Reports & Financial Statements

For the year ended 31 December 1998

Stafford Knight Holdings Limited and Subsidiaries

Registered Number: 2040193



STAFFORD KNIGHT HOLDINGS LIMITED AND SUBSIDIARIES

DIRECTORS: R V C Robins

J Dunford D N Howe P J Michau C I Calder

SECRETARY: M T Cass

4/5 London Wall Buildings LONDON EC2M 5NR REGISTERED OFFICE:

REGISTERED NUMBER: 2040193

AUDITORS: Mazars Neville Russell

24 Bevis Marks

LONDON EC3A 7NR

STAFFORD KNIGHT HOLDINGS LIMITED AND SUBSIDIARIES

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DIRECTORS' REPORT

The directors present their report together with the audited financial statements for the year ended 31 December 1998, which show the state of affairs of the company and the group.

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; and
- 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.

PRINCIPAL ACTIVITY AND REVIEW OF BUSINESS

The company acts as a management holding company and the principal activities of the subsidiaries are the provision of insurance broking services.

The group has shown a moderate increase in business throughout the year and the directors look forward to continuing growth and return to profitability in the future.

RESULTS

The group made a loss after tax of £103,393 for the year (1997: profit £46,167).

DIVIDEND

The directors do not recommend the payment of a dividend and the loss for the year has been taken to reserves.

DIRECTORS' REPORT (continued)

DIRECTORS

The directors who served during the year and their interests in the shares of the company were as follows:-

	Number of £1 ordinary shares 31 December 1998	Number of £1 ordinary shares 31 December 1997	
R V C Robins	185	185	
J Dunford	250	250	
D N Howe	62	62	
P J Michau	-	-	
C I Calder	•	-	

FIXED ASSETS

The additions to tangible fixed assets are shown in note 10 to the financial statements.

YEAR 2000

The turn of the century could see faults in the processing of data which could have wide ranging consequences for all businesses. The company is aware of this issue and is undertaking relevant steps to eliminate the problem within its internal operations. The company does, however, remain potentially exposed to the failure of third parties to deal with their Year 2000 exposures and will take all practical steps to mitigate the effect.

DONATIONS

During the year, the group made donations for charitable purposes amounting to £1,255 (1997: £2,230).

AUDITORS

A resolution to re-appoint Mazars Neville Russell as auditors will be proposed at the forthcoming Annual General Meeting.

BY ORDER OF THE BOARD

Secretary

28 APRIL 1999

4/5 London Wall Buildings LONDON EC2M 5NR

AUDITORS' REPORT TO THE SHAREHOLDERS OF

STAFFORD KNIGHT HOLDINGS LIMITED

We have audited the financial statements on pages 4 to 20 which have been prepared following the accounting policies set out on pages 9 to 10.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 1 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 affairs of the company and the group as at 31 December 1998 and of the loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

CHARTERED ACCOUNTANTS and Registered Auditors

Mazer Neulle hosel

24 Bevis Marks LONDON EC3A 7NR

29 April 1999

CONSOLIDATED PROFIT AND LOSS ACCOUNT For the year ended 31 December 1998

	Notes	199 8 £	199 7 £
TURNOVER	3	3,724,033	4,161,509
Administrative expenses		(3,774,886)	(4,177,027)
OPERATING LOSS		(50,853)	(15,518)
Profit on disposal of discontinued operations		<u>-</u>	100,000
(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE INTEREST		(50,853)	84,482
Interest receivable Interest payable	4	17,571 (59,015)	19,265 (57,580)
(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	5	(92,297)	46,167
Taxation	8	(11,096)	-
(LOSS)/PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	18	£(103,393)	£46,167

There are no recognised gains or losses other than those shown in the profit and loss account above.

CONSOLIDATED BALANCE SHEET As at 31 December 1998

	Notes	19	98	199	97
EIVED A COETO		£	£	£	£
FIXED ASSETS Intangible assets Tangible assets	9 10		572,703 654,298		602,845 716,463
			1,227,001		1,319,308
CURRENT ASSETS Debtors Cash at bank and in hand	12	7,012,154 1,980,853		6,604,613 1,632,749	
		8,993,007		8,237,362	
CREDITORS - AMOUNTS FALLING DUE WITHIN ONE YEAR	13	10,242,597		9,470,448	
NET CURRENT LIABILITIES			(1,249,590)		(1,233,086)
TOTAL ASSETS LESS CURRENT LIABILITIES			(22,589)		86,222
CREDITORS - AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	14		65,772		71,190
			£(88,361)		£15,032
CAPITAL AND RESERVES					
Called up share capital	16		2,786		2,786
Share premium account Profit and loss account	17 18		459,631 (550,778)		459,631 (447,385)
SHAREHOLDERS' FUNDS			£(88,361)		£15,032

Approved by the board on 28 APRIL 1999 and signed on its behalf by

Director

COMPANY BALANCE SHEET As at 31 December 1998

	Notes	199	98	199	97
FIXED ASSETS		£	£	£	£
Tangible assets Investments	10 11		150,753 1,109,564		181,482 1,109,564
			1,260,317		1,291,046
CURRENT ASSETS					
Debtors	12	151,269		125,127	
CREDITORS - AMOUNTS FALLING DUE WITHIN ONE YEAR	13	1,754,446		1,726,099	
NET CURRENT LIABILITIES			(1,603,177)		(1,600,972)
TOTAL ASSETS LESS CURRENT LIA	BILITIES		(342,860)		(309,926)
CREDITORS - AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	14		50,759		58,168
			£(393,619)		£(368,094)
CAPITAL AND RESERVES					
Called up share capital	16		2,786		2,786
Share premium account	17		459,631		459,631
Profit and loss account	18		(856,036)		(830,511)
SHAREHOLDERS' FUNDS			£(393,619)		£(368,094)

Approved by the board on 28 AARIL 1999 and signed on its behalf by

Director

CONSOLIDATED CASH FLOW STATEMENT For the year ended 31 December 1998

			1998	1997		
	Note	£	£	£	£	
CASH FLOW FROM OPERATING ACTIVITIES	1a		598,408		409,237	
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE						
Interest received Interest paid Interest element of finance lease rental pays	ments	17,571 (41,110) (17,905)		19,265 (36,102) (21,478)		
Net cash outflow for returns on investments and servicing of finance	S	(41,444)		(38,315)		
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT						
Purchase of tangible fixed assets Sale of plant and machinery		(177,615) 34,525		(201,950) 58,780		
Net cash outflow for capital expenditure and financial investment		(143,090)		(143,170)		
			(184,534)		(181,485)	
Cash inflow before use of liquid resources and financing			413,874		227,752	
FINANCING AND MANAGEMENT OF LIQUID RESOURCES						
Capital element of finance lease rental payments		(26,273)		(9,746)		
Net cash outflow for financing and management of liquid resources			(26,273)		(9,746)	
INCREASE/(DECREASE) IN CASH IN T	HE PERIOD	•	£387,601		£218,006	

CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 December 1998 (continued)

Finance leases

Total

NOTES

la.	Reconciliation of	operating profit to	net cash flow from	m operating activities
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la.	Reconciliation of operating profit to net cash flow from operating activities							
			1998	1997				
			£	£				
	Operating loss		(50,853)	(15,518)				
	Depreciation and amortisation		239,579	227,990				
	Profit on sale of tangible fixed assets		(4,182)	(20,658)				
	(Increase) in debtors		(407,541)	(1,186,198)				
	Increase in creditors		821,405	1,303,621				
	Exceptional profit on disposal of discontinued oper	ration	<u> </u>	100,000				
	NET CASH INFLOW FROM							
	OPERATING ACTIVITIES		£598,408	£409,237				
1b.	Reconciliation of net cash flow to movement in n	net debt (Note 1c)						
			199 8	1997				
			£	£				
	Increase/(decrease) in cash in the period Cash inflow from increase in debt		387,601	218,006				
	and lease financing		26,273	9,746				
	Movement in net debt in the period		413,874	227,752				
	Net debt at 1 January 1998		(257,050)	(484,802)				
	Net debt at 31 December 1998		£156,824	£(257,050)				
1c.	Analysis of net debt							
		At		At				
		1 January		31 December				
		1998	Cash Flow	1998				
		£	£	£				
	Cash in hand and at bank	1,632,749	348,104	1,980,853				
	Overdrafts	(1,740,495)	39,497	(1,700,998)				
		• • •		•				

387,601

26,273

£413,874

(107,746)

(149,304)

£(257,050)

279,855

(123,031)

£156,824

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998

1. ACCOUNTING POLICIES

The financial statements have been prepared in accordance with applicable accounting standards.

(a) Accounting convention

The financial statements are prepared under the historical cost convention.

(b) Basis of consolidation

- (i) The group financial statements consolidate the accounts of Stafford Knight Holdings Limited and its subsidiaries for the year ended 31 December 1998. The results of subsidiaries acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.
- (ii) Goodwill arising on consolidation representing the excess of the purchase price over the fair value of net assets acquired is amortised over a period of its estimated useful life.

(c) Turnover

Turnover represents income received exclusive of Value Added Tax. Brokerage and fees are recognised when the business is placed by the client having regard to the date of inception of policies. Alterations in brokerage arising from additional and return premiums and adjustments are taken into account as and when these occur.

(d) Expenses

Expenses are written off as incurred.

(e) Depreciation

Depreciation is calculated to write off the cost or revalued amount less residual value of fixed assets over their estimated useful lives.

(f) Foreign currencies

Assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Revenues and costs expressed in foreign currencies are translated into Sterling at rates of exchange ruling on the date on which the transaction occurs. Differences arising on the translation of trading items are dealt with in the profit and loss account for the year.

(g) Deferred taxation

Deferred taxation is provided in respect of the tax effect of all timing differences, to the extent that it is probable that a liability or asset will crystallise in the foreseeable future at the rates of tax expected to apply when the timing differences reverse.

(h) Investments

Investments held as fixed assets are stated at cost less provision for any permanent diminution in value. Investments held as current assets are stated at the lower of cost and net realisable value.

1. ACCOUNTING POLICIES (continued)

(i) Insurance debtors and creditors

The legal status of the practice of net settlement is uncertain and in the event of an insolvency it is generally abandoned. Financial Reporting Standard No 5 "Reporting the substance of transactions" requires that offset of assets and liabilities should be recognised in financial statements where, the offset would survive the insolvency of the other party. Accordingly, only such offsets have been recognised in calculating insurance broking debtors and creditors.

(j) Leases

(i) Finance leases

Assets held under finance leases and the related lease obligations are included at the fair value of the leased assets at the inception of the lease. Depreciation on leased assets is calculated to write off this amount on a straight line basis over the shorter of the lease term and the useful life of the asset.

Rentals payable are apportioned between the finance charge and a reduction of the outstanding obligation for future amounts payable so that the charge for each accounting period is a constant percentage of the remaining balance of the capital sum outstanding.

(ii) Operating leases

Rentals payable are charged on a straight line basis over the term of the lease.

(k) Pension costs

Contributions payable to the group's pension scheme are charged to the profit and loss account in the period to which they relate.

(l) Goodwill

Goodwill represents the excess of costs of acquisition over the fair value of the separable net assets of businesses acquired. Goodwill is amortised through the profit and loss account in equal instalments over its estimated useful life.

2. COMPANY PROFIT AND LOSS ACCOUNT

The company's own profit and loss account is not shown by virtue of the exemption provisions contained in Section 230 of the Companies Act. The parent company's loss for the financial year was £25,525 (1997: profit £59,999).

3. TURNOVER

The group engages in only one class of activity, insurance broking, which is carried out in the United Kingdom.

		1998 Total £	Continuing £	1997 (As restated) Discontinued £	Total £
	Turnover Administrative expenses	3,724,033 (3,774,886)	4,058,952 (3,921,460)	102,557 (255,567)	4,161,509 (4,177,027)
	Operating loss	£(50,853)	£137,492	£(153,010)	£(15,518)
4.	INTEREST PAYABLE AND		RGES	1998 £	1997 £
	Interest payable on bank loans wholly repayable within five Finance lease interest			41,110 17,905	36,102 21,478
				£59,015	£57,580
5.	(LOSS)/PROFIT ON ORDIN	ARY ACTIVITI	IES BEFORE T	AXATION	
				1998 £	1997 £
	The (loss)/profit on ordinary a is stated after charging/(credi		xation		
	Amortisation of intangible fixed Depreciation of tangible fixed	assets -	owned assets leased assets	30,124 115,065 94,372	18,949 128,851 80,190
	Auditors' remuneration Operating lease rentals	-	audit hire of equipments land and buildin	38,070 at 16,178 gs 146,024	41,000 12,078 156,680
	Exchange profit Net insurance balance write of Profit on sale of tangible fixed Bank interest receivable			(8,680) (32,833) (4,182) (17,571)	(14,896) (22,906) (20,658) (19,265)

6.	STAFF COSTS	1998 £	199 7
	All employees including executive directors:		,su
	Wages and salaries Social security costs Other pension costs	2,016,005 179,505 153,335	2,148,091 183,807 154,028
		£2,348,845	£2,485,926
	The average number of persons employed by the group was:-	Number	Number
	Insurance broking	99	108
7.	DIRECTORS' EMOLUMENTS	1998 £	1997 £
	Emoluments of directors of Stafford Knight Holdings (including pension contributions)	<i></i>	<i>3</i> .
	As executives	£157,631	£216,360
	The emoluments of directors disclosed above include amounts paid to		
	The chairman Emoluments Pension contributions	32,111 6,980	33,352 6,980
	The highest paid director Emoluments Pension contributions	83,665 4,875	83,297 2,625

8. TAXATION

The group has tax losses after group relief available to carry forward against future trading profits of approximately £145,088 (company: £97,866) (1997: £230,000 (company: £130,000)).

Deferred taxation

There is no liability for deferred taxation.

9. INTANGIBLE FIXED ASSETS

GOODWILL	£
COST	
At 1 January 1998 and 31 December 1998	£812,372
AMOUNTS WRITTEN OFF	
At 1 January 1998 Charge for the year	209,527 30,142
At 31 December 1998	£239,669
NET BOOK VALUE	
At 31 December 1998	£572,703
At 31 December 1997	£602,845

Goodwill is being amortised over 20 years.

10. TANGIBLE FIXED ASSETS

GROUP

	Short leasehold improvements £	Furniture, fixtures, fittings & office equipment	Motor vehicles £	Computer equipment	Total £
COST			-		-
At 1 January 1998	9,420	204,381	427,394	739,309	1,380,504
Additions	-	4,612	87,156	85,847	177,615
Disposals		(3,648)	(81,091)	-	(84,739)
At 31 December 1998	9,420	205,345	433,459	825,156	1,473,380
DEPRECIATION					
At 1 January 1998	7,423	113,717	172,363	370,538	664,041
Charge for the year	660	12,912	97,009	98,856	209,437
Eliminated on disposals	-	(1,554)	(52,842)		(54,396)
At 31 December 1998	8,083	125,075	216,530	469,394	819,082
NET BOOK VALUE					
At 31 December 1998	£1,337	£80,270	£216,929	£355,762	£654,298
At 31 December 1997	£1,997	£90,664	£255,031	£368,771	£716,463
Depreciation rates Depreciation method	15 years	10% reducing balance	20-25% straight line	20% straight line	

The net book value of motor vehicles includes an amount of £205,836 (1997: £250,397) in respect of assets held under finance leases and hire purchase contracts.

10. TANGIBLE FIXED ASSETS (continued)

COMPANY	Motor vehicles £
COST	202.106
At 1 January 1998 Additions	303,106 56,219
Disposals	(18,280)
•	
At 31 December 1998	£341,045
DEPRECIATION	
At 1 January 1998	122,098
Charge for the year	78,980
Eliminated on disposal	(10,786)
	
At 31 December 1998	£190,292
\	
NET BOOK VALUE At 31 December 1998	2150 752
At 31 December 1996	£150,753
At 31 December 1997	£181,482
ACSI December 1997	
Depreciation rate	25%
Depreciation method	Straight line

Included in the above are motor vehicles held under finance leases with a net book value of £144,715 (1997: £178,291).

11. FIXED ASSET INVESTMENTS

COMPANY	Shares in subsidiaries
COST At 1 January 1998 Written off in year	1,109,564
At 31 December 1998 PROVISIONS At 1 January 1998 Written off in year	£1,109,564
At 31 December 1998 NET BOOK VALUE At 31 December 1997 and 1998	£1,109,564

The company had a 100% interest in the ordinary share capital of the following subsidiaries at 31 December 1998 which are all incorporated in England.

Subsidiary Undertakings	Class of shares held	Percentage of shares held	Principal Activity
Stafford Knight & Co Ltd Stafford Knight Life Ltd Stafford Knight (UK) Ltd Stafford Knight Insurance Services Ltd	Ordinary £1 Ordinary £1 Ordinary £1 Ordinary £1	100% 100% 100% 100%	Insurance broking Life and pensions Insurance broking Insurance broking

All subsidiary undertakings are included in the consolidated group accounts.

The group holds 49% of the ordinary share capital of Alliance Associates Limited, a company incorporated in England. This company is accounted for as a fixed asset investment since Stafford Knight are not able to exert significant influence over the financial and operating activities of the company.

12.	DEBTORS	Group		Company	
		199 8 £	1997 £	1998 £	1997
	DUE WITHIN ONE YEAR	£	£	2 .	£
	Insurance debtors	6,829,733	6,342,050	-	-
	Amounts owed by subsidiary undertaking	s -	-	151,269	115,127
	Other debtors	62,145	126,260	-	10,000
	Prepayments and accrued income	83,603	79,629		
	DUE AFTER MORE THAN ONE YEAR	6,975,481	6,547,939	151,269	125,127
	Other debtors	36,674	56,674	<u> </u>	<u>-</u>
		£7,012,155	£6,604,613	£151,269	£125,127

13. CREDITORS - AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	1998	1997	1998	1997
	£	£	£	£
Bank loans and overdrafts	1,700,998	1,740,495	1,689,854	1,643,541
Obligations under finance leases	57,259	78,114	41,009	60,065
Insurance creditors	8,284,652	7,450,293	_	-
Corporation tax	10,464	-	_	-
Taxation and social security	56,909	64,227	1,350	1,250
Accruals and deferred income	132,316	137,319	22,233	21,243
	£10,242,597	£9,470,448	£1,754,446	£1,726,099

The above bank loans and overdrafts have been secured by a mortgage debenture over all the company's assets.

14. CREDITORS - AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company	
	1998 £	1997 £	199 8	1997 £
Obligations under finance leases	£65,772	£71,190	£50,759	£58,168

15. LEASING COMMITMENTS

(a) Finance leases

Future minimum lease payments under finance leases are:-

	1998		1997	
	Group £	Company £	Group £	Company £
AMOUNT FALLING DUE				
Within one year	68,002	48,830	92,850	71,945
Between two and five years	71,666	54,062	80,174	64,328
	139,668	102,892	173,024	136,273
Less future finance charges	16,637	11,124	23,720	18,040
				
	£123,031	£91,768	£149,304	£118,233
The commitments, net of finance charges, are included in the balance sheets as follows:				
Due within one year	57,259	41,009	78,114	60,065
Due after more than one year	65,772	50,759	71,190	58,168
	£123,031	£91,768	£149,304	£118,233

15. LEASING COMMITMENTS (continued)

(b) Operating leases

At 31 December 1998 the group had the following annual commitments under non-cancellable operating leases:

	1998		1997	
	Gro	oup	Group	
	Land and buildings £	Other £	Land and buildings £	Other £
Leases which expire:		<i></i>	æ	æ.
Within one year	-	_	11,150	843
Between two and five years	130,456	3,726	126,450	7,191
Over five years	-	-	-	-
				
	£130,456	£3,726	£137,600	£8,034
				

16. SHARE CAPITAL

	•	Issued and paid	Auth	orised
	199 8 £	1997 £	199 8 £	1997 £
Ordinary shares of £1 each	£2,786	£2,786	£10,000	£10,000

17. SHARE PREMIUM ACCOUNT

	Group £	Company £
At 1 January 1998 and 31 December 1998	£459,631	£459,631

18. PROFIT AND LOSS ACCOUNT

	Group £	Company £
At 1 January 1998 Loss for the year	(447,385) (103,393)	(830,511) (25,525)
At 31 December 1998	£(550,778)	£(856,036)

19. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	1998 £	1997 £
(Loss)/profit for the financial year and net additions to shareholders' funds	(103,393)	46,167
Opening shareholders' funds	15,032	(31,135)
Closing shareholders' funds	£(88,361)	£15,032

20. PENSION CONTRIBUTIONS

The group operates a defined contribution pension scheme. The scheme funds are administered independently of the company.

During the year ended 31 December 1998 contributions payable by the group to the scheme were £153,335 (1997: £154,028). At the balance sheet date there was no outstanding liability.

21. GUARANTEES AND OTHER FINANCIAL OBLIGATIONS

The company has given a guarantee to secure certain bank loans and overdrafts of its subsidiaries. At the balance sheet date these amounted to £11,144.

22. ULTIMATE PARENT COMPANY

The directors regard Summer Shore Investments Limited, a company incorporated in the Cayman Islands, as the ultimate parent company.