1156173

## GREATER LONDON HIRE LIMITED

FINANCIAL ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

HAGER STENHOUSE & CO. QUALIFIED ACCOUNTANTS

\*APJHYUH\*

0613 10/11/00

DIRECTORS:

J M Scott

R D Rosling

I R Gibbons (Non-Executive)

SECRETARY:

N Michaeloudis

REGISTERED OFFICE:

14-18 High Road

London N2 9PJ

REGISTERED NUMBER:

1156173

BANKERS:

National Westminster Bank Plc

PO Box 4RY

250 Regent Street London W1A 4RY

SOLICITORS:

Maples Teesdale

21 Lincoln's Inn Fields

London WC2A 3DU

AUDITORS:

Hager Stenhouse & Co.

Registered Auditors Qualified Accountants

206 High Road London N15 4NP

# FOR THE YEAR ENDED 30TH APRIL 2000

### CONTENTS

- 1. Report of the Directors
- 2. Statement of Directors' Responsibilities
- 3. Auditors' Report
- 4. Profit and Loss Account
- 5. Balance Sheet
- 6. Cash Flow Statement
- 7. Notes to the Accounts

# The following pages do not form part of the Statutory Accounts Appendix

- 1. Trading and Profit and Loss Account
- 2. Schedule to the Trading and Profit and Loss Account

# REPORT OF THE DIRECTORS

#### FOR THE YEAR ENDED 30TH APRIL 2000

The directors present their annual report with the accounts of the company for the year ended 30th April 2000.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was car, bike and van delivery services for both private and commercial customers.

#### REVIEW OF BUSINESS

A summary of the results for the year is given on page 4 of the accounts. The loss for the year reflects the cessation of trade by the company's subsidiary company which has terminated its franchise agreement. This has resulted in it occurring exceptional, non-recurring expenditure and thus reducing substantially service charges payable to the holding company.

#### **DIVIDENDS**

The directors recommend a dividend of £32,400 which leaves a loss of £57,922 to be deducted from retained earnings.

#### FIXED ASSETS

Acquisitions and disposals of fixed assets during the year are shown in note 9.

In the opinion of the directors, the open market value of the company's leasehold property is not materially in excess of that shown in the accounts in relation to its use in the company's trade.

#### DIRECTORS

The directors in office in the year and their beneficial interests in the company's issued ordinary share capital were as follows:

	Ordinary 5 2000	Shares of £1 each 1999
J M Scott J M Scott Trust R D Rosling	6,312 1,600	6,312 1,600
I R Gibbons (Non-Executive)	-	-
		Non-Voting Shares of £1 each 1999
J M Scott	5	5

Continued.....

# GREATER LONDON HIRE LIMITED REPORT OF THE DIRECTORS (CONTINUED)

### FOR THE YEAR ENDED 30TH APRIL 2000

#### **EMPLOYEES**

The directors endeavour to ensure that as far as possible the training, career development and promotion of disabled persons is the same as for other employees. Should employees become disabled, every effort is made to ensure that their employment continues and appropriate retraining is received.

#### **AUDITORS**

The auditors, Hager Stenhouse & Co. are deemed to be re-appointed in accordance with Section 386 of the Companies Act 1985.

Signed on behalf of the board of directors

N Michaeloudis Secretary

27th October 2000

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial accounts 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 accounts the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial accounts 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.

J M Scott Director

On behalf of the Board

27th October 2000

# AUDITORS' REPORT TO THE SHAREHOLDERS OF GREATER LONDON HIRE LIMITED

We have audited the financial accounts on pages 4 to 7 which have been prepared under the historical cost convention and the accounting policies set out on page 7a.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 2 the company's directors are responsible for the preparation of financial accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

#### BASIS OF OPINION

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial accounts.

#### OPINION

In our opinion the financial accounts give a true and fair view of the state of the company's affairs as at 30th April 2000 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

In our opinion, the company is entitled for the year ended 30th April 2000 to the exemption conferred by Section 248 of the Companies Act 1985, from the requirement to prepare group accounts.

HAGER STENHOUSE & CO.

Registered Auditors

Qualified Accountants

206 High Road

London N15 4NP

27th October 2000

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH APRIL 2000

	Notes	£ 2000 £	£ <u>1999</u>
TURNOVER	2	4,652,646	4,280,860
Cost of Sales		2,732,772	2,447,148
GROSS PROFIT		1,919,874	1,833,712
Net Operating Expenses Administrative Expenses - Recurring Exceptional Item Service Charge Receivable	3	(2,618,316) 51,681 632,855	(2,397,481) - 802,238
OPERATING (LOSS)/PROFIT	4	(13,906)	238,469
Interest Payable	5	33,120	36,390
(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		(47,026)	202,079
Tax on Ordinary Activities	8	(21,504)	28,464
(LOSS)/PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		(25,522)	173,615
Dividends Paid		32,400	62,500
RETAINED (LOSS)/PROFIT FOR THE YEAR		£ (57,922)	£ 111,115
STATEMENT OF RETAINED EARNINGS			
Retained Profit Brought Forward Retained (Loss)/Profit for the Year		513,805 (57,922)	402,690 111,115
RETAINED PROFIT CARRIED FORWARD	٠	£ 455,883	£ 513,805

None of the company's activities were acquired or discontinued during the above two financial years.

There were no recognised gains or losses other than the profit or loss for the above two financial years.

The notes on page 7 form part of these accounts.

# BALANCE SHEET AS AT 30TH APRIL 2000

	Notes	£	2000 £	£	£
FIXED ASSETS		æ.	æ	£	<b>x.</b>
Tangible Assets Investments	9 10		430,583 100		366,718 100
CURRENT ASSETS			430,683		366,818
Debtors Cash at Bank and in Hand	11	914,612 3,149		962,576 2,413	
CREDITORS : Amounts Falling Due within One Year	12	917,761 (806,242)	) .	964,989 (709,432)	
NET CURRENT ASSETS			111,519		255,557
TOTAL ASSETS LESS CURRENT LIABILI	ries		542,202		622,375
CREDITORS : Amounts Falling Due After more than One Year	13	ŧ	78,314 £ 463,888	£	100,565
CAPITAL AND RESERVES					
Share Capital Profit and Loss Account	15 16		8,005 455,883		8,005 513,805
TOTAL SHAREHOLDERS' FUNDS	17		£ 463,888	å	521,810

Signed on behalf of the board of directors

J M Scott Director

Approved by the board: 27th October 2000

The notes on page 7 form part of these accounts.

# FOR THE YEAR ENDED 30TH APRIL 2000

	Note	£ 2	£	£ <u>1</u>	999 £
NET CASH INFLOW FROM OPERATING ACTIVITIES	18		36,489		219,574
Returns on Investments and Servicing of Finance Interest Paid	3	(23,115)		(35,492)	
Interest Element of HP Repayments		(10,005)	. (22, 422)	(898)	10( 000)
			(33,120)		(36,390)
Taxation			(14,439)		(23,315)
Capital Expenditure Purchase of Tangible Fixed Assets Sale of Tangible Fixed Assets		(43,258) 380		(60,786) 600	
			(42,878)		(60,186)
			(53,948)		99,683
Equity Dividends Paid			(32,400)		(62,500)
Financing			(86,348)		(37,183)
Debt Due Within a Year:  Bank Loan Repayments  Debt Due Beyond a Year:		(61,974)		(13,389)	
Bank Loan Repayments Capital Element of HP Repayments		(31,570)		(60,000) (2,026)	
. •			(93,544)		(75,415)
DECREASE IN CASH			(179,892)		(38,232)

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

#### 1. ACCOUNTING POLICIES

#### Basis of Accounting

The accounts have been prepared under the historical cost convention.

#### Turnover

Turnover represents the net invoiced sales of services, excluding VAT.

#### Tangible Fixed Assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life:

Leasehold Properties
Motor Vehicles
Plant and Equipment

The period of the lease 20% on cost

4%-15% on cost

#### Leased Assets

Assets held under hire purchase contracts are capitalised at the estimated fair value at date of inception of each contract. The assets are depreciated over their expected useful lives. The finance charges are allocated over the period of the contract.

Rentals payable under operating leases are charged to the profit and loss account as incurred.

#### Deferred Taxation

Deferred Taxation is provided on the liability method in respect of the taxation effect of all timing differences to the extent that tax liabilities are likely to crystallise in the foreseeable future.

#### Pensions

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the profit and loss account.

#### 2. TURNOVER

The Turnover and Loss (1999 - Profit) before taxation for the year is attributable to the principal activity of the Company which is car, bike and van delivery services for both private and commercial customers.

#### 3. EXCEPTIONAL ITEM

This represents part reversal of a provision for diminution in value of the company's long leasehold property made four years ago, to prudently reflect increase in the property's value since then.

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

### 4. OPERATING (LOSS)/PROFIT

The Operating Loss (1999 - Profit) is stated after charging:

arter charging:	<u>2000</u>	<u>1999</u> £
Depreciation of Tangible Fixed Assets Part Reversal of Provision for Diminution	54,424	49,869
in Value of Leasehold Property	(51,681)	-
Operating Lease Rentals - Plant	131,527	109,378
Interest Payable (Note 5)	33,120	36,390
Staff Costs (Note 6)	1,809,143	1,621,268
Auditors' Remuneration	7,425	6,825
	===	
5. INTEREST PAYABLE		
	2000 £	<u>1999</u> £
On Loans Repayable within Five Years		•
Hire Purchase Interest	10,005	898
Bank Loans	2,337	13,688
Bank Overdraft	19,778	20,779
On Loans Repayable after Five Years		
Other Loan	1,000	1,025
	33,120	36,390
	<del></del>	-

### 6. STAFF COSTS

The costs incurred, including directors' remuneration (Note 7), were as follows:

Temanoration (Nove 77, were as retrons.	<u>2000</u> €	<u>1999</u> £
Wages and Salaries Pension Costs - Directors Pension Costs - Staff	1,778,726 12,628 17,789	1,591,283 12,418 17,567
	1,809,143	1,621,268

The average weekly number of employees during the year was 76 (1999 - 77).

### Pension Costs - Defined Contribution Scheme

The company operates a defined contribution scheme. The assets of the scheme are held separately from those of the company in an administered fund.

The pension cost charge represents contributions paid by the company to the fund and amounted to £30,417 (1999 £29,985).

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

7. DIRECTORS' REMUNERATION		
	2000 £	<u>1999</u> £
Directors' Remuneration Directors' Pension Scheme	266,418 12,628	197,235 12,418
	279,046	209,653
Highest Paid Director		
Remuneration Pension Scheme Contributions	176,276 7,390	115,076 7,390
8. TAXATION		
The tax (credit)/charge was as follows:	2000	1999
Overprovision in Previous Years Corporation Tax	(21,504) -	- 28,464

The overprovision has arisen due to tax losses sustained during the year, which have been relieved against profits in previous years.

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

### 9. TANGIBLE FIXED ASSETS

THOUGHT TAND TOOMS	Motorbikes £	Plant & Equipment	Land and Buildings f	TOTAL £
COST	•	~	~	~
At 1st May 1999	-	527,708	174,916	702,624
Additions in the year	13,420	50,428	3,140	66,988
Disposals in the year		(11,057)		(11,057)
At 30th April 2000	13,420	567,079	178,056	758,555
DEPRECIATION				
At 1st May 1999	_	234,578	101,328	335,906
Write Off On Disposal	-	(5,606)	-	(5,606)
Charge for the year	3,355	44,084	1,914	49,353
Part Reversal of Provision				
for Diminution in Value	_		(51,681)	(51,681)
At 30th April 2000	3,355	273,056	51,561	327,972
NET BOOK VALUE		<u> </u>	<del></del>	
At 30th April 2000	10,065	294,023	126,495	430,583
At 30th April 1999	-	293,130	73,588	366,718
Land and Buildings (Net Book	values) Com	prise:	<del></del>	<del></del> -
•		_	2000	<u>1999</u> £
Long Leasehold		115,		63,319
Short Leasehold			495	10,269
		126	495	73,588

The above analysis includes the following in respect of assets held under hire purchase contracts:

•	<u>Motorbikes</u> £	Plant & Equipment £	TOTAL
Net Book Value:	d.	<b>4.</b>	d.
30th April 2000	10,065	103,086	113,151
30th April 1999	-	111,754	111,754
		<del></del>	
Depreciation:			
Charge for 2000	3,355	20,949	24,304
Charge for 1999	-	19,721	19,721
			=======================================
Accumulated to:			
30th April 2000	3,355	40,670	44,025
30th April 1999	-	19,721	19,721
	=======================================		

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

### 10. FIXED ASSETS INVESTMENTS

	<u>2000</u> £	<u>1999</u> £
Shares in Group Company	100	100

The company owns the whole of the issued ordinary share capital of Sloane Limited, which was incorporated in England.

- (a) The aggregate amount of its capital and reserves as at 30th April 2000 was £3,090 (1999 £5,632).
- (b) Its loss for the year ended 30th April 2000 was £2,542 (1999 Loss £11,859).

The principal activity of Sloane Limited in the year under review was to trade under contract as distribution agents and carriers of parcels and packages. This franchise agreement was terminated on 10th March 2000. Greater London Hire Limited is exempted from preparing group accounts under the provisions of Section 248 of the Companies Act 1985, and is presenting figures as an individual undertaking not as a group.

#### 11. DEBTORS

		<u>2000</u> €	<u>1999</u> £
	Amounts due within one year:		
	Trade Debtors Amount Due from Subsidiary Company Sundry Debtors and Prepayments Taxation	776,109 20,575 96,424 21,504	684,907 224,624 53,045
		914,612	962,576
12.	CREDITORS: Amounts Falling Due within One Year	<del></del>	
		<u>2000</u> €	<u>1999</u> £
	Bank Loans and Overdrafts (see below) Trade Creditors Other Creditors:	335,563 219,670	216,909 177,967
	Taxation Social Security and Other Taxes Hire Purchase Creditor Director's Loan Account Sundry Creditors and Accruals	175,921 40,178 208 34,702	14,439 229,209 25,767 1,092 44,049
		806,242	709,432
	Bank Overdraft Bank Loan Account	335,563	154,935 61,974
		335,563	216,909

The bank overdraft is secured by a fixed and floating charge over the other assets and related undertakings of the company.

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

	CREDITORS: Amounts Falling Due After more than One Year					
			<u>2000</u> £		<u>1999</u> £	
	Hire Purchase Creditor (two to five Other Loan (after five years)	years)	68,314 10,000		90,565	
			78,314		100,565	
14.	PROVISION FOR LIABILITIES AND CHARC	<u>ES</u>				
	Deferred taxation is attributable to:	Pro 2000 £	vided 1999 £	<u>Unpro</u> 2000 £	vided 1999 £	
	Capital allowances	<u>-</u>		32,768	32,934	
15.	SHARE CAPITAL		<u>2000</u> £		<u>1999</u> £	
	Authorised: 8,000 Ordinary Shares of £1 each		8,000		8,000	
	100 'A' Non-Voting Ordinary Share of £1 each	s .	100	=	100	
Allotted, Issued and Fully Paid: 8,000 Ordinary Shares of £1 each 5 'A' Non-Voting Ordinary Shares			8,000	•	8,000	
	of £1 each		5		5	
			8,005		8,005	
16	. RESERVES			Profit & Loss A/c		
	At 1st May 1999			513,805		
	Retained Loss for the Year			(57,922)		
	At 30th April 2000			455,883		
17	. RECONCILIATION OF MOVEMENTS IN SHA	AREHOLDERS			1000	
			2000 £		<u>1999</u> £	<u>!</u>
	(Loss)/Profit for the Financial Ye	ear	(25,522)	•	173,615	5
	Dividends		32,400		62,500	)
			(57,922)	)	111,115	5
	Opening Shareholders' Funds		521,810		410,69	5
	Closing Shareholders' Funds		463,888		521,810	0 =

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH APRIL 2000

### 18. NOTES TO THE CASH FLOW STATEMENT

# RECONCILIATION OF OPERATING (LOSS)/PROFIT TO OPERATING CASH FLOWS

Operating (Loss)/Profit Depreciation Part Reversal of Provision for Diminution in Value of Leasehold Property Loss on Sale of Fixed Assets Decrease/(Increase) in Debtors (Decrease)/Increase in Creditors		200 £ (13,90 49,35	<del>-</del> 6)	1999 £ 238,469
		(51,68 5,07 69,46 (21,81	51) 11 88	42,666 7,203 (122,058) 53,294
Net Cash Inflow from Operating Activities		36,48	39 =-	219,574
RECONCILIATION OF NET CASH FL	OW TO MOVEMEN	NT IN NET DE	<u>3T</u>	
		200	<u>00</u> E	<u>1999</u> £
Decrease in Cash in the year Cash Outflow/(Inflow) from Increase/(Decrease) in Debt and Hire Purchase Financing New Hire Purchase Agreements		(179,89	•	(38,232)
		93.5 <sup>1</sup> (23.7)		75,415 (118,358)
Movement in Net Debt in year Net debt at 1st May 1999			(110,078) (330,828)	
Net Debt at 30th April 2000		(440,9	(440,906)	
ANALYSIS OF CHANGES IN NET DI	EBT			
	At Start of Year	$\frac{\texttt{Flows}}{\mathfrak{L}}$	Non-Cash Changes £	At End of Year £
Cash at Bank and in Hand Bank Overdrafts	2,413 (154,935)	736 (180,628)		3,149 (335,563)
	•	(179,892)		
Debt Due Within 1 Year Hire Purchase Agreements	(61,974) (116,332)	61,974 31,570 93,544	(23,730)	(108,492)
		73,777		
		406 -10		

During the year the company entered into hire purchase agreements in respect of assets with a total capital value at inception of £23,730.

(330,828)

(86,348)

(23,730) (440,906)

# TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH APRIL 2000

	2000 £ £	£ <u>1999</u>	
SALES	4,652,646	4,280,860	
COST OF SALES			
Direct Costs	2,732,772	2,447,148	
GROSS PROFIT	1,919,874	1,833,712	
Service Charges	632,855	802,238	
LESS OVERHEADS	2,552,729	2,635,950	
Administration	2,287,426	2,132,032	
Directors' Remuneration	279,046	209,653	
Auditors' Remuneration	7,425	6,825	
Financial	23,115	35,492	
Depreciation	2,743	49,869	
	2,599,755	2,433,871	
NET (LOSS)/PROFIT FOR THE YEAR	£ (47,026	£ 202,079	

# SCHEDULE TO THE TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH APRIL 2000

	<u>2000</u> £	<u>1999</u> £
Administration  Wages and Salaries Staff Pension Scheme Motor Running Expenses Travel and Subsistence Repairs and Renewals Telephone and Facsimilia Charges Printing, Postage and Stationery Advertising - Sales and General Advertising - Recruitment	1,512,308 17,789 106,241 4,933 8,593 90,852 58,365 41,571 50,153	1,394,048 17,567 59,020 6,601 15,503 83,252 68,944 43,556 47,115
Heating and Lighting Training - Staff and Drivers Insurances Rent and Rates Equipment and Aerial Expenses Computer Maintenance and Supplies Bank Charges Legal and Professional Fees	90,153 11,743 916 19,035 92,603 50,259 17,863 11,789 11,186	14,144 6,507 24,649 91,519 52,065 25,623 17,010 14,966
Leasing Charges Hire Purchase Interest Bad Debts Canteen and Cleaning Sundry Expenses	131,527 10,005 10,396 19,556 9,743	109,378 898 12,017 19,466 8,184 2,132,032
Directors' Remuneration Directors' Emoluments Directors' Pension Scheme	266,418 12,628 279,046	197,235 12,418 209,653
Auditors' Remuneration Auditors' Remuneration	7,425	6,825
<u>Financial</u> Loan Interest Bank Interest	3,337 19,778 23,115	14,713 20,779 ———————————————————————————————————
Depreciation Depreciation Leasehold Property Depreciation Motorbikes Depreciation Plant & Equipment Loss on Sale of Fixed Assets	(49,767) 3,355 44,084 5,071 2,743	2,308 40,358 7,203 49,869