

REGISTERED NUMBER: 1160766

DOUGLAS DEAKIN YOUNG LIMITED

DIRECTORS' REPORT AND ACCOUNTS

31 MARCH 1995



DOUGLAS DEAKIN YOUNG LIMITED

REPORT AND ACCOUNTS

YEAR ENDED 31 MARCH 1995

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DOUGLAS DEAKIN YOUNG LIMITED  
OFFICERS AND PROFESSIONAL ADVISERS

DIRECTORS: MRS E.L. BOTTING (CHAIRMAN)  
A.T.N. WARNER (MANAGING)  
A.C. MARR  
R.H. AULT  
L. FITZPATRICK  
M. HAWKINS

SECRETARY: R.H. AULT

REGISTERED OFFICE: 22-25a Sackville Street,  
London,  
W1X 2DH

AUDITORS: SAMPSON WEST  
Registered Auditors  
Chartered Accountants

BANKERS: NATIONAL WESTMINSTER BANK PLC

REGULATOR: PERSONAL INVESTMENT AUTHORITY

DOUGLAS DEAKIN YOUNG LIMITED

DIRECTORS' REPORT

The Directors present their annual report and audited accounts for the year ended 31 March 1995.

1. Review of the business

The principal activities of the Company are investment management, personal financial planning, pension and taxation consultancy and providing payroll services.

Turnover for the year decreased by £125,102. Retained profit increased by £18,708 to £575,785. The Directors expect the general level of activity to continue for the foreseeable future.

2. Results and Dividend

The results for the year ended 31 March 1995 are shown on page 5.

In the opinion of the Directors the results for the year were satisfactory.

The Directors do not recommend a dividend.

3. Directors and their interests

The present membership of the board is set out on page 1.

The persons who served as Directors throughout the year except where shown otherwise, and their interests, as defined by the Companies Act 1985, in the shares of the Company, were as follows:

|                                    | <u>Ordinary Shares of £1 each</u> |                   |   |                   |
|------------------------------------|-----------------------------------|-------------------|---|-------------------|
|                                    | Non<br>Beneficial                 | Non<br>Beneficial | Non<br>Beneficial                                 | Non<br>Beneficial |
|                                    | 31.3.95                           | 31.3.95           | At Date of Appointment<br>or if later:<br>31.3.94 | 31.3.94           |
| Mrs E.L. Botting                   | 46,157                            | -                 | 46,157  | -                 |
| A.T.N. Warner                      | 25,230                            | 10,800            | 30,230  | 5,200             |
| A.C. Marr                          | 9,756                             | -                 | 10,356  | -                 |
| R.H. Ault (apptd 12 May 1994)      | 800                               | -                 | 800   | -                 |
| L. Fitzpatrick (apptd 12 May 1994) | 443                               | -                 | 443   | -                 |
| M. Hawkins (apptd 12 May 1994)     | 2,053                             | -                 | 2,053   | -                 |
|                                    | <u>84,439</u>                     | <u>10,800</u>     | <u>90,039</u>                                     | <u>5,200</u>      |
|                                    | =====                             | =====             | =====   | =====             |

DOUGLAS DEAKIN YOUNG LIMITED

DIRECTORS' REPORT (Continued)

4. Fixed Assets

Information relating to changes in tangible fixed assets is given in note 7 to the financial statements.

5. Charitable Contribution

During the year the Company made charitable donations of £825 (1994 - £73).

6. Close Company Status

In the opinion of the Directors, the Company is a close company as defined by the provisions of the Income and Corporation Taxes Act 1988.

7. Auditors

The company passed an Elective Resolution on 26 June 1990 in accordance with Section 386 of the Companies Act 1985 dispensing with the obligation to appoint auditors annually and accordingly Sampson West shall remain in office until the company or Sampson West otherwise determine.

8. Statement of Directors' Responsibilities

Company law requires the directors 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 statements, the directors are required to

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

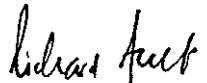
The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Douglas Deakin Young Limited  
22-25a Sackville Street,  
London W1X 2DH

BY ORDER OF THE BOARD

R.H. AULT  
Secretary

20 July 1995



REPORT OF THE AUDITORS  
TO THE MEMBERS OF  
DOUGLAS DEAKIN YOUNG LIMITED

We have audited the financial statements set out on pages 5 to 14 which have been prepared under the historical cost convention and the accounting policies set out on pages 8 and 9.

Respective responsibilities of directors and auditors

As described on page 3 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

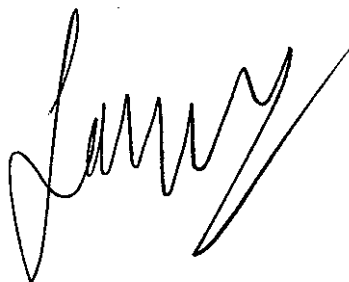
We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements 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 the Company's affairs at 31 March 1995 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

45 Bedford Row  
London WC1R 4LR



SAMPSON WEST  
Registered Auditors  
Chartered Accountants  
21 July 1995

DOUGLAS DEAKIN YOUNG LIMITED

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 MARCH 1995

|   | Notes | <u>1995</u><br>£            | <u>1994</u><br>£            |
|---|-------|-----------------------------|-----------------------------|
| Turnover  |       | 1,335,128                   | 1,460,230                   |
| Change in work in progress  |       | <u>(1,891)</u><br>1,333,237 | <u>1,565</u><br>1,461,795   |
| Other operating income  | 2     | <u>-</u><br>1,333,237       | <u>22,394</u><br>1,484,184  |
| Staff costs   | 3     | <u>(913,889)</u><br>419,348 | <u>(896,350)</u><br>587,839 |
| Depreciation and other amounts<br>written off tangible fixed assets |       | <u>(58,328)</u><br>361,020  | <u>(54,983)</u><br>532,856  |
| Other operating charges   | 4     | <u>(348,687)</u><br>12,333  | <u>(377,863)</u><br>154,993 |
| Income from fixed asset investments                                 |       | <u>6,788</u><br>19,121      | <u>1,067</u><br>156,060     |
| Other interest receivable and similar income                        |       | <u>22,867</u>               | <u>23,689</u>               |
| Profit on ordinary activities before taxation                       |       | 41,988                      | 179,749                     |
| Taxation on profit on ordinary activities                           | 6     | <u>(23,280)</u>             | <u>(42,334)</u>             |
| Profit for the financial year                                       |       | 18,708                      | 137,415                     |
| Less dividends paid   | 12    | <u>( - )</u>                | <u>(38,773)</u>             |
| Retained profit for the year  |       | 18,708                      | 98,642                      |
| Retained profit brought forward                                     |       | <u>557,077</u>              | <u>458,435</u>              |
| Retained profit carried forward                                     |       | 575,785<br>=====            | 557,077<br>=====            |

**CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current or previous year.

**TOTAL RECOGNISED GAINS AND LOSSES**

The company has no recognised gains or losses other than the profits for the current or previous year.

The accompanying notes are an integral part of these financial statements.

DOUGLAS DEAKIN YOUNG LIMITED

BALANCE SHEET

31 MARCH 1995

|   | Notes | <u>1995</u><br>£   | <u>1994</u><br>£   |
|---|-------|--------------------|--------------------|
| Fixed Assets                                      |       |                    |                    |
| Tangible Assets                                   | 7     | 95,242             | 95,887             |
| Investments                                       | 8     | <u>73,509</u>      | <u>50,172</u>      |
|   |       | 168,751            | 146,059            |
| Current Assets                                    |       |                    |                    |
| Work in progress                                  |       | 7,138              | 9,029              |
| Debtors   | 9     | 182,095            | 217,591            |
| Cash at bank and in hand                          | 10    | <u>490,354</u>     | <u>498,704</u>     |
|   |       | 679,587            | 725,324            |
| Creditors: Amounts falling due<br>within one year | 11    | ( <u>170,259</u> ) | ( <u>212,012</u> ) |
| Net Current Assets                                |       | <u>509,328</u>     | <u>513,312</u>     |
| Total Assets less Current Liabilities             |       | 678,079<br>=====   | 659,371<br>=====   |
| Capital and Reserves                              |       |                    |                    |
| Called-up share capital                           | 13    | 100,000            | 100,000            |
| Share Premium Account                             |       | 1,460              | 1,460              |
| Capital Redemption Reserve                        |       | 834                | 834                |
| Retained profit                                   |       | <u>575,785</u>     | <u>557,077</u>     |
|   |       | 678,079<br>=====   | 659,371<br>=====   |

The financial statements were approved by the Directors on 20 July 1995

A.T.N. Warner .....  
                    Director

The accompanying notes are an integral part of these financial statements.



DOUGLAS DEAKIN YOUNG LIMITED

CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 1995

|  | <u>1995</u>     | <u>1994</u>       |
|--|-----------------|-------------------|
|  | £               | £                 |
| <b>Net Cash inflow from operating activities</b>                                       | 82,680          | <u>221,904</u>    |
| <b>Returns on investments and servicing of finance</b>                                 |                 |                   |
| Interest received  | 22,867          | 23,689            |
| Dividends received   | 6,788           | 1,067             |
| Dividends paid   | <u>-</u>        | <u>(38,773)</u>   |
| <b>Net cash inflow/(outflow) from returns on investments and servicing of finance</b>  | 29,655          | <u>(14,017)</u>   |
| <b>Taxation</b>  |                 |                   |
| Corporation tax paid (including ACT)   | <u>(39,665)</u> |                   |
| <b>Tax paid</b>  | (39,665)        | (42,383)          |
| <b>Investing activities</b>  |                 |                   |
| Payments to acquire investments  | (26,462)        | (14,164)          |
| Payments to acquire tangible fixed assets  | (57,683)        | (109,849)         |
| Receipts from sales of tangible fixed assets   | -               | 19,575            |
| Receipts from sales of investments   | <u>3,125</u>    | <u>138,735</u>    |
| <b>Net cash (outflow)/inflow from investing activities</b>                             | <u>(81,020)</u> | <u>34,297</u>     |
| <b>(Decrease)/Increase in cash and cash equivalents</b>                                | (8,350)         | 199,801           |
|  | =====           | =====             |
| <b>Notes to the cash flow statement</b>  |                 |                   |
| 1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES     | £               | £                 |
| Profit on ordinary activities before taxation  | 41,988          | 179,749           |
| Non operating income   | <u>(29,655)</u> | <u>(24,756)</u>   |
| Operating profit   | 12,333          | 154,993           |
| Loss/(Profit) on Disposal of Fixed Assets  | 89              | (14,203)          |
| Profit on Disposal of Investments  | -               | (8,191)           |
| Depreciation charges   | 58,239          | 54,983            |
| Decrease/(Increase) in Work in progress  | 1,891           | (1,565)           |
| Decrease in debtors (excl CT & ACT)  | 24,205          | 7,027             |
| (Decrease)/Increase in creditors (excl CT & ACT)                                       | <u>(14,077)</u> | <u>28,860</u>     |
| <b>Net cash inflow from operating activities</b>                                       | 82,680          | 221,904           |
|  | =====           | =====             |
| 2. ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS DURING THE YEAR                    | £               | £                 |
| Balance at 1 April 1994  | 498,704         | 298,903           |
| Net cash (outflow)/inflow  | <u>(8,350)</u>  | <u>199,801</u>    |
| Balance at 31 March 1995   | 490,354         | 498,704           |
|  | =====           | =====             |
| 3. ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET | 1995            | 1994              |
|  | £               | £                 |
| Cash at bank and in hand   | 490,354         | 498,704           |
|  | =====           | =====             |
|  |                 | Change<br>in year |
|  |                 | £                 |
|  |                 | (8,350)           |
|  |                 | =====             |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 1995

1. Statement of Accounting Policies

(a) Basis of Accounting

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

(b) Investments

Investments in subsidiaries are stated at cost less amounts written off. Other investments are stated at cost except when amounts are written off if in the opinion of the Directors there has been a permanent diminution in their underlying value.

(c) Turnover

Turnover consists of consultancy fees and other income, excluding VAT.

(d) Work in progress

Work in progress is valued at the lower of cost and net realisable value. Cost represents unbilled consultancy time valued at an estimated average chargeable cost rate of counsellors salaries plus attributable overheads.

(e) Tangible fixed assets

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

|                       |                     |
|-----------------------|---------------------|
| Leasehold premises    | Period of the lease |
| Fixtures and fittings | 20% pa              |
| Office equipment      | 25% pa              |
| Motor vehicles        | 25% pa              |
| Computer equipment    | 33 1/3% pa          |

Other than for leasehold premises where the charge is proportional to time, a full year's depreciation is charged in the accounting period of acquisition of assets but no charge is made for the accounting period of disposal.

(f) Taxation

Corporation Tax payable is provided on taxable profits at the current rate.

Provision is made for deferred tax at the rate of Corporation Tax ruling at the year end (the liability method), except in respect of any tax reduction which can reasonably be expected to continue for the future.

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

(g) Deferred income

Deferred income represents provisions in respect of income billed in advance of completion of work and is only made where a liability to fulfil specific conditions is identified.

(h) Pensions

The Company operates a defined contribution scheme in respect of certain staff members for which the pension costs charged in the profit and loss account are the actual contributions paid for the period.

(i) Leases

The Company entered into operating and finance leases as described in note 14.

Assets held under finance leases are initially reported at the fair value of the asset, with an equivalent liability categorised as appropriate under creditors due within or after one year. The asset is depreciated over the remainder of the lease term and its useful economic life. Finance charges are allocated to accounting periods over the period of the lease. Rentals under operating leases are charged on a straight line basis over the lease term.

2. Other operating income

|                                   | <u>1995</u> | <u>1994</u>  |
|-----------------------------------|-------------|--------------|
|                                   | £           | £            |
| Profit on sale of tangible assets | -           | 14,203       |
| Profit on sale of investments     | -           | <u>8,191</u> |
|                                   | -           | 22,394       |
|                                   | =====       | =====        |

3. Staff Costs

Particulars of employees (including Directors) and their remuneration are shown below:

|                       | <u>1995</u>   | <u>1994</u>   |
|-----------------------|---------------|---------------|
|                       | £             | £             |
| Wages and salaries    | 762,097       | 758,630       |
| Social security costs | 74,460        | 48,129        |
| Other pension costs   | <u>77,332</u> | <u>89,591</u> |
|                       | 913,889       | 896,350       |
|                       | =====         | =====         |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

3.ctd Staff costs

The average weekly number of persons (including Directors) employed by the Company during the year was as follows:

|                                 | <u>1995</u>   | <u>1994</u>   |
|---------------------------------|---------------|---------------|
|                                 | <u>Number</u> | <u>Number</u> |
| Employment Business Consultants | 15            | 15            |
| Technical and management        | 6             | 6             |
| Administrative and accounts     | 8             | 7             |
| Technical consultancy           | -             | 1             |
| Other                           | <u>1</u>      | <u>1</u>      |
|                                 | 30            | 30            |
|                                 | ==            | ==            |

4. Other operating charges

|  | <u>1995</u>    | <u>1994</u>    |
|--|----------------|----------------|
|  | £              | £              |
| Operating lease charge for hire of buildings | 77,500         | 77,500         |
| Amounts paid to auditors:-                   |                |                |
| -audit fees                                  | 15,000         | 16,877         |
| -fees for other services                     | 8,845          | 6,286          |
| Other operating charges                      | <u>247,342</u> | <u>277,200</u> |
|  | 348,687        | 377,863        |
|  | =====          | =====          |

Included in other operating charges is £12,558 (1994 - £8,800) in respect of services provided by a person connected with a Director.

5. Directors remuneration

Remuneration paid in respect of Directors of the Company was as follows:

|   | <u>1995</u> | <u>1994</u> |
|---|-------------|-------------|
|   | £           | £           |
| For services as Directors (including pension contributions) | 352,570     | 263,309     |
|   | =====       | =====       |
| Chairman  | 64,538      | 63,571      |
| Highest paid Director                                       | 75,811      | 86,435      |

Directors' remuneration fell within the following bands:

|                   | <u>Number</u> | <u>Number</u> |
|-------------------|---------------|---------------|
| £25,001 - £30,000 | 1             | -             |
| £30,001 - £35,000 | 1             | -             |
| £35,001 - £40,000 | 1             | -             |
| £50,001 - £55,000 | 1             | -             |
| £55,001 - £60,000 | -             | 1             |
| £60,001 - £65,000 | 1             | 1             |
| £75,001 - £80,000 | 1             | -             |
| £85,001 - £90,000 | <u>-</u>      | <u>1</u>      |
|                   | 6             | 3             |
|                   | ==            | ==            |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

6. Taxation

The charge for taxation appearing in the profit and loss account is comprised as follows:

|                            | <u>1995</u>   | <u>1994</u>   |
|----------------------------|---------------|---------------|
|                            | £             | £             |
| <u>Corporation Tax</u>     |               |               |
| current year charge at 25% | 23,272        | 42,334        |
| Prior year undercharge     | 8             | -             |
|                            | <u>23,280</u> | <u>42,334</u> |
|                            | =====         | =====         |

There is no liability for deferred taxation in respect of fixed asset values (1994 - fnil). The tax charge is increased as a result of a capital gains tax liability arising on the disposal of leasehold premises that were the subject of an earlier claim to hold over relief.

7. Tangible Fixed Assets

|                       | <u>Leasehold</u> | <u>Office</u>    | <u>Fixtures</u>       | <u>Motor</u>    | <u>Total</u>    |
|-----------------------|------------------|------------------|-----------------------|-----------------|-----------------|
|                       | <u>Premises</u>  | <u>Equipment</u> | <u>&amp; Fittings</u> | <u>Vehicles</u> |                 |
|                       | £                | £                | £                     | £               | £               |
| <u>Cost</u>           |                  |                  |                       |                 |                 |
| 1 April 1994          | 53,900           | 126,031          | 43,211                | 101,126         | 324,268         |
| Additions             | 2,368            | 10,648           | 44,667                | -               | 57,683          |
| Disposals             | <u>(53,900)</u>  | <u>(22,715)</u>  | <u>(13,166)</u>       | <u>-</u>        | <u>(89,781)</u> |
| 31 March 1995         | <u>2,368</u>     | <u>113,964</u>   | <u>74,712</u>         | <u>101,126</u>  | <u>292,170</u>  |
|                       | -----            | -----            | -----                 | -----           | -----           |
| <u>Depreciation</u>   |                  |                  |                       |                 |                 |
| 1 April 1994          | 44,915           | 99,126           | 42,791                | 41,549          | 228,381         |
| Charges               | 9,247            | 20,095           | 9,039                 | 19,858          | 58,239          |
| Disposals             | <u>(53,900)</u>  | <u>(22,626)</u>  | <u>(13,166)</u>       | <u>-</u>        | <u>(89,692)</u> |
| 31 March 1995         | <u>262</u>       | <u>96,595</u>    | <u>38,664</u>         | <u>61,407</u>   | <u>196,928</u>  |
|                       | -----            | -----            | -----                 | -----           | -----           |
| <u>Net Book Value</u> |                  |                  |                       |                 |                 |
| 31 March 1994         | 8,985            | 26,905           | 420                   | 59,577          | 95,887          |
|                       | =====            | =====            | ===                   | =====           | =====           |
| 31 March 1995         | 2,106            | 17,369           | 36,048                | 39,719          | 95,242          |
|                       | =====            | =====            | =====                 | =====           | =====           |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

8. Fixed Asset Investments

The following is a list of all the subsidiary companies, each of whom is wholly owned, registered in England and Wales and was dormant throughout the year.

Douglas Deakin Young (Trustee Corporation) Ltd  
DDY Pension Trustees Ltd  
DDY PEP Nominees Ltd  
DDY Nominees Ltd

Fixed asset investments were comprised as follows:

|                         | <u>Unlisted</u> |               | <u>Listed</u> |               | <u>Subsidiaries</u> |             | <u>Total</u>  | <u>Total</u>  |
|-------------------------|-----------------|---------------|---------------|---------------|---------------------|-------------|---------------|---------------|
|                         | <u>1995</u>     | <u>1994</u>   | <u>1995</u>   | <u>1994</u>   | <u>1995</u>         | <u>1994</u> | <u>1995</u>   | <u>1994</u>   |
|                         | £               | £             | £             | £             | £                   | £           | £             | £             |
| <u>At Cost</u>          |                 |               |               |               |                     |             |               |               |
| At 1 April              | 28,125          | 31,250        | 22,047        | 135,302       | 100                 | 100         | 50,272        | 166,652       |
| Additions in year       | -               | -             | 26,462        | 14,164        | -                   | -           | 26,462        | 14,164        |
| Disposals in year       | (3,125)         | (3,125)       | -             | (127,419)     | -                   | -           | (3,125)       | (130,544)     |
| At 31 March             | <u>25,000</u>   | <u>28,125</u> | <u>48,509</u> | <u>22,047</u> | <u>100</u>          | <u>100</u>  | <u>73,609</u> | <u>50,272</u> |
| <u>Amounts Provided</u> |                 |               |               |               |                     |             |               |               |
| At 1 April and          |                 |               |               |               |                     |             |               |               |
| At 31 March             | -               | -             | -             | -             | 100                 | 100         | 100           | 100           |
| <u>Net Book Value</u>   |                 |               |               |               |                     |             |               |               |
| 31 March                | 25,000          | 28,125        | 48,509        | 22,047        | -                   | -           | 73,509        | 50,172        |
|                         | =====           | =====         | =====         | =====         | ===                 | ===         | =====         | =====         |

The market value of the Listed Investments at 31 March 1995 was £42,271 (1994 - £26,039). All the listed investments were on a UK recognised stock exchange.

The unlisted investment represents the cost of 12,500 Lawshare Ltd £1 A Ordinary Shares (1994 - 12,500). Lawshare Ltd is a company incorporated in England & Wales and trades as a stockbroker. The Company's interest in the issued share capital of Lawshare Ltd was 12.5% (1994 - 12.5%).

9. Debtors

|                      | <u>1995</u>   | <u>1994</u>   |
|----------------------|---------------|---------------|
|                      | £             | £             |
| Trade debtors        | 100,790       | 78,440        |
| Other debtors        | 10,989        | 20,866        |
| Taxation recoverable | 21            | 11,313        |
| Prepayments          | 25,115        | 58,278        |
| Accrued Income       | <u>45,180</u> | <u>48,694</u> |
|                      | 182,095       | 217,591       |
|                      | =====         | =====         |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

10. Cash at bank and in hand

The cash at bank and in hand stated in the Balance Sheet of £490,354 (1994 - £498,704) excludes cash held on behalf of clients.

11 Creditors: Amounts falling due within one year

|                                  | <u>1995</u>   | <u>1994</u>   |
|----------------------------------|---------------|---------------|
|                                  | £             | £             |
| Trade creditors                  | 34,561        | 18,604        |
| Other creditors:                 |               |               |
| -Income in advance               | 6,000         | 6,000         |
| -Corporation tax payable         | 21,914        | 42,108        |
| -Advance corporation tax payable | -             | 7,482         |
| -VAT                             | 28,281        | 25,052        |
| -Social Security and PAYE        | 25,799        | 41,485        |
| -Other creditors                 | 1,600         | 1,600         |
| Accruals and deferred income     | <u>52,104</u> | <u>69,681</u> |
|                                  | 170,259       | 212,012       |
|                                  | =====         | =====         |

12 Dividends

|   | <u>1995</u> | <u>1994</u>  |
|---|-------------|--------------|
|   | £           | £            |
| Ordinary Shares:                            |             |              |
| Interim Nil per £1 Share (1994 - 13p)       | -           | 13,000       |
| Final Nil per £1 Share (1994 - 17p)         | -           | 17,000       |
| Special Final Nil per £1 Share (1994 - 20p) | <u>-</u>    | <u>8,773</u> |
|   | -           | 38,773       |
|   | =====       | =====        |

13 Called Up Share Capital

|                                 | <u>1995</u> | <u>1994</u> |
|---------------------------------|-------------|-------------|
|                                 | £           | £           |
| Authorised Share Capital:       |             |             |
| 1,000,000 Ordinary Shares of £1 | 1,000,000   | 1,000,000   |
|                                 | =====       | =====       |
| Allotted, issued and fully paid |             |             |
| 100,000 ordinary shares of £1   | 100,000     | 100,000     |
|                                 | =====       | =====       |

DOUGLAS DEAKIN YOUNG LIMITED

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 31 MARCH 1995

14 Financial Commitments

On 6 February 1995 the company entered into an underlease of office premises at an annual rental of £33,600. The rents payable under the lease are for a term expiring on 29 June 2004 and are subject to rent review at 1 February 2000.

|                    | <u>Operating<br/>Leases</u> |             |
|--------------------|-----------------------------|-------------|
|                    | <u>1995</u>                 | <u>1994</u> |
|                    | £                           | £           |
| Within 1 year      | 22,500                      | 77,500      |
| Within 2 - 5 years | <u>134,400</u>              | <u>-</u>    |
|                    | 156,900                     | 77,500      |
|                    | =====                       | =====       |

15 Contingent Liabilities

At the 31 March 1995 there was no contingent liability under a subordinated standby facility (1994 - £9,375).

16 Pension Commitments

The company operates a defined contribution pension scheme in respect of certain staff members. The pension costs charged in the profit and loss account are the actual contributions paid for the period. The amount charged for pension contributions in the current period is £77,332 (1994 - £89,591).

17 Reconciliation of Movements in Shareholders' Funds

|                                    | <u>1995</u>    | <u>1994</u>    |
|------------------------------------|----------------|----------------|
|                                    | £              | £              |
| Profit for the Financial Year      | 18,708         | 137,415        |
| Dividends Paid                     | ( - )          | (38,773)       |
| Net Addition to Shareholders Funds | 18,708         | 98,642         |
| Opening Shareholders Funds         | <u>659,371</u> | <u>560,729</u> |
| Closing Shareholders Funds         | 678,079        | 659,371        |
|                                    | =====          | =====          |

18 Capital Commitments

At the 31 March 1995 the Company had contracted for £17,498 of capital expenditure which has not been provided for in the accounts (1994 - fnil).