# The World Professional Billiards and Snooker Association Limited

Report and Financial Statements Year Ended 30 June 1996

♦ November 1996 ♦



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#### **COMPANY INFORMATION**

Directors J Spencer (Chairman)

G M Foulds (Vice Chairman)

J Chambers T M Griffiths W J Oliver S Pulsirivong

Secretary M J Veal

Registered number 1607454

Registered office 27 Oakfield Road

Clifton

Bristol BS8 2AT

Bankers Barclays Bank PLC

40 Corn Street Bristol BS99 4AJ

Auditors Robson Rhodes

Chartered Accountants 10 Queen Square Bristol BS1 4NT

#### REPORT OF THE DIRECTORS

The directors present their report and the audited financial statements of the group for the year ended 30 June 1996.

#### Principal activities

The company is the association for professional snooker and billiards players throughout the world. The principal activities of the group throughout the year were the promotion and regulation of professional snooker and billiards. The group promotes tournaments on behalf of its members to ensure a thriving circuit and to maximise returns to the members' from the events.

#### Review of the business and future developments

The last financial year saw a continuation of the Board's commitment to develop the games of snooker and billiards worldwide whilst consolidating the reserves of the company.

The directors can report that profits before tax of £238,861 were achieved during the year increasing the capital and accumulated reserves to £3,578,383.

The Association has developed links with new potential markets around the world and has been encouraged by the interest and participation in both games. Such development has been important to the new initiatives planned by the company.

In an effort to strengthen the future of both sports, the Board has spent considerable time investigating new tournament structures. Changes are being made with the aim of improving marketing profile and therefore increasing earning opportunities of members.

The financial statements include, for the first time, the results of EASB Limited, the wholly owned subsidiary company which runs the amateur game in England. This follows the successful partnership between both codes in recent years.

The renewals of major sponsorship and TV contracts were achieved during the year and these will provide the Association with a solid financial base for the foreseeable future.

#### Results and dividend

The results for the year are set out on page 5.

In accordance with the Articles of Association of the company no dividends are payable.

#### **Directors**

The present directors of the company are set out on page 1. All of the directors served throughout the year, with the exception of Mr G M E Watterson who resigned with effect from 19 December 1995. Mr J Spencer has resigned as chairman and director and this takes effect from 30 November 1996.

A resolution to reduce the maximum number of directors from ten to seven was passed by the members at an Extraordinary General Meeting held during the year.

#### REPORT OF THE DIRECTORS (CONTINUED)

#### **Directors** (continued)

The company purchased, during the year, insurance against the liabilities of all the directors in relation to the company.

#### **Donations**

Charitable donations made by the group during the year amounted to £6,692. No donation was made in the year to the players' Benevolent Fund (1995: £60,000 to the Benevolent Fund and £636 to other causes). There were no political donations.

#### 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 group and the company and of the profit or loss of the group for that period. In preparing these financial statements the directors have:

- selected suitable accounting policies and then applied them consistently;
- made judgements and estimates that are reasonable and prudent;
- followed applicable accounting standards; and
- prepared the financial statements on the going concern basis.

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 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.

#### **Auditors**

The auditors Robson Rhodes have expressed their willingness to continue in office and a resolution for their re-appointment will be proposed at the Annual General Meeting.

The report of the directors was approved by the Board on 8 November 1996 and signed on its behalf by:

Michael John Veal

Secretary

### AUDITORS' REPORT TO THE MEMBERS OF THE WORLD PROFESSIONAL BILLIARDS AND SNOOKER ASSOCIATION LIMITED

We have audited the financial statements on pages 5 to 22 which have been prepared applying the accounting policies set out on pages 10 and 11.

#### Respective responsibilities of directors and auditors

As described on page 3 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 judgments 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 affairs of the company and the group as at 30 June 1996 and of the group's profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Valida Phod War

Chartered Accountants and Registered Auditor

Bristol

8 November 1996

# CONSOLIDATED PROFIT AND LOSS ACCOUNT for the year ended 30 June 1996

	Note	1996 £	1995 £
<b>Turnover: Continuing operations</b>	2	9,709,583	8,818,597
Cost of sales	3	(8,091,943)	(7,220,416)
Gross profit	4	1,617,640	1,598,181
Administrative expenses		(1,639,945)	(1,308,826)
Operating (loss)/profit: Continuing operations	5	(22,305)	289,355
Interest receivable and similar income	8	261,166	290,585
Profit on ordinary activities before taxation		238,861	579,940
Tax on profit on ordinary activities	9	(4,000)	(304,308)
Retained profit for the year	16	234,861	275,632

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES for the year ended 30 June 1996

	1996 £	1995 £
Profit for the financial year Unrealised deficit on property revaluation	234,861 (29,320)	275,632
Total recognised gains	205,541	275,632
NOTE OF HISTORICAL COST PROFITS AND LOSSES for the year ended 30 June 1996		
	1996 £	1995 £
Reported profit on ordinary activities before taxation	238,861	579,940

	1996 £	1995 £
Reported profit on ordinary activities before taxation	238,861	579,940
Excess of actual depreciation charge over historical cost depreciation	1,439	1,439
Historical cost profit on ordinary activities before taxation	240,300	581,379
Historical cost retained profit	236,300	277,071

# CONSOLIDATED BALANCE SHEET at 30 June 1996

	Note	1996 £	1995 £
Fixed assets		~	~
Tangible assets	10	529,316	555,701
Current assets			
Debtors	12	666,556	330,923
Cash at bank and in hand		4,817,439	4,478,535
		5,483,995	4,809,458
Creditors: amounts falling due within one		3,403,773	4,002,430
year	13	(2,070,428)	(1,539,467)
		<del></del>	
Net current assets		3,413,567	3,269,991
		-	<del></del>
Total assets less current liabilities		3,942,883	3,825,692
Provision for liabilities and charges	14	(364,500)	(452,850)
		<del>- · · · · · · · · · · · · · · · · · · ·</del>	
Net assets		3,578,383	3,372,842
Capital and reserves			
Capital reserve	16	22,238	22,238
Revaluation reserve	16	127,942	157,262
Profit and loss account	16	3,428,203	3,193,342
		<del></del>	
Members' funds	17	3,578,383	3,372,842

# COMPANY BALANCE SHEET at 30 June 1996

	Note	1996 £	1995 £
Fixed assets			
Tangible assets	10	529,316	555,701
Investments	11	103	102
		529,419	555,803
Current assets	10		
Debtors	12	678,087	330,923
Cash at bank and in hand		4,801,735	4,478,535
Curalitana amanda fallina dan midhin ana		5,479,822	4,809,458
Creditors: amounts falling due within one year	13	(2,066,554)	(1,539,569)
Net current assets		3,413,268	3,269,889
Total assets less current liabilities		3,942,687	3,825,692
Provision for liabilities and charges	14	(364,500)	(452,850)
Net assets		3,578,187	3,372,842
Capital and reserves			
Capital reserve	16	22,238	22,238
Revaluation reserve	16	127,942	157,262
Profit and loss account	16	3,428,007	3,193,342
Members' funds	17	3,578,187	3,372,842

The financial statements were approved by the Board on 8 November 1996 and signed on its behalf by:

John Spencer

Director

# CONSOLIDATED CASH FLOW STATEMENT for the year ended 30 June 1996

	Note	1996 £	1995 £
Net cash inflow from operating activities	18	337,214	763,878
Returns on investment and servicing of finance			
Interest received		257,566	274,735
Net cash inflow from returns on investment			
and servicing of finance		257,566	274,735
Taxation			
UK corporation tax paid		(165,929)	(292,243)
		428,851	746,370
Investing activities			
Payments to acquire tangible fixed assets Receipts from sale of tangible fixed assets		(92,398) 2,451	(97,105) 15,956
Receipts from safe of tanglole fixed assets			
Net cash (outflow) from investing activities		(89,947)	(81,149)
Increase in cash and cash equivalents	19	338,904	665,221
			<del></del>

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 1. ACCOUNTING POLICIES

#### Basis of accounting

The financial statements are prepared in accordance with applicable accounting standards under the historical cost convention as modified by the revaluation of freehold property.

As permitted by section 230 of the Companies Act 1985, the profit and loss account of the parent company has not been separately presented in the financial statements.

#### Basis of consolidation

The group accounts consolidate the account of the company and all its subsidiary undertakings at 30 June using acquisition accounting.

#### Foreign currencies

Trading transactions denominated in foreign currencies are translated into sterling using the exchange rate at the date of the transaction. Exchange gains or losses are included in operating profit.

#### **Turnover**

Turnover consists of the invoiced value (excluding VAT) of tournament income relating to the current season from sponsors including prize monies, venues, television fees, royalties and entry fees; and non tournament income including subscription fees.

#### Prize monies

Prize monies receivable from sponsors are included in turnover. Prize monies payable, including any contributions by the Association, are included in cost of sales. An analysis of the prize monies is included in the notes to the financial statements. Prize monies include all sanctioned events including those promoted by third parties.

#### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost or, in the case of freehold property, at an independently determined professional valuation.

Depreciation is provided evenly on the cost or valuation of tangible fixed assets to write them down to their estimated residual value over their expected useful lives. The principal annual rates used are:

Freehold buildings 2% Motor vehicles 25%

Fixtures, fittings and equipment 10% to 20%

#### **Taxation**

The charge for taxation is based on the result for the year and takes into account taxation deferred or accelerated because of timing differences between the treatment of certain items for accounting and taxation purposes.

Provision for deferred taxation is made under the liability method only to the extent that it is probable that the liability will become payable in the foreseeable future.

### NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 1. ACCOUNTING POLICIES (CONTINUED)

#### Tournament sets

The cost of construction and repair of tournament sets is written off in the year incurred.

#### Recognition of tournament revenues

Tournament income received and costs incurred before the year end are accounted for in the year in which the finals are played. Where, in the opinion of the directors, tournaments started in the year are expected to result in a loss, full provision for the estimated loss is made at the outset.

#### Pension fund contributions

Pension contributions are made by the group for permanent employees (excluding directors) to a group personal pension scheme. The new scheme replaced the money purchased pension fund on 1 January 1996. Contributions under each arrangement are charged against income to cover the costs of benefits arising from the current service of employees.

#### 2. SEGMENTAL ANALYSIS

#### (a) Class of business

All of the Association's turnover is derived from the company's principal activities. The following analysis is provided to illustrate the sources of turnover:

	1996 £	1995 £
Tournament income:		
Prize money received from sponsors Other income derived from promoting	3,480,792	3,194,958
tournaments	6,085,246	5,524,383
	9,566,038	8,719,341
Non tournament income:		
New members' joining fees	33,000	29,900
Annual subscription fees	78,154	68,400
Other	32,391	956
	9,709,583	8,818,597
		<del></del>

Income recognised as turnover by the Association has been revised to include prize monies received from sponsors, and non tournament sources of income. The 1995 figures have been reclassified for comparability.

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

JV 00	dic 177	v		
	(b)	Turnover by geographical market The analysis of turnover by geographical mar	kets is as follows:	
			1996 £	1995 £
		United Kingdom Rest of Europe Asia	8,083,260 542,984 720,100	7,480,993 398,854 643,014
		North America	363,239	295,736
			9,709,583	8,818,597
3.	cos	T OF SALES		
	Cost	of sales comprises:	1996 £	1995 £
		monies paid to players nament and other direct operating costs	5,179,242 2,912,701	4,605,458 2,614,958
			8,091,943	7,220,416
4.	GRO	OSS PROFIT		
	Gros	s profit comprises:	1996 £	1995 £
		ribution to prize monies by the Association rns from tournament activities	(1,698,450) 3,172,545	(1,410,500) 2,909,425
	Non	tournament income	1,474,095 143,545	1,498,925 99,256
			1,617,640	1,598,181

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 5. OPERATING (LOSS)/PROFIT

Operating (loss)/profit is arrived at after charging/(crediting):

	1996 £	1995 £
	ı.	£
Auditors' remuneration	12,750	12,750
Depreciation of tangible fixed assets	87,309	80,379
Loss/(profit) on disposal of fixed assets	1,329	(387)
Tournament cost provisions (see note 14)	364,500	452,850
Donation to players' Benevolent Fund	-	60,000

#### 6. EMPLOYEES AND PENSIONS

Average weekly number of employees, including directors:

	1996 No	1995 No
Directors - all non-executive	6	6
Full time administration staff	23	17
Part-time tournament staff	4	3
	<del></del>	
	33	26
Staff costs:	<del> </del>	
(Directors receive no remuneration - see note 7)	£	£
Wages and salaries	544,929	453,278
Social Security costs	53,107	39,653
Pension costs	29,639	25,057
	<del></del>	
	627,675	517,988

#### 7. **DIRECTORS**

(a) According to the Articles of Association of the company, no director may receive remuneration in respect of services as a director to the company. No remuneration has been paid to directors in the year in respect of their offices as directors.

### NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 7. DIRECTORS (CONTINUED)

(b) The Articles of Association do, however, allow the directors to be reimbursed for expenses incurred. Reimbursed expenses are as follows:

Directors	Number of company meetings and other functions	Travelling expenses £	Telephone and sundry expenses £	Total £
J Spencer	155	22,795	2,561	25,356
G M Foulds	154	21,873	3,272	25,145
J Chambers	46	7,030	195	7,225
T M Griffiths	32	5,610	710	6,320
W J Oliver	75	13,030	1,048	14,078
S Pulsirivong	1	-	-	-
G M E Watterson	21	4,024	1,132	5,156
Total this year	484	74,362	8,918	83,280
			<u></u>	
Previous year	285	46,274	7,197	53,471

#### (c) Interest in contracts

All directors have made a full declaration of their other interests so that the Board is aware of any potential conflicts of interest.

During the year two directors, Messrs T M Griffiths and G M Foulds, entered into contracts with the Association.

T M Griffiths has a three year contract to manage the company's coaching scheme, in respect of which his company Terry Griffiths Limited has received £3,300 within the financial year. The contract sets annual fees commencing at £40,000, and increasing in equal annual steps to £50,000 in the third year.

At the request of the Board Mr G M Foulds carried out consultancy services on a temporary basis to the Association following the sudden death of the former company secretary. In the year to 30 June 1996 he received £9,000 for these services.

The Board does not consider that these contracts are related to their services as directors.

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 8. INTEREST RECEIVABLE AND SIMILAR INCOME

	1996 £	1995 £
Interest received on bank deposit Interest received on reclaimed taxation	261,166	220,239 70,346
	261,166	290,585

#### 9. TAXATION

The tax charge is based on the profit on ordinary activities for the year and comprises:

	1996 £	1995 £
United Kingdom corporation tax @ 31.7%		
(1995: 33%)	123,000	308,000
Amendment to previous years' estimates	(119,000)	(3,692)
		<del></del>
	4,000	304,308

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 10. TANGIBLE FIXED ASSETS

#### **Group and Company**

			Fixtures	
	Freehold	Motor	and	T. 4 . 1
	property £	vehicles £	fittings £	Total £
Cost or valuation	£.	2	~	2
At 1 July 1995	400,000	79,733	526,822	1,006,555
Capital expenditure	-	28,751	65,273	94,024
Disposals	-	(13,750)	(30,656)	(44,406)
Revaluation	(40,000)			(40,000)
At 30 June 1996	360,000	94,734	561,439	1,016,173
Depreciation				
At 1 July 1995	5,340	34,256	411,258	450,854
Charge for the year	5,340	22,301	59,668	87,309
Disposals	-	(10,312)	(30,314)	(40,626)
Revaluations	(10,680)			(10,680)
At 30 June 1996	-	46,245	440,612	486,857
Net book value				
At 30 June 1996	360,000	48,489	120,827	529,316
At 30 June 1995	394,660	45,477	115,564	555,701

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 10. TANGIBLE FIXED ASSETS (CONTINUED)

	_	•
Hreehold	nronerty	COMPTICEC
TICCHOIG	DIODCILA	comprises:

	£
Cost Valuation 1994	292,561 107,439
Valuation 1996	(40,000)
	360,000
Depreciation	
At 30 June 1996	360,000
At 30 June 1995	394,660

The freehold property was valued by external valuers, Lambert Smith Hampton, Chartered Surveyors, as at 30 June 1996 at £360,000 on the basis of Existing Use Value in the open market in accordance with the Appraisal and Valuation Manual of the Royal Institution of Chartered Surveyors. If the property had not been revalued it would have been included in the balance sheet at the following amount:

	£
Cost	292,561
Depreciation At 1 July 1995 Charge for year	39,009 3,901
At 30 June 1996	42,910
Net book value At 30 June 1996	249,651
Net book value At 30 June 1995	253,552

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 11. INVESTMENTS

The parent undertaking's investments in the subsidiary undertakings is made up as follows:

	£
Shares at cost At 1 July 1995 Acquired Dissolved	102 3 (2)
At 30 June 1996	103

The parent undertaking acquired a 100% shareholding in EASB Limited during the year. The parent company also holds a 100% shareholding in the subsidiary undertaking WPBSA (Promotions) Limited which did not trade during the year and accordingly made neither profit nor a loss. Both companies were incorporated in England and Wales. The subsidiary undertaking Isotest Limited which had remained dormant since incorporation was dissolved on 11 July 1995.

#### 12. **DEBTORS**

	Group		C	Company	
	1996 £	1995 £	1996 £	1995 £	
Trade debtors Amounts owed by subsidiary	38,970	60,160	38,072	60,160	
undertaking	_	-	12,429	-	
Other debtors	49,322	10,761	49,322	10,761	
Prepayments and accrued income	578,264	260,002	578,264	260,002	
	666,556	330,923	678,087	330,923	

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	1996	1995	1996	1995
	£	£	£	£
Trade creditors Amounts owed to subsidiary	296,357	104,751	296,357	104,751
undertakings	-	_	100	102
Corporation tax	283,071	445,000	282,971	445,000
Other taxation and social security	349,334	332,456	349,134	332,456
Accruals	660,626	149,210	657,642	149,210
Payments in advance	481,040	508,050	480,350	508,050
	2,070,428	1,539,467	2,066,554	1,539,569
	<del></del>			<del></del>

Payments in advance represent entry fees received in advance for tournaments due to be completed after 30 June 1996.

#### 14. PROVISIONS FOR LIABILITIES AND CHARGES

Group and Company	1996 £	1995 £
Tournament provision		
At 1 July	452,850	-
Transfer to profit and loss account	364,500	452,850
Utilised in the year	(452,850)	-
At 30 June	364,500	452,850

The Association organises a number of tournaments which do not have or are not fully backed by sponsorship. Therefore the Association contributes to the cost of running the tournaments from its own resources. The accounting policy adopted requires provisions to be made to cover the estimated net cost of those loss making tournaments which have started but not finished at the balance sheet date.

#### **Deferred** taxation

Deferred taxation is provided in full except in respect of the revaluation surplus on the property. It is anticipated that no liability would arise if the property were sold at its revalued amount because the proceeds would be invested in replacement assets.

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 15. COMPANY STATUS

The company is incorporated under the Companies Act 1985 with no share capital and is limited by guarantee.

#### 16. RESERVES

	Capital reserve £	Revaluation reserve £	Profit and loss account £
Group			
At 1 July 1995	22,238	157,262	3,193,342
Retained profit for the year	-	<del>-</del>	234,861
Deficit on property revaluation	-	(29,320)	•
	<u></u>		
At 30 June 1996	22,238	127,942	3,428,203
•			<del></del>
	Canidal	Develoption	Dunfit and
	Capital	Revaluation	Profit and
	reserve	reserve	loss account
Company	-		
Company	reserve £	reserve £	loss account £
At 1 July 1995	reserve	reserve	loss account £ 3,193,342
	reserve £	reserve £	loss account £
At 1 July 1995 Retained profit for the year Deficit on property revaluation	reserve £	reserve £ 157,262	loss account £ 3,193,342
At 1 July 1995 Retained profit for the year	reserve £	reserve £ 157,262	loss account £ 3,193,342

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

#### 17. RECONCILIATION OF MOVEMENTS IN MEMBERS FUNDS

	1996 £	1995 £
Group		
Total recognised gains	205,541	275,632
Opening members' funds	3,372,842	3,097,210
Closing members' funds	3,578,383	3,372,842
	<u></u>	<del></del>
Company		
Total recognised gains	205,345	275,632
Opening members' funds	3,372,842	3,097,210
Closing members' funds	3,578,187	3,372,842

# 18. RECONCILIATION OF OPERATING (LOSS)/PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	1996 £	1995 £
Operating (loss)/profit	(22,305)	289,355
Depreciation	87,309	80,379
Loss/(profit) on sale of tangible fixed assets  Net (decrease)/increase in provisions for future	1,329	(387)
tournament losses	(88,350)	452,850
Increase in debtors	(332,033)	(141,729)
Increase in creditors	691,264	83,410
Net cash inflow from operating activities	337,214	763,878
	-	

# NOTES TO THE FINANCIAL STATEMENTS 30 June 1996

# 19. ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET AND CHANGES DURING THE YEAR

	1996 £	1995 £
Cash at bank and in hand:		
At 1 July	4,478,535	3,813,314
Net cash inflow	338,904	665,221
	<del></del>	
At 30 June	4,817,439	4,478,535

#### 20. FINANCIAL COMMITMENTS

#### Capital expenditure

There were no contracted capital commitments at 30 June 1996 or 30 June 1995.

#### 21. CONTINGENCIES

#### Legal actions

The nature of the company's business means that from time to time legal action, or threats of legal action, arise against the company or its directors. After consultation with legal advisors, the directors have not considered it necessary to make any provision in the financial statements for the cost of actions not settled at 30 June 1996.