# REPORT OF THE DIRECTORS AND

# FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

**FOR** 

D.T.E. FINANCIAL SERVICES LIMITED

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## COMPANY INFORMATION FOR THE YEAR ENDED 30 APRIL 2001

**DIRECTORS:** 

K R Train

M J MacDonald D A Roberts J D Davenport

SECRETARY:

M J MacDonald

**REGISTERED OFFICE:** 

DTE House Hollins Mount Greater Manchester

BL98AT

**REGISTERED NUMBER:** 

01967512 (England and Wales)

**AUDITORS:** 

Wrigley Partington

Chartered Accountants and

Registered Auditors Sterling House 501 Middleton Road

Chadderton

Oldham

OL9 9LY

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30 APRIL 2001

The directors present their report with the financial statements of the company for the year ended 30 April 2001.

### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the provision of advice on financial services, in particular relative to life assurance and pension products.

#### REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

The directors consider the results for the year and the final balance sheet position to be satisfactory and expect the present level of activity to continue for the foreseeable future.

#### DIVIDENDS

No interim dividends were paid. The directors recommend that a final dividend of £40 per share be paid.

The total distribution of dividends for the year ended 30 April 2001 will be £40,000.

#### DIRECTORS

The directors during the year under review were:

K R Train M J MacDonald

D A Roberts - died 22 September 2001

J D Davenport

The interests of the directors holding office on 30 April 2001 in the issued share capital of the company were as follows:

10110113.		30.4.01	1.5.00
Ordinary £1 shares		50.101	1.5.00
K R Train	- held jointly with others	1,000	1,000
M J MacDonald	- held jointly with others	1,000	1,000
D A Roberts	- held jointly with others	100	100
J D Davenport	·	-	_

The above shareholdings represent interests in the total issued share capital of £1,000 as shown in note 14.

### 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;
- 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 DIRECTORS FOR THE YEAR ENDED 30 APRIL 2001

## **AUDITORS**

The auditors, Wrigley Partington, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD:

M LMacDonald SECRETARY

Dated: 14 December 2001

### REPORT OF THE AUDITORS TO THE SHAREHOLDERS OF **D.T.E. FINANCIAL SERVICES LIMITED**

We have audited the financial statements on pages five to sixteen which have been prepared under the historical cost convention and the accounting policies set out on page ten.

#### Respective responsibilities of directors and auditors

As described on page two 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 as at 30 April 2001 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Wag Cohni Gi

Wrigley Partington Chartered Accountants and Registered Auditors Sterling House 501 Middleton Road Chadderton OL9 9LY

Oldham

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# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 APRIL 2001

		30.4.01	30.4.00
	Notes	£	£
TURNOVER		604,002	568,029
Cost of sales		20,945	25,050
GROSS PROFIT		583,057	542,979
Administrative expenses		520,792	468,088
		62,265	74,891
Other operating income		_	12,500
OPERATING PROFIT	3	62,265	87,391
Interest receivable and similar income		659	1,734
		62,924	89,125
Interest payable and similar charges	4	8,396	1,802
PROFIT ON ORDINARY ACTIVE BEFORE TAXATION	VITIES	54,528	87,323
Tax on profit on ordinary activities	5	10,700	16,547
PROFIT FOR THE FINANCIAL AFTER TAXATION	YEAR	43,828	70,776
Dividends	6	40,000	70,000
		3,828	776
Retained profit brought forward		9,988	9,212
RETAINED PROFIT CARRIED	FORWARD	£13,816	£9,988

## **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current and previous years.

## TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current and previous years.

# BALANCE SHEET 30 APRIL 2001

	,	30.4.01	<u> </u>	30.4.0	0
	Notes	£	£	£	£
FIXED ASSETS:					
Tangible assets	7		56,984		68,454
CURRENT ASSETS:					
Stocks	8	300		279	
Debtors	9	64,594		73,350	
Investments	10	165		165	
Cash at bank and in hand		91,974		35,423	
		157,033		109,217	
CREDITORS: Amounts falling					
due within one year	11	188,043		158,075	
NET CURRENT LIABILITIES:			(31,010)		(48,858)
TOTAL ASSETS LESS CURRENT					
LIABILITIES:			25,974		19,596
CREDITORS: Amounts falling					
due after more than one year	12		11,158		8,608
			£14,816		£10,988
					•
CAPITAL AND RESERVES:					
Called up share capital	14		1,000		1,000
Profit and loss account			13,816		9,988
SHAREHOLDERS' FUNDS:	18		£14,816		£10,988

## ON BEHALF OF THE BOARD:

J D Davenport - DIRECTOR

Approved by the Board on 14 December 2001

# CASH FLOW STATEMENT FOR THE YEAR ENDED 30 APRIL 2001

	-	30.4.01	<u> </u>	30.4.00	)
	Notes	£	£	£	£
Net cash inflow from operating activities	1		87,167		166,729
Returns on investments and servicing of finance	2		(7,737)		(68)
Taxation			(16,542)		(2,750)
Capital expenditure	2		9,150		(18,770)
Equity dividends paid					(70,000)
			72,038		75,141
Financing	2		(15,487)		(9,797)
Increase in cash in the period			£56,551		£65,344
Reconciliation of net cash flow to movement in net funds	3				
Increase in cash in the period Cash outflow from decrease in		56,551		65,344	
debt and lease financing		15,487		13,322	
Change in net funds resulting from cash flows New finance leases			72,038 (22,660)		78,666 (13,081)
Movement in net funds in the period Net funds/(debt) at 1 May			49,378 16,643		65,585 (48,942)
Net funds at 30 April			£66,021		£16,643

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 30 APRIL 2001

2.

Financing

Net cash outflow from financing

Loan repayments in year

Amount introduced by directors

# 1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	30.4.01 £	30.4.00 £
Operating profit Depreciation charges Loss on sale of fixed assets	62,265 19,384 5,596	87,391 15,169 349
(Increase)/Decrease in stocks Decrease/(Increase) in debtors (Decrease)/Increase in creditors	(21) 8,756 (8,813)	15 (26,284) 90,089
Net cash inflow from operating activities	<u>87,167</u>	166,729
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE C.	ASH FLOW STAT	EMENT
	30.4.01 £	30.4.00 £
Returns on investments and servicing of finance		
Interest received Interest paid Interest element of hire purchase	659 (6,234)	1,734 (444)
payments	(2,162)	(1,358)
Net cash outflow for returns on investments and servicing of finance	<u>(7,737)</u>	(68)
Capital expenditure Purchase of tangible fixed assets Sale of tangible fixed assets	(6,650) 15,800	(22,295) 3,525
Net cash inflow/(outflow) for capital expenditure	9,150	<u>(18,770)</u>

(15,487)

(15,487)

(13,322)

3,525

(9,797)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 30 APRIL 2001

## 3. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.5.00 £	Cash flow	Other non-cash changes £	At 30.4.01 £
Net cash: Cash at bank and in hand	35,423	56,551		91,974
	35,423	56,551		91,974
Liquid resources: Current asset				
investments	<u>165</u>			<u>165</u>
	<u>165</u>	<del></del>		<u>165</u>
Debt:	(10.04%)	45 405	(22.660)	(27.410)
Hire purchase	<u>(18,945)</u>	15,487	(22,660)	<u>(26,118)</u>
	(18,945)	15,487	(22,660)	(26,118)
Total	16,643	72,038	(22,660)	66,021
Analysed in Balance Sheet				
Cash at bank and in hand Current asset	35,423			91,974
investments	165			165
Hire purchase within one year after one year	(10,337) (8,608)			(14,960) (11,158)
	16,643			66,021

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

#### 1. ACCOUNTING POLICIES

#### Accounting convention

The financial statements have been prepared under the historical cost convention.

#### Turnover

Turnover represents commissions and other income received during the year.

### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Office equipment and computers

- 25% on reducing balance

Motor vehicles

- 25% on reducing balance

#### Stocks

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

#### Deferred taxation

Provision is made at current rates for taxation deferred in respect of all material timing differences except to the extent that, in the opinion of the directors, there is reasonable probability that the liability will not arise in the foreseeable future.

### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability.

#### Pensions

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the profit and loss account.

#### 2. STAFF COSTS

	30.4.01 £	30.4.00 £
Wages and salaries	322,064	250,686
Social security costs	45,389	25,444
Other pension costs	5,605	3,601
	373,058	279,731
The average monthly number of employees during the year was as follows:		
	30.4.01	30.4.00
Management and administration	9	9
Sales and general administration	10	_9
	<u>19</u>	18

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

## 3. **OPERATING PROFIT**

The operating profit is stated after charging:

		30.4.01	30.4.00
	Other energine leaves	£ 5 202	£
	Other operating leases Depreciation - owned assets	5,382 9,075	7,204
	Depreciation - assets on hire purchase contracts	10,309	7,965
	Loss on disposal of fixed assets	5,596	349
	Auditors' remuneration	1,829	905
	Directors' emoluments	69,987	75,629
	Directors' pension contributions to money purchase	1,784	1,093
	schemes		
	The number of directors to whom retirement benefits were accruing was as follows	3:	
	Money purchase schemes	_1	1
4.	INTEREST PAYABLE AND SIMILAR CHARGES	30.4.01 £	30.4.00 £
	Bank interest	7	444
	Late payment of tax interest	77	-
	Late payment of NI interest	6,150	_
	Hire purchase	2,162	1,358
	•	<u> </u>	
		8,396	1,802
5.	TAXATION		
	The tax charge on the profit on ordinary activities for the year was as follows:	30.4.01	30.4.00
		£	£
	UK corporation tax	10,700	16,547
	UK corporation tax has been charged at 20% (2000 - 20%).		
_	WANTED O		
6.	DIVIDENDS	20.4.01	20.4.00
		30.4.01 £	30.4.00 £
	Equity shares:	<i>&amp;</i> ∙	ı.
	Interim - ordinary	_	70,000
	Final - ordinary	40,000	-
		<del></del>	
		40,000	70,000

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

## 7. TANGIBLE FIXED ASSETS

TANGIBBE FIRED ABBETO	Office equipment and	Motor	
	computers	vehicles	Totals
	£	£	£
COST:			
At 1 May 2000	78,526	65,020	143,546
Additions	2,976	26,334	29,310
Disposals		(50,640)	(50,640)
At 30 April 2001	81,502	40,714	122,216
DEPRECIATION:			
At 1 May 2000	48,329	26,763	75,092
Charge for year	7,955	11,429	19,384
Eliminated on disposals		(29,244)	(29,244)
At 30 April 2001	56,284	8,948	65,232
NET BOOK VALUE:			
At 30 April 2001	<u>25,218</u>	31,766	56,984
At 30 April 2000	30,197	38,257	68,454

Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

	Motor vehicles
000	£
COST: At 1 May 2000	53,170
Additions	26,334
Disposals	(38,790)
At 30 April 2001	40,714
DEPRECIATION:	
At 1 May 2000	20,884
Charge for year	10,309
Eliminated on disposals	(22,246)
At 30 April 2001	8,947
NET BOOK VALUE:	
At 30 April 2001	31,767
At 30 April 2000	32,286
	***************************************

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

0.	Stock of stationery and office sundries	30.4.01 £ 300	30.4.00 £ <u>279</u>		
9.	DEBTORS  Amounts falling due within one year:	30.4.01 £	30.4.00 £		
		44.004	6.200		
	Prepayments and accrued income Amount due from DTE Insurance Brokers Limited	11,094 36,000	6,309 49,541		
		47,094	55,850		
	The amount due from DTE Insurance Brokers Limited is being repaid at £2,000 per month.				
	Amounts falling due after more than one year:				
	Loan to DTE Insurance Brokers Limited	17,500	17,500		
		17,500	<u>17,500</u>		
	Aggregate amounts	64,594	73,350		

The above loan to DTE Insurance Brokers Limited is unsecured, interest free and subject to at least thirty six months notice in respect of repayment.

### 10. CURRENT ASSET INVESTMENTS

	30.4.01 £	30.4.00 £
Investments	<u>165</u>	165

The company owns 100% of the share capital of Downham Rose Nominees Limited, a non-trading company which was incorporated in England on 11 May 1988.

The subsidiary company has not yet commenced to trade and unless an appropriate level of profitable trading takes place in the future the investment will have a nil value.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

# 11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	DUE WITHIN ONE YEAR				
		30.4.01	30.4.00		
		£	£		
	Hire purchase contracts				
	(see note 13)	14,960	10,337		
	Trade creditors	3,039	1,733		
	Proposed dividend	40,000	-,		
	Social security and PAYE	34,337	11,702		
	Due to Downham Train Epstein	4,523	404		
	Corporation tax	10,700	16,542		
	Accruals and deferred income	80,484	117,357		
	Accidats and deterred income	00,404	117,337		
		188,043	158,075		
		<del></del>			
12.	CREDITORS: AMOUNTS FALLING				
	DUE AFTER MORE THAN ONE YEAR				
		30.4.01	30.4.00		
		£	£		
	Hire purchase contracts				
	(see note 13)	11,158	8,608		
			<del></del>		
13.	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES				
		Hi	ire		
		purc	hase		
		cont	racts		
		30.4.01	30.4.00		
		£	£		
	Gross obligations repayable:				
	Within one year	16,410	11,482		
	Between one and five years	11,622	9,256		
	·				
		28,032	20,738		
	Finance charges repayable:				
	Within one year	1 450	1,145		
	·	1,450			
	Between one and five years	464	648		
		1.014	1 702		
		1,914	1,793		
	Net obligations repayable:				
	Within one year	14,960	10,337		
	Between one and five years	11,158	8,608		
		AC 440	10015		
		26,118	18,945		

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

### 13. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES - continued

The following payments are committed to be paid within one year:

				Operating leases	
				30.4.01 £	30.4.00 £
	Expiring: Within one yea	ar		2,926	<u>-</u>
14. CALLED UP SHARE CAPITA		SHARE CAPITAL			
	Authorised:				
	Number:	Class:	Nominal value:	30.4.01 £	30.4.00 £
	100,000	Ordinary	£1	100,000	100,000
	Allotted, issue	ed and fully paid:			
	Number:	Class:	Nominal	30.4.01	30.4.00
	1,000	Ordinary	value: £1	£ 1,000	£ 1,000

#### 15. CONTINGENT LIABILITIES

- a) The company receives commission in advance of the period over which such commissions are earned. If policies are cancelled for whatever reason over a period typically of up to four years then the company may suffer a clawback of commissions previously received and credited to the profit and loss account. The directors do not consider any provision for such a clawback to be appropriate as historically the amounts involved have been small and it is extremely difficult to quantify an appropriate amount.
- b) There is a deferred liability to Corporation Tax at the balance sheet date not provided within the accounts of £2,391 (2000 £2,063) calculated at the rate of 20 % (2000 20%) on the excess of the net book value of those assets on which capital allowances are granted over their corresponding taxation written down values.

#### 16. PENSION COMMITMENTS

During the year the company paid non director pension fund contributions of £3,821 which will continue at similar levels in the future.

## 17. RELATED PARTY DISCLOSURES

During the year the company purchased goods and services under normal trading terms with the following companies and business in which Messrs. Train, MacDonald and Roberts have a material interest:-

Downham Train Epstein	£31,039
DTE Insurance Brokers Limited	£2,781
Sudden Solutions Limited	£35

Inter company balances with the above are shown in notes 9 and 11.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2001

## 18. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Profit for the financial year Dividends	30.4.01 £ 43,828 (40,000)	30.4.00 £ 70,776 (70,000)
Net addition to shareholders' funds Opening shareholders' funds	3,828 10,988	776 10,212
Closing shareholders' funds	14,816	10,988
Equity interests	14,816	10,988

## 19. CONTROL

The company is controlled jointly by K R Train and M J MacDonald on behalf of the Downham Train Epstein partnership.