

**THE SAMARITAN ENTERPRISES LIMITED**

**DIRECTORS REPORT AND ACCOUNTS**

**31 MARCH 2003**

**COMPANY NUMBER 1451175**

**NEXIA AUDIT LIMITED**  
**Chartered Accountants**  
**GUILDFORD**



**THE SAMARITAN ENTERPRISES LIMITED****REPORT OF THE DIRECTORS****YEAR ENDED 31 MARCH 2003**

The directors submit their annual report together with the accounts for the year ended 31 March 2003.

**PRINCIPAL ACTIVITIES**

The principal activities of the company are the sale of Christmas cards and related items. Additionally, the company received, on behalf of The Samaritans, an amount of sponsorship. This has been treated as Corporate Donations within the Consolidated Accounts of The Samaritans.

**REVIEW OF THE YEAR**

The company has continued its business of selling Christmas cards and related items, by way of a catalogue and other direct sales. The total of sales increased. The company also received commission for the inclusion of Samaritan cards in others' catalogues.

Donations received towards the work of The Samaritans from customers in all these areas have been handed over to the Charity.

The company's activities resulted in a trading profit for the year. The provisions of a Deed of Covenant, dated 15 April 1983 and covering the profits of the company for the year ended 31 March 1984 and twenty years thereafter, have been utilised to make a tax-exempt transfer to The Samaritans.

**THE FUTURE**

The Directors will ensure that the actions previously taken will remain appropriate to retaining the company's profitability.

**RESULTS**

The profit on ordinary activities after covenant was £nil (2002: £nil). No dividends have been paid or are proposed.

**DIRECTORS**

The directors who served on the board during the year were as follows:

S Armson  
L Try (appointed 22/9/02)  
D Gibson (appointed 22/9/02)  
D Richards  
J. McCartney  
D Pullen (resigned 22/9/02)  
AM Lee (resigned 22/9/02)

None of the above had any interest in the share capital of the company at the beginning or end of the year.

**AUDITORS**

The auditors, Smith & Williamson, incorporated their audit practice as a separate legal entity, Nexia Audit Limited, in November 2002. A resolution for their reappointment will be proposed at the forthcoming Annual General Meeting.

The Upper Mill  
Kingston Road  
Ewell  
KT17 2AF

**2 June 2003**

By order of the board

  
S Armson  
Director

**THE SAMARITAN ENTERPRISES LIMITED**

**STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS**

Company law requires the directors to prepare 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 these 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 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 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.

# Nexia Audit

— · Limited · —

## Independent auditors' report to the shareholders of The Samaritans Enterprises Limited

We have audited the accounts of The Samaritans Enterprises Limited for the year ended 31 March 2003 on pages 4 to 7. These accounts have been prepared under the historical cost convention and the accounting policies set out therein.

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 auditors' 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

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the accounts in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the accounts in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' Report is not consistent with the accounts, if 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 the information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

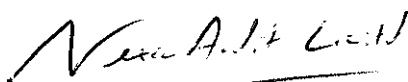
### Basis of audit opinion

We conducted our audit in accordance with United Kingdom 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the 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 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 accounts.

### Opinion

In our opinion the accounts give a true and fair view of the state of the company's affairs as at 31 March 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



Nexia Audit Limited  
Chartered Accountants  
Registered Auditors

1 Bishops Wharf  
Walnut Tree Close  
Guildford  
Surrey

Date 23rd October 2003

**THE SAMARITAN ENTERPRISES LIMITED****PROFIT AND LOSS ACCOUNT****FOR THE YEAR ENDED 31 MARCH 2003**

		2003	2002
	Note	£	£
Turnover	2	240,703	175,834
Cost of Sales		(134,682)	(156,155)
<b>Gross Profit</b>		<u>106,021</u>	<u>19,679</u>
Distribution Costs		(32,535)	(6,657)
Administrative Expenses	3	(28,562)	(8,737)
Other Operating Income	4	312,808	38,596
<b>Operating Profit</b>		<u>357,732</u>	<u>42,881</u>
Amounts paid to The Samaritans		(357,732)	(42,881)
<b>Profit on ordinary activities before and after taxation</b>		<u>-</u>	<u>-</u>
<b>Profit for the financial year</b>		<u>-</u>	<u>-</u>

There are no recognised gains or the losses in the year.

All activities are classed as continuing.

A reconciliation of shareholders' funds is given in note 6 to the accounts.

**THE SAMARITAN ENTERPRISES LIMITED****BALANCE SHEET****AS AT 31 MARCH 2003**

	Note	2003 £	2002 £
<b>CURRENT ASSETS</b>			
Stock at Cost		30,938	13,335
Trade Debtors		72,825	19,016
Cash at Bank and in Hand		117,759	217,786
		<hr/>	<hr/>
		221,522	250,137
		<hr/>	<hr/>
<b>CREDITORS: amounts falling due within one year</b>			
Trade Creditors		87,333	106,442
Taxation & VAT		56,605	44,993
The Samaritans Current Account		77,484	98,872
		<hr/>	<hr/>
		221,422	250,037
		<hr/>	<hr/>
<b>NET ASSETS</b>		100	100
		<hr/>	<hr/>
<b>Financed by</b>			
Share Capital			
Authorised, Allotted & Called Up			
100 Ordinary Shares of £1 each		100	100
Profit and Loss Account		-	-
		<hr/>	<hr/>
<b>EQUITY SHAREHOLDERS FUNDS</b>	6	100	100
		<hr/>	<hr/>

These accounts were approved by the Board of Directors on 2 June 2003

.....  
Director

The notes on pages 6 and 7 form part of these accounts

**THE SAMARITAN ENTERPRISES LIMITED****NOTES TO THE ACCOUNTS****FOR THE YEAR ENDED 31 MARCH 2003****1. ACCOUNTING POLICIES****1.1 Basis of Accounting**

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

**1.2 Overheads**

Overheads directly arising from the company's activities are charged in these Accounts. The Samaritans have, in 2003, made appropriate charges for overhead costs, which should properly be charged in these Accounts, including an allocation for the member of staff principally responsible for the Company's activities.

**1.3 Stocks of consumable stores**

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

**1.4 Taxation**

No provision for taxation is included in the accounts as the company's profits for each year are passed to the parent charity, The Samaritans, under a Deed of Covenant, dated 15 April 1983 and covering the profits of the company for the year ended 31 March 1984 and 20 years thereafter. The trading profit will be transferred to The Samaritans, after deduction of previous years' losses, with tax paid to the Inland Revenue on the overall net profit, for later reclaim by the charity.

**2. TURNOVER**

Turnover is attributable to the principal activity of the Company and relates wholly to the United Kingdom market.

**3. ADMINISTRATIVE EXPENSES**

Administrative Expenses include:

	2003	2002
	£	£
Audit Fee	750	500

**4. ANALYSIS OF OTHER OPERATING INCOME**

	2003	2002
	£	£
Commissions received	5,676	8,412
Sponsorship Income received	312,808	30,184

**THE SAMARITAN ENTERPRISES LIMITED****NOTES TO THE ACCOUNTS (cont)****FOR THE YEAR ENDED 31 MARCH 2003****5. DIRECTORS AND EMPLOYEES**

There were no employees during the year, although a proportion of the cost of the member of The Samaritans staff, responsible for the Company's activities, £8,000, was charged against the company's profits, (2002: £6,000).

The directors did not receive any remuneration during the year (2002 :nil)

**6. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS**

	2003 £	2002 £
Shareholders' funds at 1 April 2002	100	100
Profit for the year	-	-
	<hr/>	<hr/>
Shareholders' funds at 31 March 2003	100	100
	<hr/>	<hr/>

**7. ULTIMATE HOLDING COMPANY**

The ultimate holding company is The Samaritans, a registered charity incorporated in England. A copy of the Accounts of the holding company can be obtained by writing to the Company Secretary at the Registered Office at The Upper Mill, Kingston Road, Ewell, Surrey. KT17 2AF.



**THE SAMARITAN ENTERPRISES LIMITED**  
**DETAILED PROFIT AND LOSS ACCOUNT**  
**FOR THE YEAR ENDED 31 MARCH 2003**

	2003		2002	
	£	£	£	£
Sales		235,026		216,347
Less: Cost of Sales	(102,153)		(156,155)	
Discounts Allowed	(32,529)		(40,513)	
	<hr/>	(134,682)	<hr/>	(196,668)
Gross Profit on Sales		100,344		19,679
Add: Commissions Received		5,677		8,412
Donations and Sponsorship Income Received		312,808		30,184
<b>Total Gross Profit</b>		418,829		58,275
Less: Overheads				
Sales Catalogues	(16,839)		(5,052)	
Fulfilment & Subscriptions	(16,371)		(1,605)	
Other Overheads	(27,887)		(8,737)	
	<hr/>	(61,097)	<hr/>	(15,394)
<b>Net Profit</b>		357,732		42,881
Paid to The Samaritans under Deed of Covenant		(357,732)		(42,881)
<b>Retained Profit for the Year</b>		<hr/>		<hr/>
Analysis of covenant paid:				
Donations received on behalf of The Samaritans		283,532		-
Residual profit		74,200		42,881
		<hr/>		<hr/>
		£357,732		£42,881
		<hr/>		<hr/>