## REPORT AND FINANCIAL STATEMENTS

30 September 2006

Company Registration No. 01179095



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# Plan Insure Limited DIRECTORS AND ADVISORS

## **DIRECTORS**

MS Owen
MJ Mitchell

**SECRETARY** 

MJ Mitchell

## REGISTERED OFFICE

Plan Invest House 9 King Edward Street Macclesfield Cheshire SK10 1AQ

### **AUDITORS**

Baker Tilly Chartered Accountants Festival Way Stoke-on-Trent Staffordshire ST1 5BB

### DIRECTORS' REPORT

The directors submit their report and the audited financial statements of Plan Insure Limited for the year ended 30 September 2006.

#### PRINCIPAL ACTIVITIES

The principal activity of the company during the year was that of life assurance and pension broking. The company is regulated by the Financial Services Authority.

#### REVIEW OF THE BUSINESS

The results for the year are shown within the Profit & Loss Account. The Company shows an increase in profit during the year due to a healthy increase in new business and in particular recurring income. In addition administrative costs have been kept down.

## KEY PERFORMANCE INDICATORS

The company has seen an increase in recurring income during the year as well as an overall increase in turnover which has resulted in an increase in profit.

#### RISK AND UNCERTAINTIES

The company operates in a variety of markets both corporate and personal. There are risk factors both external and internal to the company. External risks include political and economic risks and in particular market related risks. Continued uncertainty related to revenue practice also can potentially affect new business levels in the years to come.

Internal risks are well controlled by active compliance procedures using external compliance managers as well as close management involvement with all advisers.

#### FINANCIAL DEVELOPMENT

The company sees continued growth via organic development of the business. Money is kept in reserve to allow for acquisitions of other organisations as and when the directors feel that this is appropriate.

## RESEARCH AND DEVELOPMENT

Considerable time is spent in researching suitable investment funds for the benefit of our clients including meeting fund managers and utilising the services of a variety of specialist investment data bases. This will be continued into the future with one individual specifically dedicated to this function.

#### **DIVIDENDS**

An interim dividend on the ordinary shares of £87,023 (2005: £104,833) was paid during the year.

#### DIRECTORS

The directors who held office during the year were as follows:

MS Owen MJ Mitchell

# Plan Insure Limited DIRECTORS' REPORT

## DIRECTORS' INTERESTS IN SHARES

None of the directors who held office at the end of the financial year had any disclosable interest in the shares of the company.

The interests of the directors in the shares of the holding company are disclosed in the financial statements of that company.

According to the register of directors' interests, no rights to subscribe for shares in the company or any other group company were granted to any of the directors or their immediate families, or exercised by them during the financial year.

## STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

The directors who were in office on the date of approval of these financial statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditors are unaware. Each of the directors have confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

### **AUDITORS**

A resolution to reappoint Baker Tilly, Chartered Accountants, as auditors of the company will be put to the members at the Annual General Meeting.

By order of the board

MJ Mitchell

Director

Plan Invest House 9 King Edward Street Macclesfield Cheshire

SK10 1AQ

25 January 2007

# DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

The directors are responsible for preparing the Annual 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). The financial statements are required by law to 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:

- a. select suitable accounting policies and then apply them consistently;
- b. make judgements and estimates that are reasonable and prudent;
- c. 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 requirements of 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.

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF PLAN INSURE LIMITED

We have audited the financial statements on pages 7 to 18.

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

## Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985, and whether the information given in the Directors' Report is consistent with the financial statements. We also report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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.

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF PLAN INSURE LIMITED (continued)

## Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 30 September 2006 and its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Directors' Report is consistent with the financial statements.

BAKER TILLY

Registered Auditor Chartered Accountants Festival Way Stoke-on-Trent Staffordshire

Bake Tilly

ST1 5BB

25 January

## PROFIT AND LOSS ACCOUNT

for the year ended 30 September 2006

	Note	2006 £	2005 £
TURNOVER – CONTINUING OPERATIONS Administrative expenses	1	629,683 (505,393)	553,810 (436,895)
OPERATING PROFIT - CONTINUING OPERATIONS Other interest receivable	2	124,290 12,004	116,915 2,528
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION Taxation	1-4 5	136,294 (34,498)	119,443 (30,702)
PROFIT FOR THE YEAR	12	101,796	88,741

No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses have been dealt with in the profit and loss account.

BALANCE SHEET

at 30 September 2006

	Note	£	2006 £	£	2005 £
FIXED ASSETS Tangible assets	7		7,246		10,526
CURRENT ASSETS Debtors Cash at bank and in hand	8	39,153 421,632		47,956 141,935	
		460,785		189,891	
CREDITORS: Amounts falling due within one year	10	(427,586)		(175,476)	
NET CURRENT ASSETS			33,199		14,415
TOTAL ASSETS LESS CURRENT LIABILITIES			40,445		_
PROVISIONS FOR LIABILITIES AND CHARGES	9		(731)		_
NET ASSETS			39,714		24,941
CAPITAL AND RESERVES Called up share capital Profit and loss account	11 12		4,000 35,714		4,000 20,941
EQUITY SHAREHOLDERS' FUNDS			39,714		24,941

The financial statements on pages 7 to 18 were approved by the board of directors and authorised for issue on 25 January 2004 and are signed on its behalf by:

MJ Milchell

Director

MS Owen

## RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	Note	2006 £	2005 £
PROFIT FOR THE FINANCIAL YEAR Dividends	6	101,796 (87,023)	88,741 (104,833)
NET ADDITION TO/(REDUCTION IN) SHAREHOLDERS' FUNDS Opening shareholders' funds		14,773 24,941	(16,092) 41,033
CLOSING SHAREHOLDERS' FUNDS		39,714	24,941

## **ACCOUNTING POLICIES**

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the company's financial statements.

#### BASIS OF ACCOUNTING

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

Under Financial Reporting Standard 1 the company is exempt from the requirement to prepare a cashflow statement on the grounds that a parent undertaking includes the company in its own published consolidated financial statements.

The company has taken advantage of the exemption contained in Financial Reporting Standard 8 and has therefore not disclosed transactions or balances with entities which form part of the Plan Invest Limited group.

#### TANGIBLE FIXED ASSETS

Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value over its expected useful life, as follows:

Furniture and equipment

20% per annum straight line

#### DEFERRED TAXATION

Deferred tax is recognised 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. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

### LEASED ASSETS AND OBLIGATIONS

Where assets are financed by leasing agreements that give rights approximating to ownership ("finance leases"), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the profit and loss account in proportion to the remaining balance outstanding.

All other leases are "operating leases" and the annual rentals are charged to profit and loss on a straight line basis over the lease term.

#### RETIREMENT BENEFITS

The company operates a defined contribution scheme. The amount charged to the profit and loss account in respect of pension costs and other post retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

## ACCOUNTING POLICIES

### **TURNOVER**

Turnover represents gross commissions receivable from all insurance brokerage earned in the year. Initial commission on life and pension contracts is taken in the period in which the proposal is accepted by the insurance company. Subsequently, renewal commission is taken into the period in which the renewal date falls.

Commission on indemnity terms is recognised only when all necessary premiums have been paid over to the insurance company, the balance being shown as deferred income within creditors.

Fees charged for managing investments are recognised as revenue when the services are provided.

## CHANGES IN ACCOUNTING POLICES AND ESTIMATION TECHNIQUES

The following new Financial Reporting Standards (FRS) and Statutory Instruments (SI) have been adopted for the first time, in these financial statements:

- FRS 21 Events after the balance sheet date.
- FRS 25 Financial instruments: Disclosure and presentation (presentation requirement only).
- FRS 28 Corresponding amounts
- SI 2004/2947 The Companies Act 1985 (International Accounting Standards and other Accounting Amendments) Regulations 2004
- SI 2004/3322 Companies (Audit, Investigations and Community Enterprise) Act 2004.
- SI 2005/1011 The Companies Act 1985 (Operating and Financial Review and Directors' Report etc) Regulations 2005.

The effect of FRS 25 is to remove dividends from the face of the profit and loss account. Dividends are now shown as a line item in the reconciliation of movements in shareholders' funds.

None of the FRS's have had a significant effect on the prior year results and as such no prior year adjustment has been made in these financial statements.

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2006

## 1 SEGMENTAL REPORT

The company's turnover and profit before taxation were derived from its principal activities. All turnover is from UK customers.

2	OTHER INTEREST RECEIVABLE	2006 £	2005 £
	Bank interest Other interest	11,879 125	2,368 160
		12,004	2,528
3	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	2006	2005
J	TROTT ON ORDINARY MOTIVITIES BEFORE THEFT	£	£
	Profit on ordinary activities before taxation is stated after charging:		
	Depreciation and amounts written off tangible fixed assets		
	Charge for the year: Owned assets	3,917	5,345
	Operating lease rentals: Plant and machinery	21,890	21,952
	Auditors' remuneration: Audit services Non-audit services	6,602	6,250 2,847
4	EMPLOYEES	2006 Number	2005 Number
	The average monthly number of persons (including directors) employed by the company during the year was:		
	Managerial and technical	4	4
	Secretarial and clerical		<del></del>
		8	8

# NOTES TO THE FINANCIAL STATEMENTS for the year ended 30 September 2006

4	EMPLOYEES (continued)	2006 £	2005 £
	Staff costs for the above persons:		
	Wages and salaries Social security costs Other pension costs	221,521 26,625 46,680	189,920 23,726 16,492
		294,826	230,138
	DIRECTORS' REMUNERATION	2006 £	2005 £
	Emoluments  Money purchase pension contributions	30,416 36,576	23,772 8,205
	Total emoluments	66,992	31,977
	The number of directors to whom relevant benefits are accruing under:	2006 Number	2005 Number
	Money purchase pension schemes was	2	2
		\	

## NOTES TO THE FINANCIAL STATEMENTS

5	TAXATION		2006	£	2005 £
	Current tax:  UK corporation tax on profits of the year	£ 35,456	£	35,356	r
	Adjustments in respect of previous periods	(4,917)		(97)	
	Total current tax		30,539		35,259
	Deferred tax: Origination and reversal of timing differences Difference in tax rate	3,959		(5,326) 769	
	Total deferred tax	<del></del>	3,959		(4,557)
	Tax on profit on ordinary activities		34,498		30,702
	Factors affecting tax charge for the year:  The tax assessed for the year is lower than the corporation tax in the UK 30%. The difference of the tax assessed for the year is lower than the corporation tax in the UK 30%.	ie standard rate nces are explain	of ed	2006 £	2005 £
	below:  Profit on ordinary activities before tax			136,294	119,443
	Profit on ordinary activities multiplied by sta corporation tax in the UK 30% (2005: 30%)	indard rate of		40,888	35,833
	Effects of: Expenses not deductible for tax purposes Depreciation in excess of capital allowances Other timing differences Starting rate relief Adjustments in respect of previous periods			3,640 544 2 (9,618) (4,917)	3,824 826 4,500 (9,627) (97)
	Current tax charge for the year			30,539	35,259

# NOTES TO THE FINANCIAL STATEMENTS

6	DIVIDENDS	2006 £	2005 £
	Equity: Ordinary shares - Interim paid	87,023	104,833
7	TANGIBLE FIXED ASSETS		Fixtures, fittings and equipment £
	Cost At beginning of year Additions		104,322 637
	At end of year		104,959
	Depreciation At beginning of year Charged in the year		93,796 3,917
	At end of year		97,713
	Net book value At 30 September 2006		7,246
	At 30 September 2005		10,526

# NOTES TO THE FINANCIAL STATEMENTS

8	DEBTORS	2006 £	2005 £
	Due within one year: Trade debtors Other debtors Prepayments and accrued income Deferred tax asset	3,815 244 35,094	7,386 163 37,179 3,228
		39,153	47,956
9	DEFERRED TAXATION		£
	Asset at beginning of year Charge for the year		(3,228) 3,959
	Liability at end of year		731
	Provision for deferred tax has been made as follows:		
		2006 £	2005 £
	Excess of tax allowances over depreciation Other timing differences	473 258	1,107 (4,335)
		731	(3,228)

# NOTES TO THE FINANCIAL STATEMENTS

10	CREDITORS: Amounts falling due within one year	2006 £	2005 £
	Amounts owed to group undertakings Corporation tax Accruals and deferred income	340,818 35,563 51,205	90,867 35,311 49,298
		427,586	175,476
	Accruals and deferred income includes £10,000 (2005: £7,749) in indemnity terms received but not yet recognised. No such community suppliers during the year and none of the policies concerned have laps.	nission has bee	nmission on n repaid to
11	CALLED UP SHARE CAPITAL	2006 £	2005 £
	Authorised: Equity: 4,000 ordinary shares of £1 each	4,000	4,000
	Allotted, issued and fully paid: Equity: 4,000 ordinary shares of £1 each	4,000	4,000
12	PROFIT AND LOSS ACCOUNT		£
	At beginning of year Profit for the year Dividends		20,941 101,796 (87,023)
	At end of year		35,714

## NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2006

## 13 CAPITAL COMMITMENTS

There were no capital commitments at the beginning or end of the financial year.

14 CO	MMITMENTS UNDER OPERATING LEASES	2006 £	2005 £
foll	30 September 2006 the company was committed to making the owing payments during the next year under non-cancellable rating leases as follows:		
Е	nt and machinery: xpiring within one year xpiring between two and five years	8,420 35,246	22,112
		43,666	22,112

#### 15 PENSION COMMITMENTS

The company operates a discretionary money purchase pension scheme for certain of its present directors and employees whose assets are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £46,680 (2005: £16,492). Prepaid contributions at the end of the year amounted to £861 (2005: £866).

### 16 ULTIMATE PARENT COMPANY

The ultimate parent company of Plan Insure Limited is Plan Invest Limited, a company incorporated and registered in the United Kingdom.

Copies of the group financial statements may be obtained from:

Plan Invest House 9 King Edward Street Macclesfield Cheshire SK10 1AQ