MOORE STEPHENS

Company Number: 1488786

Registered Charity Number: 279884

SADLER'S WELLS TRUST (LIMITED BY GUARANTEE)

REPORT AND FINANCIAL STATEMENTS

31st MARCH 2001

A1F4457A 055

A24 COMPANIES HOUSE 0556 25/10/01

Index to the Reports and Financial Statements

	Page
Directors, officers and administrative information	2
Directors' report	3
Statement of directors' responsibilities	6
Auditors' report	7
Statement of financial activities	8
Balance sheet	9
Cash flow statement	10
Notes to the financial statements	11 - 19

Directors, Officers and Administrative Information

Directors

Hugh Morris (Chairman)
Paul Cullington
Harry MacAuslan
Lady Solti
Dr Maggie Semple OBE
Ian Jentle
Nica Burns
Frankie Airey
Matt Cooper

Secretary and Chief Executive

Ian Bronson Albery

Auditors

Moore Stephens Chartered Accountants St. Paul's House London EC4P 4BN

Solicitors

Clifford Chance 200 Aldersgate Street London EC1A 4JJ

Bankers

National Westminster Bank plc Holborn Corporate Business Centre P.O. Box 959 1 Hatton Garden London EC1N 8AB

Registered Office

Sadler's Wells Trust Ltd Sadler's Wells Rosebery Avenue London EC1R 4TN

Directors' Report

The directors submit their report and the financial statements of Sadler's Wells Trust for the year ended 31st March 2001 which have been prepared in compliance with current statutory requirements and with the charity's governing document, its memorandum and articles of association.

The charity is managed by its directors who meet approximately ten times a year and who delegate the day to day operation of the theatre to the chief executive.

Objects

The company through the Sadler's Wells, Peacock and Lilian Baylis theatres aims to provide London with a balanced programme of high quality ballet, dance, opera, music theatre, children's theatre and "specialist" theatre, both from Britain and abroad. The programmes presented are intended to draw audiences from the widest possible cross-section of the community.

Review of Activities

Companies that were presented in the main house this year included:

Netherlands Dance Theatre 2 (Netherlands)
Peter Schaufuss Ballet (Denmark)
Joaquin Cortes (Spain)
Rambert Dance Company (UK)
Zurich Ballet (Switzerland)
Grupo Corpo (Brazil)
Irek Mukhamedov (UK)
Bejart Ballet (Switzerland)
Ballet Preljocaj (France)
Siobhan Davies Dance Company (UK)
Universal Ballet of Korea
Paul Taylor Dance Company (USA)
Tap Dogs (Australia)
Northern Ballet Theatre (UK)
Sankai Juku (Japan)

The Peacock Theatre Season included:

Bahia Ballet (Brazil)
Les Ballet Trockadero de Monte Carlo (USA)
The National Youth Music Theatre Company (UK)
Les Ballet Jazz de Montreal (Canada)
Pura Passion (Spain)
The Mark Baldwin Dance Company (UK)

We received three Olivier Award nominations for the Best New Dance Production of the year for NDT2 and Zurich Ballet as well as for the best individual performance again for Zurich Ballet.

We had two highly successful Christmas seasons with the revival of the Snowman at the Peacock and the RSC's production of The Lion, the Witch and the Wardrobe at Sadler's Wells. In addition we managed for the first time a successful summer season in the theatre with a four-week run of the Australian Circus Troupe Circus Oz.

The Lilian Baylis Theatre continued its primary use as an income generator for the events department so there was little artistic activity in the space.

Directors' Report (Continued)

Accounts

The directors report a deficit of £80,000 for the year.

Gifts and sponsorship from a wide range of organisations made a significant contribution to the theatre and these are listed on pages 13 and 14. In addition many individuals made important gifts to the theatre including lan Hay Davison, The Ulrich Family and Hugh Morris. The theatre wishes to thank all those who have made such a major and generous contribution to the success of the theatre this year.

The directors are aware that the borrowings of New Sadler's Wells Limited have increased from £600,000 at 31st March 2000 to a figure of £3,000,000 at the date these accounts have been signed. The financing of New Sadler's Wells Limited is relevant to Sadler's Wells Trust Limited because of the existence of cross-guarantees, details of which are set out in Note 15. The directors do not believe the financial position of Sadler's Wells Trust Limited will be materially affected by the existence of these cross-guarantees.

The financial position of the company is set out in the balance sheet on page 9.

Directors

The members of the board who served during the year under review were as follows:

Hugh Morris (Chairman)
Harry MacAuslan
Ian Hay Davison
Lady Solti
Dr Maggie Semple OBE
Ian Jentle
Paul Cullington (Treasurer)
Frankie Airey
Nica Burns
Matt Cooper

Sir John Drummond

Lady Rowland

(Appointed 1st June 2000) (Appointed 1st June 2000) (Appointed 19th June 2001) (Resigned 17th July 2000) (Resigned 18th October 2000)

(Retired 19th May 2001)

The directors are appointed by the Governors of the Sadler's Wells Foundation.

Hugh Morris, Harry MacAuslan, Lady Solti, Maggie Semple and Ian Jentle each held one share in the Trust at the year end.

Directors' Report (Continued)

Connected Charities

The Sadler's Wells Trust is connected to other charities, under the control of the Sadler's Wells Foundation. Details of these charities are given in note 19 to the financial statements.

Taxation Status

The company is a registered charity and as such, is entitled to exemptions from taxation under the Income and Corporation Taxes Act 1988.

Auditors

The auditors, Moore Stephens, are willing to continue in office. A resolution for their reappointment and authorising the directors to fix their remuneration will be submitted to the forthcoming Annual General Meeting.

By Order of the Board

IAN BRONSON ALBERY

Secretary

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 financial 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 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.

Report of the Auditors to the Members of Sadier's Wells Trust (Limited by Guarantee)

We have audited the financial statements on pages 8 to 19 which have been prepared under the historical cost convention and the accounting policies set out on pages 11 to 12.

Respective Responsibilities of Directors and Auditors

As described on page 6 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 affairs at 31st March 2001 and of its result for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

St. Paul's House, Warwick Lane, London, EC4P 4BN

16. Ayust 2001

MOORE STEPHENS Chartered Accountants Begistered Auditor

Statement of Financial Activities For the year ended 31st March 2001

<u>N</u>	<u>ote</u>	General <u>Funds</u>		Restricted <u>Funds</u>	Total Funds <u>2001</u>	nds		Total Funds <u>2000</u>
Incoming Resources		£'000		£'000	£,000	00		£,000
Income from presentations Income from events Gifted income Grants Donations Sponsorship income Investment income- interest receivable Other income Compensation	8 3 3 3	7,101 - 355 1,095 131 30 72 101		35 34 195	7,101 - 355 1,130 165 225 72 101	- 355 130 165 225		7,269 627 - 570 182 255 115 156 1,350
Total Incoming Resources	,	8,885		264	9,149	149	-	10,524
Resources Expended Direct charitable expenditure								
Expenditure on presentations Expenditure on events Theatre overhead Fundraising and publicity costs Management and administration Total Resources Expended	n 2	6,930 - 1,650 182 203 	_	229 - 35 - - - 264	7,159 - 1,685 182 203 	685 182 203		7,698 290 1,904 184 344 ———
Net Incoming Resources for the Year		(80)	=	-	(80)	(80)		104
Balances brought forward at 31st March 2000		151		15	166	166		62
Balances carried forward at 31st March 2001	£	71	£	15	£ 86	86	£	166

None of the company's activities were acquired or discontinued during the above two financial years.

With effect from 1st April 2000 events were managed by the subsidiary company, Sadler's Wells Limited, with the net income donated to the company.

The company has no recognised gains or losses other than those dealt with in the income and expenditure account.

Balance Sheet - 31st March 2001

	<u>Note</u>		<u>2001</u>		2000
			£'000		£'000
Fixed Assets					
Investment Tangible assets	8 7	_	- 359		63
		_	359		63
Current Assets					
Stocks	9		11		9
Debtors	10		500		896
Cash at bank and in hand		_	1,769		1,060
			2,280		1,965
Creditors, amounts falling due within one year	11	_	(2,553)		(1,862)
Net Current Assets			(273)		103
Total Assets Less Current Liabilities		£	86	£	166
Funds					
Restricted	18		15		15
General	18		71		151
Total Funds		£	86	£	166

These financial statements were approved by the Board on

HUGH MORRIS Chairman

Mudlani 16/8/2001

Cash Flow Statement For the year ended 31st March 2001

	<u>Note</u>	2001 £'000		2000 £'000	
Net cash inflow/(outflow) from trading activities	12		1,170		(420)
Returns on investments and servicing of finance	13a		72		115
Capital expenditure	13b		(343)		(34)
Increase/(decrease) in cash in the year		٤	899	£	(339)
Reconciliation of Net Cash Flow to Movement in Net Cash					
Increase in cash in the year		709		(485)	
Cash inflow from decrease in debt		190		146	
Movement in net cash in the year			899		(339)
Net cash at 1st April 2000			870		1,209
Net cash at 31st March 2001	14	£	1,769	£	870

Notes to the Financial Statements For the year ended 31st March 2001

1. Accounting Policies

(a) Basis of accounting

These financial statements have been prepared under the historical cost convention, in accordance with all applicable Accounting Standards and follow the provisions of the Statement of Recommended Practice: Accounting by Charities issued in October 1995.

The company has taken advantage of the exemptions provided by S248 Companies Act 1985 and has not prepared consolidated accounts.

(b) Income from presentations

Income from presentations, which is matched to relevant performances, represents amounts receivable, excluding Value Added Tax, for goods and services provided in the ordinary course of business. All income is generated in the United Kingdom.

(c) Grants, donations and sponsorship

- (i) Revenue grants and donations are credited to the Statement of Financial Activities in the period in which they fall due unless they relate to specified future or prior periods, in which case they are deferred or accrued respectively.
- (ii) Corporate sponsorship is treated on a cash receipts basis even though the benefits to the sponsor may cover the next accounting period.
- (iii) Restricted funds are used for the specified purpose laid down by the donor.

(d) Expenditure allocation

Expenditure is allocated to departments on an actual basis. These costs are then aggregated and disclosed under the headings stated in note 2.

(e) Tangible fixed assets

Fixed assets are stated at cost. Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life. Purchased assets have been depreciated at the following straight line rates:

<u>Pre 1999</u>	Post 2000
33.3%	33.3%
20%	33.3%
20%	10 to 20%
	20%

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

1. Accounting Policies (Continued)

(f) Stocks

Stocks of goods for resale, consisting of merchandise and confectionery are stated at the lower of cost and net realisable value on a first in first out basis.

(g) Foreign currencies

Foreign currency balances at 31st March 2001 have been translated into sterling at the rate ruling at that date.

Transactions during the course of the year have been translated into sterling at the rate ruling at the transaction date.

2. Total Resources Expended

	Presentation Expenses	Theatre Overhead	Fundraising and <u>Publicity</u>	Management and Administration	2001 <u>Total</u>	2000 <u>Total</u>
Staff costs	1,138	913	127	297	2,475	2,337
Premises costs	329	532	-	-	861	278
Depreciation	-	47	-	-	47	17
Audit	-	-	-	21	21	19
Irrecoverable expenditure on behalf of New Sadlers Wells Limited	-	-	-	(160)	(160)	(151)
Other costs	5,692	193	55	45	5,985	7,920
	£ 7,159	£ 1,685	£ 182	£ 203 £	9,229	£ 10,420

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

3. Grants, Donations and Sponsorship

Included in the figures for grants, donations and sponsorship are the following amounts:

(a)	Grants			
		<u>2000/01</u>	<u>1999/00</u>	<u>Purpose</u>
	London Borough Grants Unit	£69,700	£68,720	Contribution towards the running cost of Sadler's Wells Trust
	London Arts Board	£900,000	£220,000	Contribution towards the running costs of Sadler's Wells Trust
	London Borough of Islington	£35,534	£30,994	The salaries of the Community and Education manager and the Community and Education officer (part-time)
	Sadler's Wells Foundation	£125,000	£250,000	Contribution towards running costs of Sadler's Wells Trust Limited
(b)	Donations		•	
	The 29th of May 1961 Charita American Friends of Sadler's Anderson Consulting Foundat Bridge House Estate Trust Fu Capital One Foundation for Sport and the Groundswell Henry Moore Foundation The J.M. Kaplan Fund Sadler's Wells Theatre Appear	Wells ion nd Arts	£ 10,000 34,200 3,000 7,000 2,600 30,000 2,094 4,000 6,380 45,000	
(c)	Sponsorship		£	
	Arts & Business * Criterion Ices Invensys plc Marks & Spencer The Royal Bank of Scotland Skoda UK		25,000 2,000 100,000 3,000 5,000 70,000	

 $^{^{\}star}$ In 1999 sponsorship of £100,000 from Invensys plc for Dick Whittington was matched by of £25,000 under the Arts & Business Pairing scheme this year.

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

3. Grants, Donations and Sponsorship (Continued)

(c) Corporate Membership

Bank Julius Baer & Co Ltd 5,000
The British Land Company plc 7,500
Cable & Wireless plc 15,000
J. Walter Thompson Company Ltd 7,500
Morgan Stanley Dean Witter 7,500
Nabarro Nathanson 5,000

4. Compensation

During the year ended 31st March 2000 the theatre received £1.35m in respect of compensation for a cancelled booking during the summer of 1999.

5. Staff and Directors

	2001		2000
	£,000		£'000
	2,241 249 55		2,324 192 52
	2,545		2,568
	(70) -		- (231)
£	2,475	£	2,337
	Number		Number
	1 1		1
	£	£'000 2,241 249 55 2,545 (70) - 2,475	£'000 2,241 249 55 2,545 (70) - £ 2,475 £

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

5. Staff and Directors (Continued)

Average Number of Persons Employed

	<u>2001</u> Number	<u>2000</u> Number
Theatre and Front of House Box office Marketing Technical Administration Development Events	34 16 8 11 12 5	41 12 8 15 14 5
Evello	86	98

At the year end there were 9 non-executive directors. None of the directors received any remuneration (2000 - £Nii) nor were any payments made to any organisation associated with any director save on an arms length commercial basis.

Reimbursement of directors' travelling expenses amounting to £Nil (2000: £Nil) was made during the year.

6. Taxation

The company is a registered charity and as such, is entitled to exemption from taxation under the Income and Corporation Taxes Act 1988.

7. Tangible Fixed Assets

-				Fixtures and				
	<u>C</u>	Computers £'000		Fittings £'000	<u> </u>	Equipment £'000		Total £'000
Cost								
At 1st April 2000		172		204		34		410
Additions		33		1		310		344
At 31st March 2001	_	205	_	205		344		754
Depreciation								
At 1st April 2001		145		195		7		347
Charge for the year		14				24	_	48
At 31st March 2001		159	-	205		31		395
Net book value								
At 31st March 2001	£	46	£	<u>.</u>	£	313	£	359
At 31st March 2000	£	27	£	9	£	27	£	63

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

8. Investment

The company owns both £1 shares in Sadler's Wells Limited which commenced trading, hosting events at the Sadler's Wells Theatre, on 1st April 2000. The turnover of Sadlers Wells Limited for the year was £863,000 and its net income of £355,000 was donated to Sadler's Wells Trust Limited. In accordance with S248 Companies Act 1985 consolidated accounts have not been prepared.

9.	Stocks				
			<u>2001</u> £'000		<u>2000</u> £'000
	Goods for resale	£	11	£	9
10.	Debtors		<u>2001</u> £'000		2000 £'000
	Trade debtors Amounts owed by related undertakings Other debtors Prepayments and accrued income	£	396 14 - - - 500	£	616 251 12 17 896
11.	Creditors, amounts falling due within one year		<u>2001</u> £'000		<u>2000</u> £'000
	Bank overdraft Trade creditors Amounts owed to related undertakings Box office advances (see note below) VAT, PAYE and National Insurance contributions Other creditors and accrued costs	C	654 477 88 1,244	C	190 427 250 158 191 646
		£	2,553	£	1,862

Included in cash at bank is a deposit account representing advance bookings received which the directors and the bank consider to be ring-fenced from the claims of other creditors.

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

12.	Reconciliation of Net Incoming Resources from
	Trading Activities to Net Cash

14.		ng Activities to Net Cash	74 T I				
					001 000		<u>2000</u> £'000
	Depre Increa Decre Increa	acoming resources from trading activities eciation ase in stocks ease in debtors ase in creditors ash inflow from trading activities	£		(39) 46 (2) 486 791 ———	£	(11) 17 (9) (560) 143 ———————————————————————————————————
13.		ysis of Cash Flows for Headings ed in Cash Flow Statement	=				
	(a)	Return on Investment and Servicing of Fir	nance		<u>001</u> '000		<u>2000</u> £'000
		Interest received	£		72	£	115
	(b)	Capital Expenditure					
		Purchase of tangible fixed assets			(343)		(34)
		Net cash outflow from capital expenditure and financial investments	£		(343)	£	(34)
14.	Anal	lysis of Net Cash	Cash <u>Flow</u> £'000		1st April 2000 £'000	;	31st March <u>2001</u> £'000
	Casl	n at bank and in hand (see note 11)	709		1,06	0	1,769
	Deb	ts due within one year	190		(190)		-
		£	899	£	87	0 £	1,769

15. **Contingent Liability**

The assets of the company are subject to cross guarantees in respect of loans and grants to New Sadler's Wells Limited. At 31st March 2001 the liabilities in respect of these balances in the accounts of New Sadler's Wells Limited amounted to £44,990,000, comprising £3,000,000 of loans and £41,990,000 of grants.

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

16. Liability of Members

The company is limited by guarantee and the liability of members is limited to £10 each. At 31st March 2001 there were 24 members. No dividend rights attach to the shares of the company.

17. Operating Lease Commitment

The company has an annual commitment of £250,000 in respect of the lease of the Sadler's Wells Theatre, from New Sadler's Wells Limited, expiring after more than five years.

18. Net Movement in Funds

Restricted Funds:	At 1st April <u>2000</u> £'000		Incoming <u>Resources</u> £'000		Resources <u>Expended</u> £'000	At 3	31st March 2001 £'000
Telecommunications equipmen	t 15		-		-		15
Sponsorship of productions	-		195		(195)		-
Grants and donations	-		69		(69)		-
	15		264		(264)		15
Unrestricted Funds:							
General fund	151		8,885		(8,965)	,	71
£	166	£	9,149	£	(9,229)	£	86

The theatre has sufficient cash resources to enable the restricted funds to be applied in accordance with the restrictions imposed.

Notes to the Financial Statements For the year ended 31st March 2001 (Continued)

19. Connected Charities

All entities within the Sadler's Wells group of connected charities are based at the registered office shown on page 2 and are limited by guarantee other than Sadler's Wells Limited with a share capital of £2 and Sadler's Wells Foundation, a charitable trust, which is not covered by the Companies Act requirements.

The controlling entity is the Sadler's Wells Foundation which provides a majority of the guaranteeing members for New Sadler's Wells, Sadler's Wells Theatre Appeal Fund, and Sadler's Wells Trust and therefore has ultimate responsibility for the appointment of directors of the three companies.

Sadler's Wells Foundation owns freehold and leasehold properties. New Sadler's Wells Limited is responsible for the Sadler's Wells theatre development and Sadler's Wells Theatre Appeal Fund is responsible for the raising and administration of appeal funds in support of the Sadler's Wells group. Sadler's Wells Trust is a company whose principal activity is to encourage the understanding and appreciation of the performing arts, and Sadler's Wells Limited is a wholly owned subsidiary of Sadler's Wells Trust which commenced trading, marketing events at the theatre, on 1st April 2000.

During the year Sadler's Wells Trust Limited incurred a rent charge of £250,000 from New Sadler's Wells Limited. The company received a donation of £45,000 from Sadler's Wells Appeal Fund Limited and a grant of £125,000 from Sadler's Wells Foundation and received repayment of £160,000 (2000: £151,000) of costs previously written off in connection with the refurbishment of the Sadler's Wells Theatre, owned by New Sadler's Wells Limited.

A gift of £355,000 was received from Sadler's Wells Limited, during the year, a debtor of £73,000 being due from that company at the year end.

20. Pension Commitments

Until 31st March 1999 the company operated a defined benefits pension scheme whose assets are held in independent trustee administered funds. Contributions were determined by a qualified independent to actuary on the basis of triennial valuations using the projected unit method, the most recent valuation being at 6th April 1998. The assumptions which have the most significant effect on the results of the valuation are the rate at which current salaries and pensions will increase and the return the scheme will earn on its assets.

It was assumed for this valuation that salaries would increase by 6.5% per annum and the investment returns would be 8% per annum, and the present and future pensions would increase at the rate of 5% per annum. The actuarial valuation of the scheme's assets was £659,000, actuarially estimated to represent 147% of the benefits that have accrued to members of the scheme after allowing for expected future increase in earnings.

With effect from 29th March 1999 the trustees have commenced the winding up of the defined benefit pension scheme. It is anticipated that this will have been completed by 31st December 2001.

This has been replaced with individual contributions to employees private pension plans the costs of which amounted to £55,276 during the year ended 31st March 2001 (2000 - £52,097).