# Tullett & Tokyo Financial Services International Limited

1837209

Report and Financial Statements
December 31, 1986





A MEMBER OF ARTHUR YOUNG INTERNATIONAL

Charlered Accountants London

#### DIRECTORS' REPORT

The directors submit their report and financial statements for the year ended December 31, 1986.

#### Results and dividends

The trading profit for the year, after taxation, amounted to £632,290.

The directors do not recommend the payment of a final ordinary dividend.

#### Review of the business

The company's principal activity during the year was the broking of deals on world capital markets.

#### Events since the end of the year

On January 1, 1987 the business and undertaking of the company was transferred to Tullett & Tokyo Forex International Limited. During the period March through June 1987 the group acquired from minority shareholders their holdings in the company.

#### Directors and their interests

The directors at December 31, 1986 and their interests in the share capital of the company were as follows:

				<u>At</u>	Decembe	er 31, 1986	or subsequent date of appointment
					Ordin	ary shares	Ordinary shares
A. N. T. A. M.	Beaman Kazovic Hoare Sanders Allright Everett Doney	(Chairman) (Resigned (Resigned (Resigned	May	<u>1</u> ,	1987)	3,000 2,500 2,500 - - -	3,000 2,500 2,500 - -

#### Auditors

A resolution to reappoint Arthur Young as auditors will be put to the members at the Annual General Meeting.

BY ORDER OF THE BOARD

DAVID LOWE Secretary

October 29, 1987

# **Arthur Young**

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REPORT OF THE AUDITORS TO THE MEMBERS OF TULLETT & TOKYO FINANCIAL SERVICES INTERNATIONAL LIMITED

We have audited the financial statements on pages 3 to 8 in accordance with approved auditing standards.

In our opinion the financial statements, which have been prepared under the historical cost convention, give a true and fair view of the state of the company's affairs at December 31, 1986 and of its profit and source and application of funds for the year then ended and comply with the Companies Act 1985.

ARTHUR YOUNG

October 29, 1987

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 1986

	Notes	£	1986 £	16 months to December 31, 1985 £
Turnover	2		3,043,158	1,379,655
Staff costs Other operating charges	4	1,117,268 916,759		526,113 489,483
			(2,034,027)	(1,015,596)
Profit on ordinary activities before taxation	3		1,009,131	364,059
Tax on profit on ordinary activities	5		(376,841)	·(164 <b>,</b> 000)
Profit on ordinary activities after taxation			632,290	200 050
Retained profit brought forward			•	200,059
			200,059	-
Retained profit carried forward			£ 832,349	£ 200,059

#### BALANCE SHEET AT DECEMBER 31, 1986

	Notes	£	1986 £	1985 £
Current assets: Debtors Cash at bank and in hand	6	1,537,084		383,189 64,070
ν V			1,607,486	447,259
Creditors: amounts falling due within one year	7		(741,804)	(213,867)
Net current assets			865,682	233,392
Total assets less current liabilities			£ 865,682	£233,392
Capital and reserves: Called up share capital Profit and loss account		e e e e e e e e e e e e e e e e e e e	33,333  33,349	33,333 200,059
M. EVERETT				
T. SANDERS )	0 0 0			
October 29, 1987				
			£ 865,682	£233,392

The notes on pages 6 to 8 form part of these financial statements

# STATEMENT OF SOURCE AND APPILICATION OF FUNDS FOR THE YEAR ENDED DECEMBER 31, 1986

	<u>1986</u>	16 months to December 31, 1985 £
Source of funds: Profit on ordinary activities before taxation	1,009,131	364,059
Total generated from operations	1,009,131	364,059
Funds from other sources: Proceeds of share issue	-	33,333
Annald and a control of the control	1,009,131	397,392
Application of funds: Tax paid	(458)	(70,266)
Working capital - increase	£1,008,673	£327,126
Components of increase in working capital:		
Debtors Creditors	1,153,895 (151,554)	
	1,002,341	263,056
Movement in net liquid funds:  Cash at bank and in hand	6,332	64,070
	£1,008,673	£327,126

The notes on pages 6 to 8 form part of these figure tal statements

#### NOTES TO THE FINANCIAL STATEMENTS AT DECEMBER 31, 1986

#### 1. Accounting policies

#### Accounting convention

The financial statements are prepared under the historical cost convention.

#### Deferred taxation

Deferred taxation is provided on the liability method on all short term timing differences. Provision is also made for long term timing differences, except for those which are not expected to reverse in the future.

#### Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date.

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction.

All differences are taken to the profit and loss account.

#### 2. Turnover

Turnover represents the invoiced amount of services provided (stated net of value added tax).

An analysis of turnover by geographical market is given below:

		1986 £	16 months to December 31, 1985
United Kingdom Japan	, , , , , , , , , , , , , , , , , , ,	1,444,408 1,598,750	1,183,980 195,675
		£3,043,158	£1,379,655

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#### NOTES TO THE FINANCIAL STATEMENTS AT DECEMBER 31, 1986

3.	Profit (	on o	rdinary	activities	before	taxation	

			16 months to December
		1986	31, 1985
		, E	£
(a)	This is stated after charging:		
,	Directors' remuneration (see below)	301,577	216,031
	Auditors' remuneration	2,100	7,000
			<b>网络阿尔科尼科</b>
(b)	Directors' remuneration		
	Fees	_	
	Other emoluments (including pension contributions)	301,577	216,031
		£ 301,577	£216,031
			22 22 22 22 22 22 22 22 22 22 22 22 22

The emoluments of the chairman, who was also the highest paid director excluding pension contributions, were £143,565 (1985 - £78,615). Other directors emoluments, excluding pension contributions, fell within the following ranges:

£ N11 - £ 5,000	•	4	4
£65,001 - £70,000		-	1
£70,001 - £75,000		••	1
£75,001 - £80,000		1	-
£80,001 - £85,000		1	

#### 4. Staff costs

	1986 £	to December 31, 1985 £
Wages and salaries Social security costs Other pension costs	984,081 105,801 27,386	502,892 22,022 1,199
,	£1,117,268	£526,113

The average weekly number of employees during the year was 21 (1985 - period 13).

#### 5. Tax on profit on ordinary activities

Based on the profit for the year: Corporation tax at 36.25% (1985 - 42.5%)	£ 376,841	£164,000
	1986	to December

#### NOTES TO THE FINANCIAL STATEMENTS AT DECEMBER 31, 1986

6		D	e	Ъ	t	o	r	8

b. <u>Debtors</u>			1986 £	1985 £
Trade debtors Amount owed by holding company Prepayments and accrued income Amounts owed by associated company	•		910,708 625,379 707 290	321,924 55,015 6,250
			£1,537,084	£383,189
7. Creditors: amounts falling due	within o	one year	1986 £	1985 £
Current corporation tax Amount owed to related company Accruals			470,117 - 271,687	93,734 69,085 51,048
	, 1		£ 741,804	£213,867
8. Share capital		Authorised		called up fully paid
	1986	1985	1986	1985

#### 9. Events since the end of the year

On January 1, 1987 business and undertaking of the company was transferred to Tullett & Tokyo Forex International Limited. During the period March through June 1987 the group acquired from minority shareholders their holdings in the company.

35,000

35,000

£

33,333

£ 33,333

#### 10. Ultimate holding company

Ordinary shares of £1 each

The ultimate holding company is Tullett & Tokyo Forex International Limited, a company incorporated in Great Britain.

DETAILED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 1986

	£	1986 £	16 months to December 31, 1985
	*	<b>4</b>	-
Turnover: Brokerage Less: Differences		3,044,195 (1,037)	1,384,978 (5,323)
Net brokerage		3,043,158	1,379,655
Staff costs:			
Staff salaries	984,081		502,892
Social security costs	105,801		22,022
Pension costs	27,386		1,199
		(1 117 060)	/50/ 110\
		(1,117,268)	(526,113)
Other operating charges:			
Audit	2,100		7,000
Bad debt expense	79,000		_
Computer running	. 4,757		3,245
Courses and seminars	3,586		1,436
Entertainment - overseas	55,900		14,654
- staff domestic	25,406		22,896
- UK directors	3,971		1,913
- Restaurant	3,376		2,589
Exchange differences	(17,785)		(9,033)
General	11,759		7,153
Insurance	16,587		16,287
Legal and professional	5,784		5,221
Light and heat	4,348		3,289
Management charges - UK	96,858		55,667
- overseas	22,354	`	4,988
Motor running	15,010	,	20,185
Printing and stationery	6,662		12,380
Publicity	7,472		21,509
Relocation and accommodation	70,318		16,281
Repairs	23,753		8,953
Rent and rates	91,166		66,567
Staff introductions	22,603		46,717
Subscriptions and donations	39,318		10,026
Telephone and postage	210,244		91,216
Carried forward	804,547		431,139

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DETAILED PROFIT AND WSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 1986 (continued)

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	£	1986 £	16 months to December 31, 1985
Brought forward	804,547		431,139
Other operating charges:			
Travel - domestic	1,242		1,237
- overseas	96,261		38,318
Irrecoverable VAT	14,709		18,789
	•	916,759	489,483
Profit on ordinary activities before taxation		£1,009,131	£364,059