss account	16		4,491		3,757
Shareholders' funds	17		6,971		6,237

These abbreviated accounts have been prepared in accordance with the special provisions for medium-sized companies under section 445(3) of the Companies Act 2006

These abbreviated accounts were approved by the directors and authorised for issue on 26/09/2012, and are signed on their behalf by

Mr P Price Director

The notes on pages 7 to 16 form part of these financial statements

## **CASH FLOW STATEMENT**

		Period 30 Jan 28 Jar	11 to	Period fi 31 Jan 1 29 Jan	0 to
	Note	2000	£000	£000	£000
Net cash inflow from operating activities	18		1,419		818
Returns on investments and Servicing of finance Interest paid		(9)		(43)	
Net cash outflow from returns on investments and servicing of finan	ıce	<del></del>	(9)	<del></del>	(43)
Taxation			(129)		(23)
Capital expenditure Payments to acquire tangible fixed as	ssets	(189)		(244)	
Net cash outflow from capital expenditure		<u></u>	(189)	<del></del> -	(244)
Cash inflow before financing			1,092		508
Financing Repayment of bank loans		_		(850)	
Net cash outflow from financing			_		(850)
Increase/(decrease) in cash	18		1,092		(342)

#### NOTES TO THE ABBREVIATED ACCOUNTS

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 1. Accounting policies

#### **Basis of accounting**

The financial statements have been prepared under the historical cost convention, and in accordance with applicable accounting standards

#### Turnover

Turnover represents amounts receivable for the sale of goods to customers and concession commissions net of VAT and trade discounts

#### Tangible fixed assets

Tangible fixed assets are stated at cost less depreciation. Cost represents purchase price together with any incidental costs of acquisition.

#### **Depreciation**

Depreciation is calculated so as to write off the cost of an asset, net of anticipated disposal proceeds, over the useful economic life of that asset as follows

Freehold Property Leasehold Property Fixtures & Fittings - Straight line over 50 years

Over the period of the leaseStraight line over 3 - 10 years

#### **Stocks**

Stocks are valued at the lower of cost, calculated on a weighted average basis, and net realisable value

#### Work in progress

Work in progress is valued on the basis of direct material and labour costs plus attributable overheads based on a normal level of activity

#### Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease

#### **Pension costs**

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year. The assets of the scheme are held separately from those of the company in an independently administered fund.

#### **Deferred taxation**

Where material, deferred tax is measured in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. The deferred tax balance has not been discounted.

#### NOTES TO THE ABBREVIATED ACCOUNTS

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 1. Accounting policies (continued)

#### Foreign currencies

Transactions denominated in foreign currencies are recorded at the rates of exchange ruling at the dates of the transactions, or at an average rate for the period if the rates do not fluctuate significantly. Monetary assets and liabilities are translated at year end exchange rates or, where appropriate, at rates of exchange fixed under the terms of the relevant transaction. The resulting exchange rate differences are charged to the profit and loss account.

#### **Financial instruments**

Financial instruments are classified and accounted for as financial assets, financial liabilities or equity instruments, according to the substance of the contractual arrangement

Financial instruments which are assets are stated at cost less any provision for impairment Financial liabilities are stated at principal capital amounts outstanding at the period end. Issue costs relating to financial liabilities are deducted from the outstanding balance and are amortised over the period to the due date for repayment of the financial liability.

An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities. A financial liability is any contractual arrangement for an entity to deliver cash to the holder of the associated financial instrument.

If a financial instrument contains both an equity and a liability element, then the liability element is first established with any residual value being disclosed within equity shareholders' funds. The liability element is the present value of the future payments guaranteed to be made to the holders of the financial instrument.

#### 2. Operating profit

Operating profit is stated after charging/(crediting)

	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	0003	£000
Depreciation of owned fixed assets	299	<i>317</i>
Loss on disposal of fixed assets	32	_
Auditors remuneration	19	18
Operating lease costs		
-Plant and machinery	45	39
-Other	463	469
Net (profit)/loss on foreign currency translation	(5)	2
•		

## NOTES TO THE ABBREVIATED ACCOUNTS

## PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 3. Particulars of employees

The average number of staff employed by the company during the financial period amounted to

	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	No	No
Number of production staff	85	80
Number of retail staff	28	28
Number of administrative staff	35	33
		<del></del>
	<u>148</u>	<u>141</u>
The aggregate payroll costs of the above we	re	
	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	€000	£000
Wages and salaries	3,233	3,176
Social security costs	312	<i>294</i>
Other pension costs		
- normal	128	109
- exceptional (deficit contribution)	<del>_</del>	82
	3,673	<u>3,661</u>
Directors' remuneration		
The directors' aggregate remuneration in res	pect of qualifying services were	

#### 4.

	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	0003	£000
Remuneration receivable	258	<i>250</i>
Company pension contributions to defined		
contribution schemes	15	15
	070	
	273	<u> 265</u>
Remuneration of highest paid director:		
•	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	£000	£000
Total remuneration (excluding pension contributions) Company pension contributions to defined	97	94
contribution schemes	9	9
	400	<del></del>
	<u>106</u>	<u> 103</u>
	<del></del>	

## **NOTES TO THE ABBREVIATED ACCOUNTS**

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 4. Directors' remuneration (continued)

The number of directors accruing benefits under company pension schemes was as follows

ine	number of directors accruing benefits unde	r company pe	ension schemes	was as lollow	75
			Period from 30 Jan 11 to 28 Jan 12 No		Period from 31 Jan 10 to 29 Jan 11 No
	Defined benefit schemes		_2		1
5.	Interest payable and similar charges				
			Period from 30 Jan 11 to 28 Jan 12 £000		Period from 31 Jan 10 to 29 Jan 11 £000
	Interest payable on bank borrowing		_9		43
6.	Taxation on ordinary activities				
	(a) Analysis of charge in the period				
		Period 30 Jan 28 Jai	11 to	Period 31 Jan 29 Jar	10 to
		2000	£000	£000	£000
	In respect of the period				
	UK Corporation tax		188		18
	Deferred tax				
	Origination and reversal of timing differences	257		152	
	Total deferred tax (note 11)	_ <del></del>	257		152
	Tax on profit on ordinary activities		445		170

#### NOTES TO THE ABBREVIATED ACCOUNTS

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 6. Taxation on ordinary activities (continued)

#### (b) Factors affecting current tax charge

The tax assessed on the profit on ordinary activities for the period is lower than the standard rate of corporation tax in the UK of 24 83% (2011 - 28%)

	Period from 30 Jan 11 to	Period from 31 Jan 10 to
	28 Jan 12 £000	29 Jan 11 £000
Profit on ordinary activities before taxation	1,179	1,087
Profit on ordinary activities by rate of tax	293	304
Effects of		
Expenses not deductible for tax purposes Capital allowances for period in excess of	7	8
depreciation	16	28
Utilisation of tax losses	(127)	(321)
Provisions tax adjustment	(1)	(1)
Total current tax (note 6(a))	188	18

#### 7. Tangible fixed assets

	Freehold Property £000	Leasehold Property £000	Fixtures & Fittings £000	Total £000
Cost				
At 30 January 2011	976	1,696	3,885	6,557
Additions		17	172	189
Disposals	-	_	(64)	(64)
At 28 January 2012	976	1,713	3,993	6,682
Depreciation				
At 30 January 2011	90	249	2,686	3,025
Charge for the period	10	35	254	299
On disposals	-	_	(32)	(32)
At 28 January 2012	100	284	2,908	3,292
Net book value				
At 28 January 2012	876	1,429	1,085	3,390
At 29 January 2011	886	1,447	1,199	3,532

## **NOTES TO THE ABBREVIATED ACCOUNTS**

8.	Stocks		
		28 Jan 12 £000	29 Jan 11 £000
	Raw materials	344	339
	Work in progress	90	95
	Finished goods	1,928	<i>2,066</i>
		2,362	2,500
9.	Debtors		
		28 Jan 12 £000	29 Jan 11 £000
	Trade debtors	1,032	916
	Staff loans	23	19
	Other debtors	45	<i>75</i>
	Prepayments and accrued income	222	195
	Deferred taxation (note 11)	<del>-</del>	<i>63</i>
		1,322	1,268
10.	Creditors: Amounts falling due within one y	ear	
		28 Jan 12	29 Jan 11
	Trade creditors	£000	£000
	Corporation tax	140 78	187
	PAYE and social security	76 87	18 88
	VAT	216	215
	Other creditors	19	17
	Accruals and deferred income	777	854
		1,317	1,379

#### NOTES TO THE ABBREVIATED ACCOUNTS

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 11. Deferred taxation

The deferred tax included in the Balance sheet is as follows

	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	£000	£000
Included in debtors (note 9)	-	(63)
Included in provisions	194	-
	194	(63)
The movement in the deferred taxation account during	g the period was	
	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	£000	£000
At 30 January 2011  Profit and loss account movement arising during the	(63)	(214)
period	257	<b>15</b> 1
At 28 January 2012	194	(63)
•		<u>``</u>

The balance of the deferred taxation account consists of the tax effect of timing differences in respect of

	28 Jan 12	29 Jan 11
	€000	£000
Excess of taxation allowances over depreciation	n on	
fixed assets	211	68
Tax losses available	-	(113)
Other timing differences	(17)	(18)
	404	<del></del>
	194	<u>(63)</u>

#### 12. Commitments under operating leases

At 28 January 2012 the company had annual commitments under non-cancellable operating leases as set out below

	28 Jan 12		29 Jan 11	
	Land and buildings £000	Other Items £000	Land and buildings £000	Other Items £000
Operating leases which expire				
Within 1 year	37	57	2	<i>75</i>
Within 2 to 5 years	185	29	107	13
After more than 5 years	412	-	<i>393</i>	-
	634	86	502	88
				_

#### NOTES TO THE ABBREVIATED ACCOUNTS

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 13. Related party transactions

The company has traded with the following companies in which Mr A Fayed, a director, has a beneficial interest

During the year the company made sales of £1 03 million (2011 £1 09 million) and received license fee income of £0 08 million (2011 £0 07 million) from Turnbull & Asser LLC At the year end the company was owed £0 51 million (2011 £0 42 million) by Turnbull & Asser LLC

During the year the company was charged operating expenses of £0.04 million (2011 £0.03 million) by Hyde Park Residence Limited The company also purchased fixed assets from Hyde Park Residence Limited for £nil (2011 £0.06 million) At the year end the company owed £0.01 million (2011 £nil) to Hyde Park Residence Limited

During the year the company also traded with Bespoken Inc, a company in which Mr A Fayed's son is a director. The company was charged operating expenses of £0.1 million (2011 £0.05 million). At the year end the company was owed £0.09 million (2011 £0.09 million) by Bespoken Inc.

#### 14. Share capital

#### Allotted, called up and fully paid:

	28 Jan 12		29 Jan 11	
8,500,000 Ordinary bearer shares of	No	9000	No	£000
\$0 0001 each 24,500,000 Ordinary shares of £0 1	8,500,000	-	8,500,000	-
each	24,500,000	2,450	24,500,000	2,450
	33,000,000	2,450	33,000,000	2,450

The Ordinary US\$ shares are each entitled to receive dividends amounting to the first 99% of the amount of profits which the company may determine to distribute in respect of any financial year, divided by the number of Ordinary US\$ shares then in issue. The Ordinary £ shares are each entitled to receive a dividend of the remaining 1% of distributable profits, divided by the number of Ordinary £ shares then in issue.

Each Ordinary US\$ share carries 99 votes Each Ordinary £ share carries one vote

In the event of a return of capital or winding up the Ordinary US\$ shares shall be entitled to receive the first 99% of the assets available for distribution. Only after the Ordinary US\$ class has received its full entitlement shall the Ordinary £ class be entitled to the balance of the assets available.

Neither class of share is redeemable at the shareholder's request

## NOTES TO THE ABBREVIATED ACCOUNTS

15.	Other reserves		
		Period from 30 Jan 11 to 28 Jan 12 £000	Period from 31 Jan 10 to 29 Jan 11 £000
	Capital redemption reserve	30	30
16.	Profit and loss account		
		Period from 30 Jan 11 to 28 Jan 12 £000	Period from 31 Jan 10 to 29 Jan 11 £000
	Balance brought forward Profit for the financial period	3,757 734	2,840 917
	Balance carried forward	4,491	3,757
17.	Reconciliation of movements in shareh	olders' funds	
		28 Jan 12 £000	29 Jan 11 £000
	Profit for the financial period Opening shareholders' funds	734 6,237	917 5,320
	Closing shareholders' funds	6,971	6,237

#### **NOTES TO THE ABBREVIATED ACCOUNTS**

#### PERIOD FROM 30 JANUARY 2011 TO 28 JANUARY 2012

#### 18. Notes to the cash flow statement

Reconciliation of operating profit to net cash inflow from operating activities

	Period from	Period from
	30 Jan 11 to	31 Jan 10 to
	28 Jan 12	29 Jan 11
	2000	£000
Operating profit	1,188	1,130
Depreciation	299	317
Loss on disposal of fixed assets	32	_
Decrease/(increase) in stocks	138	(450)
Increase in debtors	(117)	(240)
(Decrease)/increase in creditors	(121)	61
Net cash inflow from operating activities	1,419	818

#### Reconciliation of net cash flow to movement in net funds

	28 Jan 12		29 Jan 11	
Increase/(decrease) in cash in the	£000	2000	£000	£000
period	1,092		(342)	
Net cash outflow from bank loans			<i>850</i>	
Change in net funds		1,092		<u>508</u>
Net funds at 30 January 2011		316		(192)
Net funds at 28 January 2012		1,408		316

#### Analysis of changes in net funds

	At 30 January	At 28 January	
	2011 £000	Cash flows £000	2012 £000
Net cash			
Cash in hand and at bank	316	1,092	1,408
Debt		-	<del></del> .
Net funds	316	1,092	1,408

#### 19. Ultimate controlling party

The ultimate controlling party is Mr A Fayed