# REGISTRAR'S COPY

2155746

LMG Systems Limited (Formerly Line Management Group Limited)

Report and Financial Statements

Year Ended 31 December 2000

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BDO Stoy Hayward
Chartered Accountants

## Annual report and financial statements for the year ended 31 December 2000

Notes forming part of the financial statements

# Page: Report of the directors Report of the auditors Consolidated profit and loss account Consolidated balance sheet Balance sheet Consolidated cash flow statement

## **Directors**

8

D B George N D Rowe

R N Philipson-Stow

# Secretary and registered office

N D Rowe, 66 Broomfield Road, Chelmsford, Essex, CM1 1SW.

## Company number

02155746

## **Auditors**

BDO Stoy Hayward, 66 Broomfield Road, Chelmsford, Essex, CM1 1SW.

## Report of the directors for the year ended 31 December 2000

The directors present their report together with the audited financial statements for the year ended 31 December 2000.

#### Results and dividends

The consolidated profit and loss account is set out on page 4 and shows the group loss for the year.

The directors do not recommend the payment of a dividend.

## Principal activities, trading review and future developments

The principal activities of the group are the design, installation and management of IT (Information Technology) infrastructure networks.

The year 2000 was a difficult year for Line Management and for other similar organisations providing IT infrastructure installation and support services to corporate clients. The majority of clients and potential clients had invested heavily in new and replacement IT infrastructure and systems in the previous years leading up to the end of the millennium. Consequently there were very few new or repeat business opportunities for IT infrastructure installation and support services during the year 2000. The results are thus a reflection of a dismal performance during the first half and following a re-appraisal and re-organisation of the business at the half way mark, a second half improvement did not prevent the posting of a loss of £121,652 for the full year.

Trading has continued to improve in 2001 and the business is now re-focused on its core strengths of design, installation and support of IT infrastructure.

Further investment in marketing, financial management, resource management and other WEB based systems planned for 2001 should enable Line Management to expand without any significant increase in overhead.

Future prospects for 2001 and beyond remain favourable as there is considerable activity in the office development and refurbishment market where Line Management Installation Services (the brand for the Group's IT cabling design and installation services) is a prime supplier of IT infrastructure, design and installation services.

Activity also remains positive in the IT Outsourcing market where we provide support services direct to clients and as a second tier specialist supplier to primary suppliers that include BT Syntegra and Nortel.

On 15 June 2001 the company changed its name from Line Management Group Limited to LMG Systems Limited.

#### Post balance sheet events

Subsequent to the year end the entire share capital of the company was purchased by Line Management Group Limited. Following its acquisition this company's trade assets and liabilities were transferred to Line Management Group Limited.

#### **Directors**

The directors of the company during the year and their interests in the ordinary share capital of the company were:

•	'A' Ordinary shares of 10p each		'B' Ordinary shares of 10p each		Ordinary shares of 10p each	
	2000	1999	2000	1999	2000	1999
D B George		247,615	-	-	-	-
N D Rowe		-	_	220,550	-	-
R H Philipson-Stow		-	-	-	-	-

# LMG SYSTEMS LIMITED

(Formerly Line Management Group Limited)

Report of the directors for the year ended 31 December 2000 (Continued)

#### Purchase of own shares

During the year the company purchased 1,532 10p ordinary shares, previously owned by an employee, for a consideration of £3,064 upon his resignation.

#### 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 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 departure disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group 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 group 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 group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Charitable donations

During the year the group made charitable donations of £2,225 (1999 - £4,745).

#### Auditors

BDO Stoy Hayward have expressed their willingness to continue in office and a resolution to re-appoint them will be proposed at the annual general meeting.

By order of the board

N D Rowe

Director

Date 24 a October 2001

N Rome

#### Report of the independent auditors

#### To the shareholders of LMG Systems Limited

We have audited the financial statements of LMG Systems Limited on pages 4 to 18 which have been prepared under the accounting policies set out on pages 8 and 9.

Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' Report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

Basis of opinion

We conducted our audit in accordance with United Kingdom 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 2000 and of its loss for the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

BDO STOY HAYWARD Chartered Accountants

BAO Stay Hoyward.

and Registered Auditors

Chelmsford

30 October 2001

# Consolidated profit and loss account for the year ended 31 December 2000

	Note	2000 £	1999 £
Turnover	1 & 2	8,576,221	9,406,025
Cost of sales		7,401,162	7,757,909
Gross profit		1,175,059	1,648,116
Administrative expenses		1,278,948	1,460,750
Operating (loss)/profit	5	(103,889)	187,366
Investment income Interest payable	6	47 (24,312)	1,164 (14,148)
(Loss)/profit on ordinary activities before taxation		(128,154)	174,382
Taxation	7	6,502	(32,074)
(Loss)/profit for the financial year transferred to reserves	17	(121,652)	142,308

All amounts relate to continuing activities.

All recognised gains and losses are included in the profit and loss account.

# Consolidated balance sheet at 31 December 2000

	Note	2000 £	2000 £	1999 £	1999 £
Fixed assets					
Tangible assets	8		180,314		215,801
Current assets					
Stocks	10	125,606		163,461	
Debtors	11	2,306,599		1,379,606	
Investment	12	841		841	
Cash at bank and in hand		20		187	
Creditors: amounts falling due		2,433,066		1,544,095	
within one year	13	2,067,242		1,245,094	
Net current assets			365,824		299,001
Total assets less current liabilities			546,138		514,802
Creditors: amounts falling due after more than one year	14		156,052		-
Net assets			390,086		514,802
Capital and reserves					
Called up share capital - equity	16		49,747		49,900
Share premium account - equity	17		479		479
Capital redemption reserve - equity	17		406		253
Profit and loss account - equity	17		339,454		464,170
Shareholders' funds	18		390,086		514,802

These accounts were approved by the Board on 24th October 2001

~ Row

N D Rowe Director

# Balance sheet at 31 December 2000

	Note	2000 £	2000 £	1999 £	1999 £
Fixed assets					
Tangible assets	8		180,314		215,801
Investments	9		46,592		46,592
			226,906		262,393
Current assets			·		
Stocks	10	125,606		163,461	
Debtors	11	2,306,599		1,379,606	
Investment	12	841		841	
Cash at bank and in hand		20		187	
		2,433,066		1,544,095	
Creditors: amounts falling due		<b>_,</b> ,		-,,	
within one year	13	2,113,834		1,291,686	
Net current assets			319,232		252,409
Total assets less current liabilities			546,138		_
Creditors: amounts falling due after more than one year	14		156,052		-
Net assets			390,086		514,802
Capital and reserves					
Called up share capital - equity	16		49,747		49,900
Share premium account - equity	17		479		479
Capital redemption reserve - equity	17		406		253
Profit and loss account - equity	17		339,454		464,170
Shareholders' funds	18		390,086		514,802

These accounts were approved by the Board on 24 to October 2001

N Rome

N D Rowe **Director** 

# Consolidated cash flow statement for the year ended 31 December 2000

	Note	2000 £	2000 £	1999 £	1999 £
Net cash inflow/(outflow) from operating activities	21		67,243		(121,353)
Returns on investments and					
servicing of finance Interest paid		(23,615)		(12,601)	
Finance lease and hire purchase interest		(697)		(1,547)	
Investment income		47		1,164	
Net cash outflow from returns on					
investments and servicing of finance			(24,265)		(12,984)
Taxation			(53.429)		(96,000)
UK corporation tax paid			(52,438)		(86,000)
Capital expenditure and financial investment					
Payments to acquire fixed assets		(47,103)		(88,156)	
Sale of fixed assets				23,499	
Net cash outflow for capital expenditure and financial investments			(47,103)		(64,657)
Net cash outflow before financing			(56,563)		(284,994)
Financing					
Capital element of finance lease and	22	(4.021)		(14,000)	
hire purchase payments  Bank loan advanced	23 23	(4,931) 175,000		(14,090) 120,000	
Bank loan repayments	23	(161,091)		(93,303)	
Bank four repayments	23			<del></del>	
		8,978		12,607	
Share capital purchased	16	(3,064)		(2,000)	
			5,914		10,607
Decrease in cash	22		(50,649)		(274,387)

#### Notes forming part of the financial statements for the year ended 31 December 2000

#### 1 Accounting policies

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

The company has taken advantage of the exemption from presenting its own profit and loss account. The consolidated profit for the financial period includes a loss of £121,652 (1999 – profit £142,308) which is dealt with in the financial statements of the parent company.

The following accounting policies have been applied:

#### Basis of consolidation

The consolidated financial statements incorporate the results of LMG Systems Limited (Formerly Line Management Group Limited) and all of its subsidiaries at 31 December 2000 using the merger method of accounting.

## Merger accounting

Where merger accounting is used, the investment is recorded in the company's balance sheet at the nominal value of shares issued together with the fair value of any additional consideration paid.

In the group financial statements, merged subsidiary undertakings are treated as if they had always been a member of the group. The results of such subsidiaries are included for the whole period in the year they join the group. The corresponding figures for the previous year include their results for that period, the assets and liabilities at the previous balance sheet date and the shares issued by the group as consideration as if they had always been in issue. Any difference between the nominal value of the shares acquired by the group and those issued by the group to acquire them is taken to reserves.

#### **Turnover**

Turnover represents the invoiced amounts of goods sold and services provided, exclusive of value added tax and trade discounts, after taking account of work in progress on unfinished jobs.

#### Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all fixed assets, over their expected useful lives, on a straight line basis. It is calculated at the following rates:

Freehold land and buildings - 20% per annum
Leasehold improvements - 25% per annum
Plant and equipment - 25% per annum
Motor vehicles - 25% per annum
Computer equipment - 25% per annum

## Valuation of investments

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

## Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

#### 1 Accounting policies (continued)

#### Stocks

Stocks are valued at the lower of cost and net realisable value less applicable payments on account. Cost is calculated as follows:

Raw materials

cost of purchase on a first in, first out basis

Work in progress

cost of raw materials and labour together with attributable overheads

Net realisable value is based on estimated selling price less further costs to completion and disposal.

## Deferred taxation

Provision is made for timing differences between the treatment of certain items for taxation and accounting purposes, to the extent that it is probable that a liability or asset will crystallise.

#### Leased assets

Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account.

Lease payments are analysed between capital and interest components so that the interest element of the payment is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor. All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

Reverse premiums and similar incentives received to enter into operating lease agreements are released to the profit and loss account over the period to the date on which the rent is first expected to be adjusted to the prevailing market rate.

#### Pension costs

Contributions to the group's defined contribution pension scheme are charged to the profit and loss account in the year in which they become payable.

#### Product development and research

Product development and research costs are charged to the profit and loss account in the year in which they are incurred, except when individual projects satisfy the following criteria: the project is clearly defined and related expenditure is separately identifiable; the project is technically feasible and commercially viable; current and future costs will be exceeded by future sales; and adequate resources exist for the project to be completed. In such circumstances the costs are capitalised and amortised over a period not exceeding five years.

# Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

## 2 Turnover

Turnover is wholly attributable to the group's principal activities carried out in the United Kingdom.

## 3 Employees

The average number of employees, including directors, during the year was as follows:

	2000 Number	1999 Number
Office and management	30	34
Engineers	73	43
	103	77
Staff costs consist of:	£	£
Wages and salaries	4,091,452	2,893,087
Social security costs	399,257	399,514
Other pension costs	132,110	261,804
	4,622,819	3,554,405

This includes remuneration paid to directors of the company as set out in note 4.

## 4 Directors

Directors emoluments and pension contributions were:	2000 £	1999 £
Remuneration for management services Pension contributions to the defined contribution pension scheme Compensation for loss of office	283,251 51,000	324,930 204,000 30,250
	334,251	559,180
The emoluments of the highest paid director were:	147,242	128,853
Pension contributions in respect of the highest paid director were:	25,500	90,000

# Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

5	Operating (loss)/profit	2000	1999
		2000 £	1999 £
	This has been arrived at after charging/(crediting):		
	Depreciation	131,194	131,644
	Operating lease rentals - Plant and machinery	14,994	82,283
	- Land and buildings	42,400	54,337
	Auditors remuneration - Audit services	18,000	18,000
	- Other services	35,903	24,673
	Profit on sale of tangible fixed assets	-	(17,141)
6	Interest payable		
		2000	1999
		£	£
	Bank loans and overdrafts	23,615	12,601
	Hire purchase	697	1,547
		24,312	14,148
7	Taxation		
-		2000	1999
		£	£
	UK corporation tax - current year	-	57,500
	Adjustment relating to prior years	(6,502)	(25,426)
		(6,502)	32,074

LMG SYSTEMS LIMITED (Formerly Line Management Group Limited)

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Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

Tangible assets	~				
Group and Company	Freehold land and buildings £	Leasehold improvements £	Plant and equipment	Computer equipment	Total £
Cost					
At 1 January 2000	24,218	85,572	307,168	275,262	692,220
Additions	-	-	2,841	92,866	95,707
Disposals			(62,808)	(85,020)	(147,828)
At 31 December 2000	24,218	85,572	247,201	283,108	640,099
Depreciation					
At 1 January 2000	-	60,171	252,882	163,366	476,419
Provided for the year	5,000	21,344	46,984	57,866	131,194
Disposals	-	-	(62,808)	(85,020)	(147,828)
At 31 December 2000	5,000	81,515	237,058	136,212	459,785
Net book value At 31 December 2000	19,218	4,057	10,143	146,896	180,314
At 31 December 1999	24,218	25,401	54,286	111,896	215,801

The net book value of tangible fixed assets includes an amount of £45,566 (1999 - £Nil) in respect of assets held under hire purchase contracts. The related depreciation charge for the year was £3,038 (1999 - £Nil).

Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

9	Fixed asset investments	Company £
	Cost At 1 January 2000 and at 31 December 2000	46,592

The following were subsidiary undertakings at the end of the year and have all been included in the consolidated financial statements:

Name	Country of registration	Proportion of ordinary share capital held	Nature of business
Line Management Installation			
Services Limited	England	100%	Dormant
Line Management Business			
Services Limited	England	100%	Dormant
Line Management Communications			
Services Limited	England	100%	Dormant

## 10 Stocks

	Group a	nd Company
	2000	1999
	£	£
Raw materials and consumables	85,103	54,323
Work in progress	40,503	109,138
	125,606	163,461
	<del></del>	

The replacement cost of stock does not materially differ from the balance sheet value.

## 11 Debtors

	Group 2000	<b>Group</b> 1999	Company 2000	Company 1999
Amounts receivable within one year	£	£	£	£
Trade debtors Other debtors	1,949,112 357,487	1,357,884 21,722	1,949,112 357,487	1,357,884 21,722
	2,306,599	1,379,606	2,306,599	1,379,606

Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

12	Current asset investment				nd Company
				2000 £	1999 £
	Cost of listed investment			841	841
	Market value			1,060	846
13	Creditors: amounts falling due within one y	/ear			
		Group 2000	Group 1999	Company 2000	Company 1999
		£	£	£	£
	Bank loan (secured)	75,000	61,091	75,000	61,091
	Bank overdraft (secured)	388,255	337,773	388,255	337,773
	Trade creditors	665,809	279,763	665,809	279,763
	Amounts owed to subsidiary undertakings	-	-	46,592	46,592
	Taxation and social security	272,161	214,174	272,161	214,174
	Corporation tax	7,464	66,404	7,464	66,404
	Other creditors	232,291	63,000	232,291	63,000
	Accruals and deferred income	408,641	222,889	408,641	222,889
	Obligations under hire purchase contracts	17,621	_	17,621	<u> </u>
		2,067,242	1,245,094	2,113,834	1,291,686

Bank borrowings are secured by a mortgage debenture incorporating fixed and floating charges over the assets of the company and a first charge over the lease in respect of the West India Dock Road premises owned by the Line Management Executive Pension Scheme.

14	Creditors: amounts falling due after mor	e than one yea	r		
		Group 2000	Group 1999	Company 2000	Company 1999
		£	£	£	£
	Other creditors	130,000	-	130,000	-
	Obligations under hire purchase contracts	26,052	-	26,052	-
		156,052	-	156,052	-
15	Deferred taxation				
	Asset:	2000	2000 Provided in	1999	1999 Provided in
	Group and Company	Unprovided £	accounts £	Unprovided £	accounts £
	Capital allowances	10,987	-	387	-

# Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

16	Share capital		
		2000	1999
	Authorised	£	£
	531,835 Ordinary shares of 10p each	53,183	53,183
	247,615 'A' Ordinary shares of 10p each	24,762	24,762
	220,550 'B' Ordinary shares of 10p each	22,055	22,055
	Allotted called up and fully paid		
	29,303 (1999 - 30,835) Ordinary shares of 10p each	2,930	3,083
	247,615 'A' Ordinary shares of 10p each	24,762	24,762
	220,550 'B' Ordinary shares of 10p each	22,055	22,055
		49,747	49,900

During the year the company purchased  $1,532\ 10p$  ordinary shares, previously owned by an employee for a consideration of £3,064 upon his resignation.

1	7	Dogowyoo
ŀ	7	Reserves

Profit and loss account	Group and Compan		
At 1 January 2000 Loss for the year Purchase of own shares		464,170 (121,652) (3,064)	
At 31 December 2000		339,454	
Share premium account	2000 £	1999 £	
On sale of shares above par	479	479	
Capital redemption reserve			
On purchase of own shares	406	253	

Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

18	Reconciliation of movements in shareholders' funds	Group and	d Company
		2000 £	1999 £
	(Loss)/profit for the financial year Purchase of own shares	(121,652) (3,064)	142,308 (2,000)
	Net (reduction)/addition to shareholders' funds	(124,716)	140,308
	Opening shareholders' funds	514,802	374,494
	Closing shareholders' funds	390,086	514,802

## 19 Pensions

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge, including payments in respect of the 2 directors who served during the year (1999 - 3), represents contributions payable by the company to the fund. At 31 December 2000 there were no unpaid contributions (1999 - £Nil).

## 20 Commitments under operating leases

As at 31 December 2000, the group and the company had annual commitments under non-cancellable operating leases as set out below:

		Grou	p and Company	
	2000 Land and	2000	1999 Land and	1999
	buildings £	Other £	buildings £	Other £
Operating leases which expire:				
Within one year	_	_	_	16,514
Between two and five years	-	13,009	-	-
Over five years	53,000	-	53,000	-
	53,000	13,009	53,000	16,514

Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

21	Reconciliation of operating profit to no	et cash (outflow)/in	flow from ope	rating activiti 2000 £	es 1999 £
	Operating (loss)/profit			(103,889)	187,366
	Depreciation - tangible fixed assets			131,194	131,644
	Profit on sale of fixed assets				(17,141)
	Decrease in stocks			37,855	142,051
	(Increase)/decrease in debtors			(926,993)	
	Increase/(decrease) in creditors			929,076	(914,159)
	Net cash inflow/(outflow) from operat	ing activities		67,243	(121,353)
22	Reconciliation of net cash flow to move	ement in net debt 2000 £	2000 £	1999 £	1999 £
	Decrease in cash in the year	(125,649)		(274,387)	
	Cash outflow/(inflow) from debt and lease financing	66,022		(12,607)	
	Change in net debt resulting from cash New hire purchase contracts	flows	(59,627) (48,604)		(286,994) -
	Movement in debt in the year		(108,231)		(286,994)
	Net debt at 1 January 2000		(398,677)		(111,683)
	Net debt at 31 December 2000		(506,908)		(398,677)
23	Analysis of net debt				
		At 31 December 1999 £	Cash flow £	Non-cash changes £	At 31 December 2000 £
	Cash at bank and in hand	187	(167)	_	20
	Overdrafts	(337,773)	(50,482)	-	(388,255)
		(337,586)	(50,649)	_	(388,235)
	Hire purchase contracts	-	4,931	(48,604)	(43,673)
	Bank loan	(61,091)	(13,909)	_	(75,000)
	Total	(398,677)	(59,627)	(48,604)	(506,908)

Notes forming part of the financial statements for the year ended 31 December 2000 (Continued)

## 24 Related party transactions

The company is liable to pay an annual rent of £53,000 to the Line Management Executive Pension Scheme in respect of the lease for the West India Dock Road premises occupied by the company.

The members of the pension scheme are Mr D B George, Mr N D Rowe and former directors Mr A Clarke and Mr J H Payne.

Included within other creditors are the following amounts due to D B George and N D Rowe both directors of the company:

	2000	1999
	£	£
DB George	125,000	-
N D Rowe	125,000	-
	*****	

#### 25 Post balance sheet event

Subsequent to the year end the entire share capital of the company was purchased by Line Management Group Limited. Following its acquisition this company's trade assets and liabilities were transferred to Line Management Group Limited.

## 26 Ultimate parent company

The company's ultimate parent company is Line Management Group Limited, which is the parent of both the smallest and largest groups of which the company is a member.