REPORT & FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 JUNE 1993



# REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 1993

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### OFFICERS AND PROFESSIONAL ADVISERS

#### Directors

Mr. R.C. Desmond - Chairman

Mr. M.S. Ellice

- Managing Olrector - Editorial Director

Mr. P.M. Ashford Miss J.G. Squire

- Commercial Director

### Secretary

Mr. M.S. Ellice

### Company Number

1633971 ( England )

### **Augitors**

Reed Taylor 1 Tyburn Lane Harrow Middlesex HA1 3AG

### **Bankers**

National Westminster Bank Plc 19 Shaftesbury Avenue London W1A 4QQ

### Registered Office

The Northern & Shell Tower City Harbour London E14 9GL

### Directors' Report

The directors submit their report and financial statements for the year ended 30 June 1993 .

#### **Activities**

The Company's principal activity during the year was that of publishing .

During the year the business of publishing certain magazine titles were sold to a subsidiary company. The subsidiary company was subsequently disposed of

#### Results and Dividends

The trading profit for the year amounted to £15,934,955 (1992 - profit £1,278,099).

The company issued 1,100,000 £1 preferred ordinary shares on 15 March 1993. The total accrued dividend on these shares as at 30 June 1993 was £26,038 ( 2.37p per share ).

The directors do not recommend the payment of a dividend on the £1 ordinary share capital.

#### Directors

The present membership of the board is set out on page 2. All directors served throughout the year with the exception of Mr. M.S. Ellice and Miss J.G. Squire who were appointed on 25 January and 1 March 1993 respectively. Mr. P.R. Bailey and Mr. B.F. Foxon resigned 25 January and 9 June 1993 respectively.

The directors who held office during the year and their interests in the share capital of the company and the parent company as at 30 June 1992 and 1993 were as follows: -

	Company	<u>Parent</u>
Mr. R.C. Desmond	Nil	NII
Mr. M.S. Ellice ( appointed 25.01.93 )	Nil	Nil
Mr. P.M. Ashford	Nil	Nii
Miss J.G. Squire (appointed 01.03.93)	Nil	Nil
Mr. B.F. Foxon ( resigned 09.06.93 )	Nil	NII
Mr. P.R. Bailey (resigned 25.01.93)	Nil	Nil

At the beginning and end of the year Mr. R.C. Desmond was beneficially interested in the whole of the issued share capital of the parent company.

#### Close Company

In the opinion of the directors the company is a close company under the provisions of the Income & Corporation Taxes Act 1988.

#### Charitable Donations

During the year the company made various charitable contributions amounting to £117,376 (1992 - £31,480)

#### **Auditors**

Reed Taylor, Chartered Accountants and Registered Auditor have expressed their willingness to continue in office and offer themselves for re-election in accordance with Section 385 of the Companies Act 1985.

Approved by the Board

and signed on behalf of the Board

Mr. M.S. Ellice Secretary

Dated: 29/11/93

### DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial period 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 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 .

### REPORT OF THE AUDITORS.

### TO THE MEMBERS OF

### NORTHERN & SHELL PLC

We have audited the financial statements on pages 6 to 18 which have been prepared under the historical cost convention and the accounting policies on page 11.

## Respective Responsibilities of Directors and Auditors

As described on page 4, the Company's Directors are responsible for the preparation of the 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 affairs of the Company as at 30 June 1993 and of the profit for the period then ended and have been properly prepared in accordance with the Companies Act 1985.

FED TAYLOR

Chartered Accountants and

Registered Auditor

Dated : 29 /11/1993

### PROFIT AND LOSS ACCOUNT

### Year ended June 30 1993

	<u>Note</u>	<u>1993</u> £	<u>1992</u> £
TURNOVER Cost of sales	2	8,305,715 5,358,710	6,127,878 2,931,475
GROSS PROFIT		2,947,005	3,196,403
Distribution costs Administration expenses Other operating income		1,250,854 1,257,415 (35,000)	309,358 1,625,061 (31,720)
		2,473,269	1,902,699
OPERATING (LOSS)/PROFIT		473,736	1,293,704
Exceptional items Provision for amounts owed by group company Other interest receivable and similar income Interest payable and similar charges	5 6 7	16, 107,569 (592,915) 46,319 (99,754)	Nil Nil 64,496 (80,101)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	3,4	15,934,955	1,278,099
Tax on profit on ordinary activities	8	199,608	(384,100)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		16,134,563	893,999
DIVIDENDS	9	26,038	1,958,220
PROFIT TRANSFERRED TO RESERVES		16,108,525	(1,064,221)
Retained profit brought forward		84,301	1,148,522
Retained profit carried forward	•	16,192,826	84,301

The whole of the turnover and operating profit is attributable to continuing operations .

There were no recognised gains and losses made in the period other than the profit for the period .

The notes on pages 11 to 18 form part of these accounts .

## BALANCE SHEET

## As at 30 June 1993

	Note	<u>19</u> £	93 £	1992 £
FIXED ASSETS Intangible fixed assets Tangible fixed assets Investments	10 11 12		2,735 1,294,708 212	4,243 753,237 102
			1,297,655	757,582
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	13 14	354,405 16,600,217 3,000,249		142,264 4,637,841 42,202
CREDITORS : AMOUNTS FALLING DUE WITHIN ONE YEAR	15	19,954,871 3,748,013		4,822,307 4,788,082
NET CURRENT ASSETS			16,206,858	34,225
TOTAL ASSETS LESS CURRENT LIABILITIES			17,504,513	791,807
CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	18		(111,687)	(607,506)
			17,392,826	184,301
CAPITAL AND RESERVES				
Called up share capital Profit and loss account	19		1,200,000 16,192,826	100,000 84,301
			17,392,826	184,301
v				

Approved by the Board of Directors :

Mr. R.C. Desmond

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The notes on pages 11 to 18 form part of these accounts,

## CASH FLOW STATEMENT

## Year ended 30 June 1993

	19 £	<u>93</u> £	<u>1992</u> £
NET CASH INFLOW / ( OUTFLOW ) FROM OPERATING ACTIVITIES		(13,141,322)	1,256,013
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE			
Interest received Interest paid Dividends paid	46,319 (99,754) (26,038)		64,496 (80,101) (1,958,220)
NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		(79,473)	(1,973,825)
TAXATION			
Corporation tax paid		(425,493)	(315,368)
INVESTING ACTIVITIES			
Payments to acquire intangible fixed assets Payments to acquire tangible fixed assets Payments to acquire investment in subsidiaries Sale proceeds from sale of titles Sale proceeds from sale of tangible fixed assets Sale proceeds from sale of intangible fixed assets	(8,065) (888,813) (110) 16,495,000 36,757 9,573		(4,242) (195,925) (98) Nil Nil
NET CASH INFLOW / ( OUTFLOW ) FROM INVESTING ACTIVITIES		15,644,342	(200,265)
NET CASH FLOW BEFORE FINANCING		1,998,054	(1,233,445)
FINANCING			
Issue of share capital		1,100,000	Nil
INCREASE / ( DECREASE ) IN CASH EQUIVALENTS		3,098,054	(1,233,445)

# NOTES TO THE CASH FLOW STATEMENT

1 . RECONCILIATION OF OPERATING PROFIT TO NET CASH ( OUTFLOW ) / INFLOW FROM OPERATING ACTIVITIES	<u>1993</u> £	1992 £
Operating profit Exceptional: cost of disposal of subsidary Depreciation charges Loss on sale of tangible fixed assets Provision for group company balances Increase in stocks Increase in debtors excluding taxation (Decrease) / Increase in creditors excluding bank overdraft, dividend, and taxation	473,736 (387,431) 255,035 55,550 (592,915) (212,141) (11,612,376) (1,120,780)	1,293,704 Nil 161,062 Nil Nil (9,977) (2,540,500) 2,351,724
NET CASH ( OUTFLOW ) / INFLOW FROM OPERATING ACTIVITIES	(13,141,322)	1,256,013
2 . ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS	<u>1993</u> £	<u>1992</u> £
Balance at 1 July Net cash inflow / ( outflow )	(175,358) 3,098,054	1,058,087 (1,233,445)
Balance at 30 June	2,922,696	(175,358)
3 . ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET	93 1992 £ £	_
Cash at bank and in hand24Bank overdrafts(77,55Short term investments3,000,00	3) (217,560)	3,000,000
2,922,69	<u>(175,358)</u>	3,098,054
4 . ANALYSIS OF CHANGES IN FINANCING DURING THE YEAR	Share capital £	<u>Loan</u> finance £
Balance as at 1 July 1992 Cash inflow	100,000 1,100,000	Nil Nil
Balance as at 30 June 1993	1,200,000	IIV.

## RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	<u>1993</u> £	.1992 £
PROFIT FOR THE FINANCIAL YEAR	16,134,563	893,999
DIVIDENDS	(26,038)	(1,958,220)
INCREASE IN SHARE CAPITAL	1,100,000	Nil
OPENING SHAREHOLDERS' FUNDS	184,301	1,248,522
CLOSING SHAREHOLDERS' FUNDS	17,392,826	184,301

### NOTES TO THE ACCOUNTS

### Year ended 30 June 1993

#### 1. ACCOUNTING POLICIES

#### (a) Accounting convention

The financial statements are prepared under the historical cost convention and in accordance with applicable accounting standards.

#### (b) Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. Any differences are dealt with through the profit and loss account.

#### (c) Depreciation

No depreciation is provided on intangible fixed assets, which are wholly composed of trademarks, as it is considered that their useful economic lives are not limited.

Depreciation is provided on all tangible fixed and leased assets, other than land and buildings, at rates calculated to write off cost or valuation, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Plant and equipment

- over 3 to 5 years

Fixtures and fittings

- over 4 to 5 years

Motor vehicles

- over 2 to 10 years

Goodwill

- over 10 years

Freehold property is maintained to a standard that preserves likely residual value at a level at least equal to book value. Accordingly no provision has been made for depreciation as the amount would be immaterial.

#### (d) Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow moving items.

#### ( e ) Obligations under finance leases

Assets obtained under finance leases are capitalised in the balance sheet and depreciated over the lesser of the period of the lease or the estimated useful life of the asset.

Finance costs are charged to profit and loss and allocated to accounting periods during the lease term so as to produce a constant periodic rate of charge on the remaining balance of the obligation for each accounting period.

#### (f) Investments

Investments held as fixed assets are stated at cost less provision for permanent diminution in value.

#### ( q ) Deferred taxation

Deferred tax is provided where in the opinion of the directors it is probable that the asset or liability will crystallise in the future.

#### (h) Turnover

Turnover represents the involced amount of goods sold and services provided ( stated net of Value Added Tax ) .

## NOTES TO THE ACCOUNTS (continued)

### Year ended 30 June 1993

1993

1992

### 2. TURNOVER

Turnover and profit before tax is attributable to the one principal activity of the company.

3. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

011110111 0111		3	£
Profit on ordinary is stated after ch	activitles before taxation arging:	ž	ъ.
Auditors' remune Depreciation Hire of other ass Net rental incom	ets - operating leases	24,600 255,035 19,557 (35,000)	11,892 161,062 (31,720)
(a) DIRECTOR		<u>1993</u> £	<u>1992</u> £
Compensation for		222,496 1,796,535 25,000 30,615	297,022 839,318 Nil 18,461
Fees and emolu	ments ( excluding pension contributions ) paid to :		<u>1,154,801</u> £
The chairman		1,043,892	838,601
The highest paid	director	1,043,892	838,601
	lirectors (including the chairman and highest paid director) who reco ts (excluding pension contributions) within the following ranges was		
•		<u>1993</u> Number	1992 Number
£ 15,001 £ 50,001 £ 65,001 £ 100,001 £ 160,001 £ 170,001 £ 180,001 £ 835,001 £ 1,040,001	- £ 20,000 - £ 55,000 - £ 70,000 - £ 105,000 - £ 165,000 - £ 175,000 - £ 185,000 - £ 840,000 - £ 1,045,000	1 1 Nii 1 1 1 Nii 1	Nil 1 1 1 Nil Nil Nil 1

## NOTES TO THE ACCOUNTS (continued)

## Year ended 30 June 1993

4 . INFORMATION REGARDING DIRECTORS AND EMPLOYEES ( b ) STAFF COSTS	<u>1993</u> £	<u>1992</u> £
Wages and salaries Social security Pensions	3,453,803 192,914 416,940	1,541,147 189,526 919
	4,063,657	1,731,592
Average number of people employed :	<u>No.</u>	No.
Office and management ( excluding directors )	102	90
5. EXCEPTIONAL ITEMS		
The business of sale and publication of a number of titles were sold to Burginhall 677 on 14 March 1993. The subsidiary was subsequently disposed of.	'Limiled , a gro	up company
of 14 major 1000. The substantly was substanting suspended on	£	
i) Profit on sale of titles	16,495,000	
ii) Loss on disposal of subsidiary	(387,431)	
Total Exceptional Items	16,107,569	
6. INTEREST RECEIVABLE	<u>1993</u> £	<u>1992</u> £
Bank deposit Other interest	46,319 <u>Nil</u>	63,682 814
	46,319	64,496
7. INTEREST PAYABLE	<u>1993</u> £	1993 £
Bank loans and overdrafts Other loans wholly repayable within five years Other interest	3,460 82,794 13,500	7,036 73,065 Nil
	99,754	80,101
8. TAX ON PROFIT ON ORDINARY ACTIVITIES	<u>1993</u> £	<u>1992</u> £
Recoverable in respect of prior years UK corporation tax at 33 % based on the profit for the year Under provision in previous years	350,000 (120,000) (30,392)	Nil (353,000) (31,100)
	199,608	(384,100)

The potential deferred taxation liability amounts to approximately £214,000 ( 1992 - £79,000 ).

## NOTES TO THE ACCOUNTS (continued)

9. DIVIDENDS	19 <u>Per share</u> £	<u>93</u> Total £,	<u>199</u> <u>Per share</u> £	2 <u>Total</u> £
£1 ordinary shares ; Interim Proposed final	NII NII	Nil Nil	19.5822 Nil 19.5822	1,953,220 Nil 1,958,220
£1 preferred ordinary shares · Final	<u>0.0237</u>	26,038	Nil	<u>Nil</u>
Total dividends		26,038		1,958,220
10. INTANGIBLE FIXED ASSETS		GOODWILL £	TRADE- MARKS £	TOTAL £
COST At June 30 1992 Additions Disposals		57,300 Nil (34,000)	4,242 8,065 (9,573)	61,542 8,065 (43,573)
At June 30 1993.		23,300	2,734	26,034
DEPRECIATION At June 30 1992 Charge Disposals		57,299 Nil (34,000)	NII NII NII	57,299 Nil (34,000)
At June 30 1993		23,299	Nil	23,299
NET BOOK VALUE At June 30 1993		1_	2,734	2,735
At June 30 1992		1	4,242	4,243

### NOTES TO THE ACCOUNTS (continued)

### Year ended 30 June 1993

11. TANGIBLE FIXED ASSETS	LAND & BUILDINGS	MOTOR VEHICLES	EQUIPMENT FURNITURE	TOTAL
COST	£	£	& FITTINGS £	<u>£</u>
As at 30 June 1992 Additions Disposals	292,043 Nil Nil	159,715 136,377 (80,695)	1,226,727 752,436 (104,117)	1,678,485 888,813 (184,812)
As at 30 June 1993	292,043	215,397	1,875,046	2,382,486
DEPRECIATION				
As at 30 June 1992 Charge Disposals	Nil Nil Nil	53,240 43,812 (40,082)	872,008 211,223 (52,423)	925,248 255,035 (92,505)
As at 30 June 1993	Nii	56,970	1,030,808	1,087,778
NET BOOK VALUE As at 30 June 1993	292,043	158,427	844,238	1,294,708
As at 30 June 1992	292,043	106,475	354,719	753,237

Equipment, furniture and fittings includes assets acquired under finance lease in respect of which, June 30 1993 the net book value was £191,156 ( 1992 - £339,889) after charging £157,774 ( 1992 - £123,739) depreciation for the period.

Land and buildings represents investment properties from which the company derives rent. In accordance with SSAP 19 the balance sheet values are shown at open market value at 30 June 1993. Such valuations have been made by Mr. M.S. Ellice, a company director of king into consideration the current rental values for properties in such areas in which they are located together with a yield appropriate to market conditions.

## NOTES TO THE ACCOUNTS (continued)

	£
1	02
	10
	212
Principal activity	£1 ordinary shares
Distributor Publisher Publisher Distributor Property services Publisher Catalogue retailer Distributor	100% 100% 100% 100% 100% 100% 100%
1	9 <u>93</u> 1992 £ £
354,4	142,264
1	993 1992 £ £
350,0 225,7 13,927,9	960 1,278,904 998 Nil 900 Nil 9559 Nil 900 Nil 700 147,744 926 2,864,747
	Principal activity  Distributor Publisher Publisher Distributor Property services Publisher Catalogue retailer Distributor  1  263,0 329,5 495,5 1,000,0 7,5 350,0 225,7

# NOTES TO THE ACCOUNTS (continued.)

# Year ended 30 June 1993

15 . CREDITORS : AMOUNTS FALLING DUE WITHIN ONE YEAR	<u>1993</u> £	<u>1992</u> £
Bank overdraft	77,553	217,560
Trade creditors	944,609	2,747,216
Obligations under finance lease	135,124	153,236
Corporation tax	109,667	384,768
Preferred ordinary dividend	26,038	Nil
ACT payable	7,559	Nil
Amounts owed to group companies	147,142	Nil
Other creditors	847,597	698,073
Accruals	790,877	529,920
Taxation and social security	68,932	57,309
Provision for group company balances	592,915	Nil
Ployision for gloup company balances		
	3,748,013	4,788,082
16 . CREDITORS : AMOUNTS FALLING DUE AFTER	<u>1993</u>	<u>1992</u> £
MORE THAN ONE YEAR	£	<u>*</u>
	444 607	207,506
Obligations under finance leases	111,687 Nii	400,000
Contract security receipt	148	450,000
	111,687	607,506
	1993	<u> 1992</u>
17. OBLIGATIONS UNDER FINANCE LEASES	<u>2</u>	£
Year ending :		
June 30 1993	Nil	186,127
June 30 1994	155,935	141,001
June 30 1995	87,402	72,468
June 30 1996	35,256	17,844
June 30 1997 and later	Nil	Nil
adile 20, 1927, dild later		
	278,593	417,440
Less finance charges allocated to future periods	31,782	56,698
Labor Midited Changer and a service of		
	246,811	360,742
18. OPERATING LEASE COMMITMENTS		
At 30 June 1993 the company was committed to making the following payments duri	ng the next yea	ır in
respect of operating leases :	LAND &	OTHER
	BUILDINGS	
	£	£
t a ann culainh aunira '	n	~~
Leases which expire:	Nii	13,402
Within one year	NII	•
Within 2 to 5 years	388,428	Nil
After 5 years		والبطناك كيكية فيجمهن يهمنهيها فيست
	388,428	23,272

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### NOTES TO THE ACCOUNTS (continued)

### mar ended 30 June 1993

19. SHARE CAPITAL	AUTHORISED		ALLOTTED CALLED UP AND FULLY PAID	
	<u>1993</u>	<u>1992</u>	<u>1993</u>	1992
	£	£	£	£
Ordinary shares of £1 each	500,000	500,000	100,000	100,000
Preferred Ordinary shares £ 1	1,100,000	Nii	1,100,000	Nil
	1,600,000	500,000	1,200,000	100,000

During the year 1,100,000 £1 redeemable cumulative preference shares were authorised and allotted. They pay a fixed cumulative preferential dividend at the rate of 8% per annum ( net of advance corporation tax paid by the Company ).

The shares will be redeemed by the Company on 31 December 2001. The redemption value being the nominal value of the share together with a sum equal to any dividend arrears. A new share certificate will be issued for those shares not redeemed.

#### 20. ULTIMATE HOLDING COMPANY

Equalcentre Limited, registered in England, is the ultimate holding company.