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GAMES WORKSHOP LIMITED

GROUP ACCOUNTS

31st May, 1989

PEAT MARWICK MCLINTOCK,

St. Nicholas House, 31 Park Row, Nottingham, NG1 6GR. M 13 JAN 1990

#### GROUP ACCOUNTS

for the year ended 31st May, 1989

#### DIRECTORS

B. C. Anseli K. Pinfold

#### SECRETARY

D. Lane

# REGISTERED OFFICE

Chewton Street
Hilltop
Eastwood
Nottinghamshire
NG16 3HY

#### AUDITORS

Peat Marwick McLintock Nottingham

#### Directors' Report

The directors present their annual report and the audited accounts for the year ended 31st May, 1989.

#### PRINCIPAL ACTIVITIES

The group's principal activities during the year were the manufacture of miniature metal figures and games and the retail and wholesale distribution of these products together with other games.

#### BUSINESS REVIEW

The directors, who were almost totally immersed in the negotiation and completion of a management buyout during the latter half of the period under review, recognise and asknowledge the efforts of the senior and middle management of the group in making this a further successful year.

During the year under review, the group successfully expanded its U.K. retail chain and significantly increased its trade distribution turnover both in the U.S.A. and Europe. The directors expect this expansion to continue in the forthcoming year.

In the year ahead some of the plans for product diversification will reach fruition. Four games intended for a younger market were released in the Summer and four novels with a fantasy theme will be released shortly.

Also, the forthcoming year should see the release of the game Heroquest, which has been developed by MB Games in collaboration with the unique talents of the Games Workshop games designers, artists and miniature designers. Heroquest will be manufactured and distributed by MB Games in the U.K. and Germany and will be promoted with television advertising. The directors are pleased that the unique creative talents that the group has at its disposal are now being recognised and utilised by the larger toy and games companies and it is hoped that this will continue to be the case in future years.

Overall, the group continues to improve; it gets better in the way it designs and manufactures products, better in the way that these products are marketed, better in the utilisation of the creative and managerial skills that it employs and therefore better both in terms of growth and profitability.

IT IS A FAR FAR BETTER THING THAT WE DO NOW

THAN WE HAVE EVER DONE BEFORE

#### Directors' Report (continued)

#### RESULTS

The results for the year are shown in the attached profit and loss account.

#### DIVIDENDS

The directors recommend that no dividend be paid.

#### DIRECTORS AND THEIR INTERESTS

The directors who served during the year and their interests in the share capital of the company were as follows:
Ordinary shares of £1 each

		10p part	ly paid	Fully	paid
		1989	1988	1989	1988
B. C. Ansell K. Pinfold	(Chairman)	<u>-</u>	<b>-</b>	- -	- -
S. P. Jackson	resigned 20th April 1989 resigned 20th April 1989		<u>-</u>	- -	62,500 62,500

During the year a further 97,222 shares (representing 70% of the total share capital) of the company were acquired by Hurnwell Limited. The interests of the directors in Hurnwell Limited at 31st May 1989 were as follows:-

Ordinary shares of £1 each

B. C. Ansell 100 K. Pinfold 66

#### FIXED ASSETS

The movements in fixed assets are shown in the notes to the accounts.

#### **DONATIONS**

No political or charitable donations were made during the year.

#### AUDITORS

In accordance with Section 384 of the Companies Act 1985, a resolution concerning the re-appointment of Peat Marwick McLintock as auditors of the company is to be proposed at the forthcoming annual general meeting.

By order of the board,

Diane Lane

D. LANE

Secretary.

#### REPORT of the AUDITORS to the MEMBERS of

#### GAMES WORKSHOP LIMITED

We have audited the accounts on pages 4 to 15 in accordance with Auditing Standards.

In our opinion the accounts give a true and fair view of the state of affairs of the company and of the group at 31st May, 1989 and of the profit and source and application of funds of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Nottingham.

4th September 1989

Chartered Accountants.

# Consolidated Profit and Loss Account for the year ended 31st May, 1989

	Notes	1989 £ £	Company only 1988 £ £
TURNOVER	2	9,016,325	7,868,501
Cost of sales		(6,285,144)	(5,643,292)
GROSS PROFIT		2,731,181	2,225,209
Distribution costs Administrative expenses		551,985 ,529,653	514,837 1,136,547
강화 1 등이 되는 것이 되었다. 첫 비롯. 1987년 - 1일 전 기회 등 1 등 1 등 1 등 1 등 1 등 1 등 1 등 1 등 1 등		(2,081,638)	(1,651,384)
		649,543	573,825
Other operating income	3	58,780	54,435
OPERATING PROFIT		708,323	628,261
Interest receivable Interest payable	4		4,741 ( 166,479)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	5	556,902	466,523
Tax on profit on ordinary activities	7	( 287,673)	( 165,537)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	17	£ 269,229	E 300,986

The notes on pages 8 to 15 form part of these accounts.

# Consolidated Balance Sheet at 31st May, 1989

	Notes	1989 £ £		ny only 988 £
FIXED ASSETS Tangible assets	8	789,060		769,812
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	10 11	1,937,611 1,149,922 49,911	1,462,452 1,041,611 32,419	
CREDITORS: Amounts falling due within one year	12	3,137,444 (2,733,587)	2,536,462	<b>)</b>
NET CURRENT ASSETS		403,857		279,183
TOTAL ASSETS LESS CURRENT LIABILITIES		1,192,917		L,048,995
CREDITORS: Amounts falling due after more than one year	13	(167,790)		177,821)
PROVISIONS FOR LIABILITIES AND CHARGES	14	1,025,127 ( 2,298)	(	871,174 70,000)
NET ASSZTS		£1,022,829	£	801,174
CAPITAL AND RESERVES				
Called up share capital Revaluation reserve Profit and loss account	15 16 17	138,889 117,251 766,689		126,389 117,251 557,534
		£1,022,829	<b>£</b>	801,174

B. C. ANSELL

K. PINFOLD

The accounts were approved by the directors on 4th September 1989

Directors

The notes on pages 8 to 15 form part of these accounts.

# Balance Sheet at 31st May, 1989

	Notes	£	1989 E		988 £
FIXED ASSETS Tangible assets Investments	8 9		733,493 268,819		769,812
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	10 11	1,309,909 1,738,024 4,700	1,002,312	1,462,452 1,041,611 32,419	769,812
CREDITORS: Amounts falling due within one year	12	3,052,633 (2,629,573		2,536,482 (2,257,299)	
NET CURRENT ASSETS			423,060		279,183
TOTAL ASSETS LESS CURRENT LIABILITIES			1,425,372		,048,995
CREDITORS: Amounts falling due after more than one year	13	(	161,472)	C	177,821)
PROVISIONS FOR LIABILITIES AND CHARGES	14		1,263,900 58,298)		871,174 70,000)
NET ASSETS			1,205,602	2	801,174
CAPITAL AND RESERVES					
Called up share capital Revaluation reserve Profit and loss account	15 16 17		138,889 117,251 949,462		126,389 117,251 557,534
		<u>.</u>	1,205,602	•	801,174
B. C. ANSE K. PINFOLD	1	) Bir	Sectors by	Anell	

The accounts were approved by the directors on 4th September 1989

The notes on pages 8 to 15 form part of these accounts.

# Consolidated Statement of Source and Application of Funds for the year ended 31st May, 1989

	7	89	Compa	ny only 988
SOURCE OF FUNDS	£	£	£	£
Profit on ordinary activities before taxation		556,902		466,523
Adjustments for items not involving the movement of funds:				
Depreciation Loss/(profit) on sale of tangible fixed		192,275		173,551
assets		4,892		(18,399)
Exchange movements		(64,577)		
TOTAL GENERATED FROM OPERATIONS		689,492		621,675
FUNDS FROM OTHER SOURCES				
Share issue	12,500			
Proceeds of sale of tangible fixed assets	54,673		337,271	
Other loans		67,173	5,260 	342,531
[2] (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)		756,665		964,206
APPLICATION OF FUNDS				
Purchase of tangible fixed assets	266,585		236,494	
Tax paid	122,500		51,677	
Repayment of term loans Repayment of other loans	25,000		187,127 50,280	
Repayment of directors loans	15,520		22,127	
Change in other creditors due after				
more than one year	10,031		76,613	
		439,636		624,318
INCREASE IN WORKING CAPITAL	<b>.</b>	317,029		£339,888
COMPONENTS OF INCREASE IN WORKING CAPITAL	시 교리에서 다 교통을 하다			
Stocks		475,159		459,280
Debtors		108,311		10,188
Creditors	(	532,128)		365,288
경우 경영 경영 등을 보고 있는 것이 되었다. 그 경영 등을 모임하는 것이 하는 교육 기자를 하고 있는 것이 중요한 것이 그런데 하는 것이 있다.		51,342		834,756
Movement in net liquid funds:	17 400		C E13	
Cash at bank and in hand Bank overdraft	17,492		5,513 (500,381)	
Dank Overdial	248,195	265,687		, (494,868)
	£	317,029		 E339,888
경기에는 경기에 살아보는 경기를 받는 것이 되었다. 1900년 - 1일 시간 1일 전 1일			1	

#### Notes to the Accounts

for the year ended 31st May, 1989

#### 1. SIGNIFICANT ACCOUNTING POLICIES

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

#### (a) Basis of accounting:

The accounts have been prepared under the historical cost convention, as modified by the revaluation of certain fixed assets.

#### (b) Basis of consolidation:

The accounts consist of the holding company and its subsidiaries for the year ended 31st May, 1989. The company has not published its profit and loss account as allowed by \$228 of the Companies Act 1985.

#### (c) Depreciation:

The depreciation policy was changed during the year to a straight line calculation to reflect more accurately the useful economic lives of the assets. It is the directors' opinion that the change in policy will have a negligible effect on the charge for the year.

Depreciation is provided at rates calculated to write off the cost of each asset over its expected useful life. The following rates are used, calculated on the straight line basis:-

Freehold buildings 2%
Office equipment 20% - 50%
Fixtures and fittings 15%
Motor vehicles 25%
Short leasehold premises over the period of the lease

#### (d) Stocks and work in progress:

Stocks and work in progress are valued on a first in first out basis at the lower of cost and net realisable value. In respect of work in progress and finished goods, cost includes all production overheads and the attributable proportion of indirect overhead expenses. Product development and design costs are carried forward on games projects where the outcome of the game has been assessed with reasonable certainty as to its commercial viability and are recovered over the first production run of the product.

#### (e) Deferred taxation:

Deferred taxation is provided using the liability method. Provision is made for long term timing differences where it is considered that such liabilities will become payable within the foreseeable future.

#### (f) Foreign exchange:

Transactions denominated in foreign currencies are translated into sterling and recorded at the average rate of exchange for the accounting period. Balances denominated in a foreign currency are translated into sterling at the exchange rates ruling on the balance sheet date.

# Notes to the Accounts (continued)

# 2. TURNOVER

Turnover represents amounts invoiced in respect of goods sold during the year, excluding value added tax. The analysis of turnover by geographical

- 이 문제가 보는 것 같아 보는 그리는 이글로 한 것도 하 중에는 걸 하고 있다. 그 - 하는 하는 하는 하는	1989 £	Company only
United Kingdom		
United States of America	5,097,261	5,534,991
Rest of Europe	2,847,106	1,532,239
Section 1. Other 1999 and 1999 and 1999 and 1999 and 1999	852,157	574,931
병의 그리즘일 말함하고 교육의 작업에 독일하였다. 회	219,801	226,340
	£9,016,325	£7,868,501
3. OTHER OPERATING INCOME		
Royalties	£ 58,780	£ 54,436
4. INTEREST PAYABLE		
On bank overdraft and loans repayable within five years		£
On other loans	98,806	100,250
On hire purchase agreements	27,683	23,811
송시 하의 이는 나를 가지 않은 사람들은 바람이 하는 나왔다.	24,932	42,418
	£151,421	£166,479 ·
5. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		
This is stated after charging/(crediting):-	<b>.</b>	
Directors' emoluments		
Auditors' remuneration	311,390	119,634
Depreciation	21,250	15,700
Hire of equipment	192,275	173,551
Other operating leases	3,075 8,245	51,922
Exchange (gain)/loss	(136,529)	28,518

#### Notes to the Accounts (continued)

#### 5. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION (continued)

The remumeration of the chairman and highest paid director was £121,858 (1988, chairman only - £28,734). In 1988 the remumeration of the highest paid director was £35,191.

remuneration of the other f £5,000 is as follows:-	directors in bands	1989	1988
£25,001 - £30,000		<b>-</b>	1
£30,001 - £35,000		1	_
£35,001 - £40,000		_	1
£65,001 - £70,000		1,	_
 £85,001 - £90,000		1	-

#### 6. STAFF NUMBERS AND COSTS

7.

The average number of persons employed by the group (including directors) during the year was 246 (1988 - 252).

The costs of employment were:-	1989 £	Company only 1988 £
Wages and salaries	2,398,537	1,982,411
Social security costs	208,757	181,204
Other pension costs	12,857	7,027
	£2,620,151	£2,170,642
TAX ON PROFIT ON ORDINARY ACTIVITIES		
Based on the profit for the year:-	<b>E</b>	
UK corporation tax at 35%	337,828	211,970
Under/(over)provision in previous years	17,547	( 13,661)
Deferred taxation at 35%	(67,702)	( 32,772)

£287,673

£165,537

# Notes to the Accounts (continued)

8.	TANGIBLE FIXED ASSET		Short		Fixtures	
	GROUP	Freehold	leasehold	Plant and	and	
			premises			Total
	Cost or Valuation:	Ē	<u> </u>	E	£	£
	1000	200 200				
1	At 1st June 1988	300,000	18,219	564,181	276,552	1,158,952
	Exchange difference	•	0 500	5,111	2,288	7,399
	Additions Disposals	<del>-</del>	2,500	219,088	44,997	266,585
	prehosara			(85,436)		( 85,436)
	At 31st May 1989	300,000	20,719	702,944	323,837	1,347,500
	Depreciation:					
	At 1st June 1988	_	2,850	266,910	119,380	389,140
	Exchange difference	_	_,	2,291	605	2,896
į	Charge for year	4,800	3,936	122,892	60,647	192,275
	Disposals		-	( 25,871)	-	( 25,871)
	At 31st May 1989	4,800	6,786	366,222	180,532	558,440
	Net book value:					
	At 31st May 1989	£295,200	£ 13,933	£336,722	£143,205	£ 789,060
	At 31st May 1988	£300,000	£ 15,369	£297,271	£157,172	£ 769,812
	COMPANY					
	Cost or Valuation:	£	£	£	E	£
	At 1st June 1988	300,000	18,219	564,181	276,552	1,158,952
	Additions	_	2,500	173,656	44,997	221,153
	Disposals	girth a 🛨 🗎		(75,699)		( 75,699)
• •	Intergroup transfers		<b>-</b>	(13,274)	(28,511)	(41,785)
	At 31st May 1989	300,000	20,719	648,864	293,038	1,262,621
	Depreciation:					
47						
	At 1st June 1988	-	2,850	266,910	119,380	389,140
5. j.	Charge for year	4,800	3,936	104,559	58,256	171,551
	Disposals	•		( 25,871)		( 25,871)
400	Intergroup transfers			( 1,145)	( 4,547)	( 5,692)
	At 31st May 1989	4,800	6,786	344,453	173,089	529,128
	Net book value:	#=====	Annus Annus			********
	At 31st May 1989	£295,200	£13,933	£304,411	£119,949	£, 733,493
	At 31st May 1988	E300,000	£15,369	£297,271	£157,172	£ 769,812
100	the contract of the section of the contract of	and a service of the first of		and the first terms of the second	and the second of the second	· · · · · · · · · · · · · · · · · · ·

#### Notes to the Accounts (continued)

#### TANGIBLE FIXED ASSETS (continued)

Freehold premises includes land valued at £60,000 (1988 - £60,000) which is not depreciated.

The amounts at which the revalued freehold premises would be stated in accordance with the historical cost convention are as follows:-

		1989 £	1988 £
Cost Accumulated dep	reciation	195,238 ( 16,401)	195,238 ( 12,496)
Net book value		£178,837	£182,742

Included in the above for the group and the company, are assets acquired under hire purchase agreements with a net book value of £195,734 (1988: £134,601). The depreciation charged on these assets was £71,489 (1988: £84,698).

#### 9. INVESTMENTS

COMPANY

	At 1st June 1988 Shares in group companies acque during the year at cost	ired	268,819	
	At 31st May 1989		£268,819	
10.	STOCKS	1.0	189	1988
		Group £	Company	Group & Company
	통하였는데 없이 되었는데 얼마 없다.			
	Raw materials	316,393	316,393	254,955
4	Work in progress	340,031	340,031	258,127
	Finished goods	1,281,187	653,485	949,370
		£1,937,611	£1,309,909	£1,462,452
11.	DEBTORS			
•		<b>£</b>	£	
	Trade debtors	874,493	542,797	851,065
	Amounts owed by group companies		933,698	
	Other debtors	38,957	38,957	24,024
	Prepayments and accrued income	236,472	222,572	166,522
		E1,149,922	£1,738,024	£1,041,611

# Notes to the Accounts (continued)

# 12. CREDITORS: Amounts falling due within one year

		89	1988
그렇다 살아 하는 것이 없는 것이 되었다.	Group	Company	Group & Company
	2		
Bank loans and overdraft	557,824	557,824	806,019
Other loans	70,000	70,000	95.000
Directors' loan accounts			15,520
Trade creditors	981,088	944,921	413,933
Amounts owed to group companies		1,038	1,038
Other creditors	149,690	137,167	202,569
Corporation and overseas tax	444,845	393.805	211,970
Other taxes and social security	102,440	103,450	145,368
Accruals	427,700	421,368	365,882
	£2,733,587	£2,629,573	£2,257,299

Bank loans and overdrafts are secured by charges over all the group's assets. Other loans are secured by a legal charge against specific properties.

# 13. CREDITORS: Amounts falling due after

more than one year	1989	1988
	Group Company	Group & Company
Bank loans	97,870 97,870	120,400
Other creditors	69,920 63,602	57,421
	£167,790 £161,472	£177,821

The amount shown under bank loans is not wholly repayable within five years. Interest is charged at 3% above base rate with a minimum rate of 10%. The loan is secured by a legal mortgage on the freehold property of the group.

# 14. PROVISION FOR LIABILITIES AND CHARGES

	er fjartiget						Group	v som CC	mpany
De	ferred	taxatio	on:				∉ <u>E</u>		£
							ang katalan Maka		
4	Da1		1st June	1000		A			
							70,00		0,000
	Mov	ement du	uring the	year			(67,70	2) (1	1,702)
				친구는 그래요					
	Pal		21 10	1000					
	Dar	suce at	31st May	1303		Tally y	£ 2,29	8 L:	8,298
75 P					9.54				

#### Notes to the Accounts (continued)

# 14. PROVISION FOR LIABILITIES AND CHARGES (continued)

The amounts provided and not provided for deferred taxation using the liability method are as set out below:-

		1989 Not		Not 1988		
	GROUP	provided £	Provided £		Provided £	
	Accelerated capital allowances Other timing differences Revaluation of asset	(22,352) 41,038	58,298 (56,000)	- 41,038	70,000 -	
			£ 2,298	£ 41,038	£70,000	
.* :	COMPANY	<u> </u>	<u>===</u> **	<del></del>		
	Accelerated capital allowances Revaluation of asset	41,038	58,298 -	41,038	70,000 -	
		£ 41,038	£58,298	£ 41,038	£70,000	
15.	SHARE CAPITAL Authorised:	19	===== 39	19	88	
	Ordinary shares of £1 each		1,000,000	£	1,000,000	
	Allotted, called up and fully pai Ordinary shares of £1 each		Value £138,889	Number 125,000	Value £125,000	
	Allotted and 10p partly paid: Ordinary shares of £1 each	-		13,889	1,389	
		138,889	£138,889	138,889	£126,389	
	During the year the remaining 90p share.	was paid	up on each	10p partly	paid	

# 16. REVALUATION RESERVE

GROUP AND COMPANY

Balance at 1st June 1988 and 31st May 1989

£117,251

# Notes to the Accounts (continued)

# 17. MOVEMENT ON RESERVES

	1989 <u>Group</u> £	Company	1988 Group & Company
Profit brought forward Profit in the year Exchange movement	557,534 269,229 (60,074)	557,534 391,928	256,548 300,986
Balance at 31st May 1989	£766,689	£949,462	£557,534

#### 18. FINANCIAL COMMITMENTS

Capital

There were no capital commitments at 31st May, 1989 (1988 - fnil).

Operating leases

The company has the following annual commitments under non-cancellable operating leases:-

Expiring with one year		23,850
Within two to five years		58,110
Within more than five years	•	240,800
		£322,760

#### 19. SUBSIDIARIES

Name	Country of Incorporation	Proportion of shares held	Nature of Business
Games Workshop Inc.	United States	100%	Retailer and wholesale
	of America		distributor of games and miniatures
Citadel Miniatures	Great Britain	100%	Dormant

#### 20. TRANSACTIONS WITH DIRECTORS

B. C. Ansell was paid a fee of £6,439 (1988 - £32,235) in respect of rights on games.

#### 21. ULTIMATE HOLDING COMPANY

The ultimate holding company is Hurnwell Limited, a company incorporated in England.