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1336601 (England & Wales)

DIRECT PRODUCE SUPPLIES PLC
AND ITS SUBSIDIARIES
ACCOUNTS FOR THE YEAR ENDED
31st DECEMBER 1997



Company Information

Directors Gerard T. Hughes

David J. Wood Gavin Hughes

Secretary David J. Wood

Company Number 1336601

Registered Office 7/10 Chandos Street

Cavendish Square London W1M 9DE

Auditors Simmons Gainsford

Chartered Accountants & Registered Auditors 7/10 Chandos Street Cavendish Square London W1M 9DE

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Directors Report

The Directors present their Report together with the audited financial statements for the year ended 31st December 1997.

Results and Dividends

The Profit and Loss Account is set out on page 4 and shows the profit for the year.

The Directors paid a dividend during the year of £Nil (1996: £306,667 (net)).

Principal Activities and Business Review

The principal activities of the group during the financial year have been those of Importers and Wholesalers of Fruit and Vegetables, and Aircraft Leasing.

The Directors are satisfied with the results of the Group for the year.

Payment Policy for Creditors

It is group policy to follow the CBI Prompt Payment Code for all suppliers. Information about the code may be obtained from the CBI.

It is group policy in respect of all of its suppliers to (a) settle the terms of payment when agreeing the terms of each transaction, (b) ensure that suppliers are made aware of the terms of payment and (c) abide by the terms of payment.

The amount of trade creditors shown in the balance sheet at 31st December 1997 represents 50 days of average purchases (based on aggregate amounts invoiced by suppliers during the year) for the Group.

Directors

The Directors of the company during the year and their interests in the ordinary share capital of the company were:

	1997	1996
Gerard T. Hughes David J. Wood	51,000	51,000
Gavin Hughes	49,000	49,000
		

Directors Report (continued)

Donations

During the year the group made charitable donations of £8,421 (1996: £7,683).

Directors' Responsibilities

The Directors are required by law to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company and the Group as at the end of the financial year and of the profit or loss, total recognised gains or losses and cash flows of the Group for that period. The Directors confirm their responsibility to ensure that appropriate accounting policies have been used and applied consistently, and reasonable and prudent judgements and estimates have been made, in the preparation of the financial statements for the year ended 31st December 1997. The Directors also confirm their responsibility to prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group will continue in business.

The Directors are responsible for maintaining adequate accounting records, for safeguarding the assets of the company and for taking reasonable steps to prevent and detect fraud and other irregularities.

Auditors

Simmons Gainsford have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

Signed on behalf of the Board on 14.4.98.

Gerard 7. Hughes

Director

AUDITORS REPORT

To the members of

Direct Produce Supplies Plc

We have audited the financial statements on pages 4 to 17 which have been prepared under the historical cost convention and the accounting policies set out on page 9 and 10.

Respective responsibilities of Directors and Auditors

As described on page 2 the company's directors are responsible for the preparation of 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 and of the Group's affairs as at 31st December 1997 and of the profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Simmons Gainsford

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Chartered Accountants
& Registered Auditors

7/10 Chandos Street Cavendish Square London W1M 9DE

Date: 14.4.98.

Consolidated Profit and Loss Account for the year ended 31st December 1997

	Note	1997 £	1996 £
Turnover continuing operations	2	12,960,071	11,098,607
Cost of Sales		(10,509,744)	(9,301,103)
Gross Profit		2,450,327	1,797,504
Administrative Expenses		(2,250,317)	(1,216,711)
Operating Profit continuing operations	3	200,010	580,793
Interest Receivable		49,574	35,097
		249,584	615,890
Interest Payable	4	(31,951)	(31,590)
Profit on ordinary activities before taxation	3	217,633	584,300
Taxation on profits from ordinary activities	5	(67,288)	(194,409)
Profit on ordinary activities after taxation	3	150,345	389,891
Dividend	8	0	(306,667)
Profit for the year		150,345	83,224
Retained Profit brought forward	ard	345,127_	261,903
Retained Profit carried for	ward	£495,472	£345,127

The company has no recognised gains and losses other those included in the profit and loss account above and, therefore no separate statement of total recognised gains and losses has been presented.

There is no difference in profit on ordinary activities before taxation and profit for the financial year stated above and the historical cost equivalents and therefore no separate note of historical cost profits and losses has been presented.

The notes on pages 9 to 17 form part of these accounts

Consolidated Balance Sheet as at 31st December 1997

	Note	1997		1996	
		£	£	£	£
Fixed Assets					
Tangible Assets	9a	702,966		657,692	
Investments	10a	318,375	1,021,341	78,375	736,067
Current Assets					
Stocks	11	107,804		68,334	
Debtors	12	988,923		733,338	
Cash at Bank and in Hand		1,863,802	_	506,916	
		2,960,529		1,308,588	
Creditors:					
Amounts falling due within					
one year	13	(3,386,398)	_	(1,411,213)	
Net Current Liabilities			(425,869)		(102,625)
Total Assets less Current					
Liabilities			595,472		633,442
Creditors:					
Amounts falling due after					
more than one year	14	_	0		(188,315)
		_	£595,472	-	£445,127
Capital and Reserves					
Called up Share Capital	15		100,000		100,000
Profit and Loss Account	15		495,472		345,127
Shareholders Funds	18	-	£595,472	_ _	£445,127

Signed on behalf of the Board on 14.4.98.

Gerard T. Hagnes

Director

The notes on pages 9 to 17 from part of these accounts

Balance Sheet as at 31st December 1997

	Note	199	1997		6
		£	£	£	£
Fixed Assets					
Tangible Assets	9b	249,101		158,991	
Investment	10b	6	249,107	4	158,995
Current Assets					
Stock	11	105,892		63,377	
Debtors	12	1,481,369		1,044,033	
Cash at Bank and in Hand		1,745,369	-	410,727	
		3,332,630		1,518,137	
Creditors:					
Amounts falling due within					
one year	13	(3,120,623)	-	(1,271,093)	
Net Current Assets		<u>-</u>	212,007	_	247,044
Total Assets less Current					
Liabilities		-	£461,114	_	£406,039
Capital and Reserves					
Called up Share Capital	15		100,000		100,000
Profit and Loss Account		_	361,301	_	306,039
Shareholders Funds	18		£461,301		£406,039

Signed on behalf of the Board on 14.4.98.

Gerard T. Hughes

Director

The notes on pages 9 to 17 form part of these accounts

Consolidated Cash Flow Statement for the year ended 31st December 1997

	Notes	199	7	199	5
		£	£	£	£
Net Cash inflow from operating activities	1		2,028,360		39,066
Returns on investments & servicing of finance					
Interest received		49,574		35,097	
Interest paid		(31,951)		(31,590)	
Dividends paid	_	0		(306,667)	
Net Cash inflow (1996:outflow) from returns on investments & servicing					
of finance			17,623		(303,160)
Taxation					
Corporation Tax paid (including ACT paid)			(116,622)		(200 075)
(metuding ACT paid)			(110,022)		(208,075)
Investing Activities					
Investment in participating					
interest		(240,000)		(78,375)	
Payments to acquire tangible					
fixed assets		(225,777)		(8,948)	
Receipts from sales of tangible		14 700		40.000	
fixed assets		41,500		19,000	
Net Cash outflow from					
investing activities		_	(424,277)		(68,323)
Increase/(1996: Decrease) in					
cash and cash equivalents		_	£1,505,084		(£540,492)

The notes on page 8 form part of these cash flow statement

Notes to the Consolidated Cash Flow Statement for the year ended 31st December 1997

1	Reconciliation of Operating Profit to Net Cash Inflow from
	Operating Activities

	Operating Activities			
	•		1997	1996
			£	£
	Operating Profit		200,010	580,793
	Depreciation Charge		140,387	106,091
	Profit (1996: Loss) on disposal of fixed assets		(1,384)	4,625
	Increase in Stocks		(39,470)	(14,852)
	Increase in Debtors		(255,585)	(107,967)
	Increase (1996: Decrease) in Creditors		1,984,402	(529,624)
	Net Cash inflow from operating activities		£2,028,360	£ 39,066
2	Reconciliation of net cash flow to movement in n	et debt (note 3)		
			1997	1996
			£	£
	Balance at 1st January		167,009	707,501
	Net Cash Inflow (1996: Outflow)		1,505,084	(540,492)
	Balance at 31st December		£1,672,093	£167,009
3	Analysis of changes in net debt	1000	~ 1 ~	4005
		1996	Cash flows	1997
		£	£	£
	Cash at bank and in hand	506,916		1,863,802
	Bank Overdrafts	(68,792)	•	-
	Debt due within 1 year	•	(108,909)	(191,709)
	Debt due after 1 year	(188,315)	188,315	
		£167,009	£1,505,084	£1,672,093

Notes forming part of the Accounts for the year ended 31st December 1997

1 Accounting Policies

There have been no changes in accounting policies during the year.

The financial statements have been prepared under the historical cost convention and in accordance with applicable Accounting Standards. The financial statements adopt the following principal accounting policies:

Turnover

Turnover represents sales to outside customers at invoiced amountes less Value Added Tax.

Basis of Consolidation

The consolidated accounts of the group comprise the combined accounts of the company and all its subsidiaries. The results of the SARL European Fruit Services, a wholly owned subsidiary incorporated in France, have been consolidated on the basis of draft management accounts prepared for the period 1st April 1997 to 30th November 1997.

SARL European Fruit Services is a wholly owned subsidiary of European Fruit Services Limited, incorporated in England, which in turn is a wholly owned subsidiary of the company.

Depreciation

Depreciation is provided to write off the cost, less estimated residual value, of all fixed assets over their expected useful lives. It is calculated on the original cost of the assets, on the reducing balance basis, at the following rates:

Fixed Wing Aircraft

Motor Vehicles
Furniture, Fixtures and Fittings

Office Equipment

- 10% on straight line

- 25% on written down value

- 15% on written down value

- 15% on written down value

Stock

Stock is valued at the lower of cost and net realisable value.

Foreign Currencies

Assets and liabilities, other those covered by foreign currency forward contracts, are translated into sterling at the rates of exchange ruling at 31st December 1997. All other transactions in foreign currency are translated at actual rates.

Notes forming part of the Accounts for the year ended 31st December 1997

1 Accounting Policies (continued)

Pension Scheme Contributions

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

Deferred Taxation

Provision is made for timing differences between the treatment of certain items for taxation and accounting purposes, except that no provision is made where it can be reasonably foreseen that such deferred taxation will not be payable in the future.

2 Turnover and Profits - continuing operations

Analysis by activity:

3

	T 1997	`urnover 1996	Ordina	(Loss) on ry Activities e Taxation 1996
	£	£	£	£
Wholesale of Fruit and Vegetables	12,777,411	• •	148,724	545,132
Aircraft Leasing	182,660	131,148	<u>68,909</u>	39,168
	£12,960,071	£11,098,607	£217,633	£584,300
Analysis by Geographic Location:				
UK	£12,960,071	£11,098,607		
Operating Profit				
			1997	1996
			£	£
After charging: Depreciation			140,387	106,091
Auditors' Remuneration			20,500	20,600
Directors Emoluments (note 7)			1,304,275	452,796 ======

Notes forming part of the Accounts for the year ended 31st December 1997

4	Interest Payable		
		1997	1996
		£	£
	On late payment of tax	148	-
	On other loans wholly repayable within 5 years	<u>31,803</u>	31,590
		£31,951	£31,590
5	Taxation on Profits from Ordinary Activities		
	·	1997	1996
		£	£
	UK Corporation Tax @ 31% (1996: 33%) based on the	60.000	106000
	company's profit for the year	60,000	186,000
	Under-provision of Corporation Tax in previous years	_7,288	8,409
		£67,288	£194,409
6	Staff Costs (including Directors)		
U	Stair Costs (including Directors)	1997	1996
		£	£
	Wages and Salaries	1,499,003	583,430
	Social Security Costs	172,185	83,534
	Other Pension Costs	4,902	<u>4,902</u>
		C1 676 000	C671 966
		£1,676,090	£671,866
	The average weekly number of employees during the year was	as follows:	
	2 , 1 , , , ,	1997	1996
		Number	Number
	Office and Management	10	9
		===	===

Notes forming part of the Accounts for the year ended 31st December 1997

7	Directors' Remuneration	1997	1996
		£	£
	Remuneration	1,304,275	410,796
	Pension contributions	52,000	_42,000
		£1,356,275	£452,796
	Emoluments and pension contributions of highest paid director:		
	Remuneration	631,712	60,000
	Pension contributions	30,000	20,000
		£661,712	£80,000 =====
8	Dividends	1997	1996
	Ordinary Dividend Paid	£ -	£306,667
		===	

Notes forming part of the Accounts for the year ended 31st December 1997

9a	Tangible Fixed Assets - Gr	oup Motor Vehicles £	Furniture Fixtures & Fittings	Office Equipment £	Leasehold Property £	Fixed Wing Aircraft £	Total £
	Cost: At 1st January 1997 Additions	302,184 183,332	35,603 0	126,682 19,232	1,762	605,000 23,213	1,071,231 225,777
	Disposals	(119,660)	0	0	0	0	(119,660)
	At 31st December 1997	£365,856	£35,603	£145,914	£1,762	£628,213	£1,177,348
	Depreciation: At 1st January 1997 Charge for the year	192,477 63,230	30,852 713	77,865 10,140	1,762 0	110,583 66,304	413,539 140,387
	Eliminated on Disposal	(79,544)	0	0	0	0	(79,544)
	At 31st December 1997	£176,163	£31,565	£88,005	£1,762	£176,887	£474,382
	Net Book Value at 31st December 1997	£189,693	£4,038	£57,909	£0_	£451,326	£702,966
	Net Book Value at 31st December 1996	£109,707	£4,751	£48,817	£0	£494,417	£657,692
9b	Tangible Fixed Assets - Co	mpany			Furniture		
9b	Tangible Fixed Assets - Co	mpany		Motor Vehicles	Fixtures & Fittings	Office Equipment	Total
9ь	Tangible Fixed Assets - Co Cost:	mpany			Fixtures &		Total £
9b	Cost: At 1st January 1997	mpany		Vehicles £ 302,184	Fixtures & Fittings £ 35,603	Equipment £ 117,075	£ 454,862
9b	Cost: At 1st January 1997 Additions	mpany		Vehicles £ 302,184 183,332	Fixtures & Fittings £ 35,603 0	Equipment £ 117,075 20,608	£ 454,862 203,940
9b	Cost: At 1st January 1997 Additions Disposals	mpany		Vehicles £ 302,184 183,332 (119,660)	Fixtures & Fittings £ 35,603 0	Equipment £ 117,075 20,608 0	£ 454,862 203,940 (119,660)
9b	Cost: At 1st January 1997 Additions Disposals At 31st December 1997	mpany		Vehicles £ 302,184 183,332	Fixtures & Fittings £ 35,603 0	Equipment £ 117,075 20,608	£ 454,862 203,940 (119,660)
9b	Cost: At 1st January 1997 Additions Disposals	mpany		Vehicles £ 302,184 183,332 (119,660)	Fixtures & Fittings £ 35,603 0	Equipment £ 117,075 20,608 0	£ 454,862 203,940 (119,660)
9b	Cost: At 1st January 1997 Additions Disposals At 31st December 1997 Depreciation: At 1st January 1997 Charge for the year	mpany		Vehicles £ 302,184 183,332 (119,660) £365,856	Fixtures & Fittings £ 35,603 0 0 £35,603 30,852 713	Equipment £ 117,075 20,608 0 £137,683 72,542 9,771	£ 454,862 203,940 (119,660) £539,142 295,871 73,714
9b	Cost: At 1st January 1997 Additions Disposals At 31st December 1997 Depreciation: At 1st January 1997 Charge for the year Eliminated on Disposal	mpany		Vehicles £ 302,184 183,332 (119,660) £365,856 192,477 63,230 (79,544)	Fixtures & Fittings £ 35,603 0 0 £35,603 30,852 713 0	Equipment £ 117,075 20,608 0 £137,683 72,542 9,771 0	£ 454,862 203,940 (119,660) £539,142 295,871 73,714 (79,544)

Notes forming part of the Accounts for the year ended 31st December 1997

10a	Investment in	ı a	participating	interest - Group	,
-----	---------------	-----	---------------	------------------	---

toa investment in a participating interest - Group		
	1997	1996
	£	£
Shares in Agromark 96 SA	78,375	78,375
Long term loan to Agromark 96 SA	240,000	
	£318,375	£78,375
		
10b Investment in Subsidiary Undertakings - Company		
	1997	1996
	£	£
2 Ordinary Shares of £1 each in International Produce		
Holdings Limited	2	2
2 Ordinary Shares of £1 each in European Fruit Services Ltd	2	-
2 Ordinary Shares of £1 each in DPS Aviation Limited	_2	_2
	£ 6	£ 4
		===

International Produce Holdings Limited is a wholly owned subsidiary incorporated in England. Its principal activity is that of a holding company.

European Fruit Services Limited is a wholly owned subsidiary incorporated in England. Its principal activity is that of a holding company.

DPS Aviation Limited is a wholly owned subsidiary incorporated in England. Its principal activity is that of Aircraft Leasing.

11 Stocks

	G	roup	C	ompany
	1997	1996	19 97	1996
	£	£	£	£
Goods for Resale	92,496	63,377	92,496	63,377
Packing Materials	15,308	4,957	13,396	
	£107,804	£68,334	£105,892	£ 63,377

Notes forming part of the Accounts for the year ended 31st December 1997

12 D	ebtors:	falling	due	within	one v	ear
------	---------	---------	-----	--------	-------	-----

	Group		Company	
	1997	1996	1997	1996
	£	£	£	£
Trade Debtors	907,619	695,631	780,167	623,763
Amounts owed by Subsidiary Underta	aking -	-	390,400	387,154
Other Debtors	66,832	23,904	296,330	19,313
Prepayments and Accrued Income	<u>14,472</u>	13,803	14,472	13,803
	£988,923	£733,338	£1,481,369	£1,044,033
		=====		

13 Creditors: falling due within one year

•	Group		C	Company
	1997	1996	1997	1996
	£	£	£	£
Bank Loans and Overdraft	191,709	151,592	0	68,792
Trade Creditors	1,447,197	787,950	1,399,205	782,178
Directors Loan accounts	865,920	177,886	865,921	177,886
Other Creditors including Taxation				
and Social Security	710,238	99,092	672,102	76,035
Corporation Tax	60,000	109,333	53,400	109,333
Accruals	_111,334	<u>85,360</u>	_129,995	<u>56,869</u>
	£3,386,398	£1,411,213	£3,120,623	£1,271,093
				

The Bank Overdraft is secured by a debenture in favour of the bank.

14 Creditors: falling due after more than one year

Creditors: failing due after more than one year	1997	1996
Loans	£ -	£188,315

The loan is secured by a first legal charge over the groups aircraft.

15 Share Capital

Authorised, Issued					
and Fully Paid					
1997	1996				
£100,000	£100,000				

Ordinary Shares of £1 each

Notes forming part of the Accounts for the year ended 31st December 1997

16 Pension Commitments

The company operates a defined contribution pension scheme for all its present Directors and Employees. Premiums paid to this scheme amounted to:

	1997 £	1996 £
Present Directors Present Employees	52,000 4,902	42,000 4,902
	£ 56,902	£ 46,902

17 Deferred Taxation

		Provided		Provided
	Not provided	in	Not provided	in
	in Accounts	Accounts	in Accounts	Accounts
	1997	1997	1996	1996
Accelerated Capital Allowances	£63,000	£ -	£ 54,833	£ -
	======	======		

18 Reconciliation of movements in Shareholders Funds

	ir choluci 5 F unu	3		
	Group		Co	ompany
	1997	1996	1997	1996
	£	£	£	£
Profit for the year	150,345	389,891	55,262	337,892
Dividends paid		(306,667)		(306,667)
	150,345	83,224	55,262	31,225
Opening Shareholders Funds	445,127	361,903	406,039	374,814
Closing Shareholders Funds	£595,472	£445,127	£461,301	£406,039

19 Holding Company Profit and Loss Account

The Directors have taken advantage of Section 230 of the Companies Act 1985 and have not prepared a separate profit and loss account for the company. The consolidated profit on ordinary activities after taxation includes a profit of £55,262 (1996: £337,892) attributable to the company.

Notes forming part of the Accounts for the year ended 31st December 1997

20 Related Party Transactions

During the year, the group acquired goods and services totalling £1,429,771 from Agromark 96 SA, a company in which the group has a participating interest. The transactions were conducted at commercial rates.

At the year end the company owed the following amounts to the directors of the company in the form of directors loan accounts:

Gerard T. Hughes	£390,210
David Wood	£364,754
G. Huges	£110,956

Advantage has been taken of the exemption available under Financial Reporting Standard No.8, whereby disclosure of transactions with related parties within the same group are not required.

21 Controlling Party

The company is under the control of Mr Gerard T. Hughes, a director of the company.