Company number: 2231656

SHOWCARD GROUP LIMITED

Report and Financial Statements

year ended 31st March 1996



SHOWCARD GROUP LIMITED

BOARD OF DIRECTORS

K Cole

P Day

P Tapper

A Harrold

D Bygrave

R Pooi

H Balfour

P Aslett

J Webster

SECRETARY

Havelock Europa Plc

AUDITORS

KPMG

24 Blythswood Square

GLASGOW

G2 4QS

REGISTERED OFFICE

136 Church Street

Eastwood

Nottinghamshire

NG163TH

BANKERS

National Westminster Bank Plc

Letchworth

Herts

CONTENTS	Pages
Report of Directors	1 - 3
Statement of Directors' responsibilities	4
Report of the Registered Auditor	5
Profit and loss account	6
Balance sheet	7
Cash flow statement	8
Notes to the financial statements	9 - 20

SHOWCARD GROUP LIMITED REPORT OF THE DIRECTORS year ended 31st March 1996

The directors present their report and the audited financial statements for the year ended 31st March 1996.

ACTIVITIES

The principal activities of the group are the manufacture and marketing of retail display systems, trade and retail printers and product and graphic design. The group also ran a day nursery on site until 31st December 1995.

RESULTS AND DIVIDENDS

The profit for the year, after taxation was £986,538 (1995: £912,481). The company paid a dividend on the preference shares of £4,000 per share (1995: £8,000). The directors do not recommend the payment of a dividend on the ordinary shares leaving £978,538 to be transferred to reserves.

BUSINESS REVIEW AND FUTURE DEVELOPMENTS

The results for the year are set out in the annexed profit and loss account. The state of affairs of the company, which the directors consider to be satisfactory, is set out in the annexed balance sheet.

The directors are, again very pleased with the company's results this year over all activities. As anticipated, the 1996 results show an increase in both turnover and profitability.

On 10th January 1996 the entire share capital was sold to Havelock Europa Plc. The directors are of the opinion that this change of ownership will strengthen the financial backing of the company and enhance its standing within the market.

SHARE CAPITAL

During the year, prior to the acquisition of the company by Havelock Europa Plc, the directors exercised options to acquire 25,000 ordinary shares of £1 each at an average price of £4.60 per share.

SHOWCARD GROUP LIMITED
REPORT OF THE DIRECTORS (continued)
year ended 31st March 1996

DIRECTORS

The directors throughout the year were :-

K Cole

P Day

P Tapper

A Harrold

D Bygrave

R Pool

H Balfour

(appointed 10/1/1996)

P Aslett

(appointed 10/1/1996)

J Webster

(appointed 10/1/1996)

M Budden

(appointed 10/1/1996, resigned 26/4/96)

H Balfour, P Aslett and J Webster are all directors of Havelock Europa Plc and their interests in the shares of that company are shown in its accounts. No other director had an interest in the share capital of Havelock Europa Plc nor did any director have an interest in the share capital of the company at 31st March 1996.

SHOWCARD GROUP LIMITED
REPORT OF THE DIRECTORS (continued)
year ended 31st March 1996

AUDITORS

Wagstaffs resigned as auditors on 10th January 1996 and KPMG were appointed in their place.

KPMG have indicated that a limited liability company, KPMG Audit Plc, is to undertake part of their audit business. Accordingly, a resolution is to be proposed at the Annual General Meeting for the appointment of KPMG Audit Plc as auditors to the company.

By the order of the Board

Havelant Ermana Bla

Havelock Europa Plc

Secretary

SHOWCARD GROUP LIMITED
STATEMENT OF DIRECTORS' RESPONSIBILITIES
year ended 31st March 1996

The directors are required 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 for that year. In preparing those financial statements, the directors are required to a) select suitable accounting policies and then apply them consistently, b) make judgements and estimates that are reasonable and prudent, c) state whether applicable accounting standards have been followed subject to any material departure disclosed and explained in the financial statements and d) 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 enable them to ensure that the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the company's assets and to prevent and detect material fraud and other irregularities.

Report of the auditors to the members of Showcard Group Limited

Respective responsibilities of directors and auditors

As described on page 4 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 group'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 31 March 1996 and of the profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

KPMG

Who

Chartered Accountants Registered Auditors 24 Blythswood Square Glasgow G2 4QS

26 July 1996

SHOWCARD GROUP LIMITED PROFIT AND LOSS ACCOUNT year ended 31st March 1996

	Note	1996		1995	
		£	£	£	£
TURNOVER	2		9,385,029		8,767,287
COST OF SALES EXCEPTIONAL ITEM	3	_	4,717,229 254,672		4,147,837 <u>-</u>
GROSS PROFIT			4,413,128		4,619,450
DISTRIBUTION EXPENSES			141,484		111,538
ADMINSTRATIVE EXPENSES		2,831,455		2,702,775	
EXCEPTIONAL ITEMS	3		0.004.455	323,667	0.000.440
		-	2,831,455		3,026,442
OPERATING PROFIT	4		1,440,189		1,481,470
INTEREST RECEIVABLE AND SIMILAR INCOME			126,305		79,113
			1,566,494		1,560,603
INTEREST PAYABLE AND SIMILAR CHARGES	7	-	25,503		34,697
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			1,540,991		1,525,906
TAX ON PROFIT ON ORDINARY ACTIVITIES	8		554,453		613,425
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION			986,538		912,481
NON EQUITY DIVIDENDS	9		8,000		-
RETAINED PROFIT FOR THE FINANCIAL YEAR	11	=	978,538		912,481

There were no recognised gains or losses other than those set out above. Details of movements in reserves are set out at note 11.

SHOWCARD GROUP LIMITED BALANCE SHEET as at 31st March 1996

	Note	1996 £	£	1995 £	£
FIXED ASSETS		~	~	-	_
Tangible assets	13	1,404,668		1,824,337	
Investments	14	-,,		22,200	
mvoomono	, ,		1,404,668		1,846,537
CURRENT ASSETS			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		.,,
Stocks	15	351,174		317,180	
Debtors	16	2,004,858		2,133,220	
Cash at bank and in ha	and	287,056		1,910,463	
		2,643,088	-	4,360,863	•
CREDITORS: AMOUNTS FALLIN	IG				
DUE WITHIN ONE YEAR	17	2,122,330		3,008,191	
					•
NET CURRENT ASSETS		520,758		1,352,672	
DEBTORS : DUE AFTER	16	2,256,645	_	-	
MORE THAN ONE YEAR			_		
			2,777,403		1,352,672
TOTAL ASSETS LESS CURREN	Т		4,182,071		3,199,209
LIABILITIES					
CREDITORS: AMOUNTS FALLIN	NG DUE A	FTER			
MORE THAN ONE YEAR	18		107,372		178,139
PROVISIONS FOR LIABILITIES	AND				
CHARGES					
Deferred taxation	19		-		39,909
NET ASSETS			4,074,699		2,981,161
CAPITAL AND RESERVES					
Called up share capital	20		100,574		75,574
Share Premium Account	11		90,000		-
Capital Redemption Reserve	11		24,429		24,429
Profit and loss account	11		3,859,696		2,881,158
SHAREHOLDERS' FUNDS	10		4,074,699		2,981,161
					. —

The financial statements on pages 6 to 20 were approved by the Board of Directors on 24th April 1996 and were signed on its behalf by:-

K Cole

7

P Day

SHOWCARD GROUP LIMITED CASH FLOW STATEMENT year ended 31st March 1996

year end	led 31st March 1996				
	Note	1996		1995	
		£	£	£	£
	(outflow)/inflow from operating				
activities	(Note 21)		1,279,596		2,291,243
finance	on investment and servicing of				
mance	Interest received	126,305		79,133	
	Interest paid	(25,503)		(34,697)	
	Dividends paid	(8,000)		(16,000)	
Net cash	inflow from	(0,000)	_	(10,000)	
	n investment and				
	of finance		92,802		28,436
	, - :		,		,
Taxation					
	Corporation tax paid		(561,312)		(751,832)
Investing	g activities	(507.000)		(==0.000)	
	Purchase of tangible fixed assets	(567,632)		(770,039)	
	Proceeds from sale of	15,500		-	
	time shares	•			
	Proceeds from sale of	333,659		18,823	
	plant & machinery	-			
	Loan to Parent Undertaking	(2,256,645)			
					.==
Net cash	outflow from investing activities	-	(2,475,118)	-	(751,216)
Net cash	(outflow)/inflow before financing		(1,664,032)		816,631
	•		(-,,		,
Financin	g				
	Purchase of own shares	-		(57,750)	
	Finance leases	-		149,823	
	Capital repayments of	(136,942)		(152,923)	
	finance leases				
	Issue of share capital (note 24)	115,000_	_	-	
			(21,942)		(60,850)
		-	/4 COE 074\	_	755 704
		=	(1,685,974)	=	755,781
(Decreas	e)/Increase in cash and cash				
=	nts (Note 23)		(1,685,974)		755,781
1	,	=	(-,)	=	;,

1. ACCOUNTING POLICIES

Accounting basis

The financial statements are prepared under the historical cost accounting rules, modified to include the revaluation of all properties and comply with all applicable accounting standards.

Depreciation

Depreciation is provided on all tangible fixed assets, at rates calculated to write off evenly the cost of each asset over its expected useful life as follows:-

Leasehold land and buildings - 50 years

Motor vehicles - 4 years

Fixtures & fittings. - 3 to 5 years

Computer equipment - 3 years

Major plant - 10 years

Other plant and equipment - 4 years

Stocks

Stocks are stated at the lower of cost and net realisable value as follows:-

Raw Materials/ work in progress - cost on a first in, first out basis

Finished goods

 cost of direct materials and labour plus attributable overheads based on the normal level of activity.

Cost includes expenditure incurred in bringing stocks to their present location and condition.

Net realisable value is based on estimated selling price less the anticipated costs prior to sale.

1. ACCOUNTING POLICIES (continued)

Hire purchase and leasing contracts

Assets financed by hire purchase contracts and finance leases are capitalised. The obligation for future repayments and rentals is recognised and included in creditors net of finance charges allocated to future periods.

Assets capitalised are depreciated in accordance with the policy explained above.

The finance charges relating to such contracts are charged in the profit and loss account in equal instalments over the life of each contract.

Rentals paid under operating leases are charged to the profit and loss account as incurred.

Taxation

The charge for tax is based on the result for the year and takes into account tax deferred because of timing differences between the treatment of items for tax and accounting purposes. Provision for deferred tax is made where there is reasonable evidence that such tax will become payable in the forseeable future.

Pension costs

Contributions in respect of the company's defined contribution scheme are charged to the profit and losss account for the year in which they are payable to the scheme.

2. TURNOVER

Turnover represents the invoiced amount of goods and services provided stated net of value added tax. The day nursery operation was disposed of on 31st December 1995; its results are not separately disclosed in the profit and loss account as a discontinued activity because they are immaterial.

An analysis of turnover by activity and market is given below:-

	1996 £	1995 £
Manufacture and marketing of retail display		
systems	3,668,639	4,220,035
Printing and design	5,590,207	4,499,873
Nursery	126,183	47,379
	9,385,029	8,767,287
	-	

An analysis of turnover by geographical area is shown below:-

	£	£
United Kingdom	9,173,362	8,600,306
Rest of Europe	193,080	146,658
Rest of the world	31,624	20,323
	9,385,029	8,767,287

3. EXCEPTIONAL ITEMS

	1996	1995
	٤	£
Provision for diminution in value	254,672	-
of property		
Director's bonus including Employers NIC	-	183,667
Irrecoverable loan	-	140,000
	254,672	323,667
4. OPERATING PROFIT		
This is stated after charging:-		_
	£	£
Di i i i		
Directors' remuneration	000 /00	0.45.005
Emoluments	602,136	847,935
Pension contributions	24,072	23,388
	626,208	871,323
Depreciation (i)		
Owned assets	174,445	181,888
Assets purchased under hire purchase		
contracts and finance leases	78,471	124,959
(Profit)/loss on disposal of fixed assets	(51,177)	1,923
Auditor's remuneration	23,500	26,000
Operating lease rentals - property	136,000	136,000

⁽i) The economic lives of certain items of plant were reviewed during the year and extended, resulting in a reduction in the depreciation charge for the year of £68,511.

5. STAFF COSTS

	£	£
Wages & salaries	2,419,578	2,357,828
Social security costs	276,657	305,680
Other pension costs	48,304	23,388
	2,744,539	2,686,896

5. STAFF COSTS (continued)

The average weekly number of employees during the year was made up as follows:-

	1996	1995
Directors	7	6
Office and management	39	39
Manufacturing	98	102
	144	147

6. DIRECTORS' EMOLUMENTS

The chairman who was also the highest paid director, received emoluments, excluding pension contributions of £154,966 (1995: £304,335)

The following table shows the number of directors whose emoluments, excluding pension contributions, fell into the ranges shown below :-

	1996	1995
£NIL - £5,000	4	-
£30,001 - £35,000	-	1
£40,001 - £45,000	1	-
£50,001 - £55,000	-	1
£60,001 - £65,000	1	-
£100,001 - £105,000	1	1
£105,001 - £110,000	-	1
£115,001 - £120,000	2	1
£150,001 - £155,000	1	-
£300,001 - £305,000		11
7. INTEREST PAYABLE AND SIMILAR CHARGES	£	£
On borrowings wholly repayable within 5 years		
including bank overdrafts	5,310	5,013
On hire and lease purchase contracts	20,193	29,684
	25,503	34,697

8. TAX ON PROFIT ON ORDINARY ACTIVITIES	1996	1995	
	£	£	
Corporation tax at 33% (1995: 33%)	585,000	551,950	
Under/(over)provided in previous years	9,362	(2,168)	
	594,362	549,782	
Movement on deferred tax provision	(39,909)	63,643	
·	554,453	613,425	
9. NON EQUITY DIVIDENDS	£	£	
Dividends paid on cumulative preference			
shares at £4000 per share (1995: £8,000)	8,000	16,000	
Prior year accrual released	-	(16,000)	
	8,000	_	
10. RECONCILIATION OF MOVEMENT ON SHAREHOLE			
	£	£	
Profit per financial statements after tax	986,538	912,481	
Dividends on non equity shares	(8,000)	-	
Purchase of own shares	-	(57,750)	
Issue of shares	115,000	-	
Opening shareholders' funds	2,981,161	2,126,430	
Closing shareholders' funds	4,074,699	2,981,161	
Analysis of shareholders funds			
Equity	4,074,697	2,981,159	
Non-equity (preference shares note 20)	2	2	
, , , , , , , , , , , , , , , , , , ,	4,074,699	2,981,161	
11. MOVEMENT ON RESERVES	Profit &	Capital	Share
	Loss	Redemption	Premium
	Account	Reserve	Account
	£	£	
Balance at 1st April 1995	2,881,158	24,429	-
Premium on issue of shares	-	-	90,000
Retained profit for year	978,538	-	
Balance at 31st March 1996	3,859,696	24,429	90,000

The capital redemption reserve reflects the nominal value of its own equity shares purchased by the company and is not available for distribution.

12. TRANSACTIONS WITH DIRECTORS

The investments in timeshares were sold on 10th January 1996 to K Cole at their book value.

13.	TANGIBLE FIXED ASSETS	Total	Land and Buildings	Plant and Machinery
		£	£	£
	Valuation			
	Brought forward	3,354,212	1,253,760	2,100,452
	Disposals	(579,271)	-	(579,271)
	•	2,774,941	1,253,760	1,521,181
	Provision for diminution in value	(254,672)	(254,672)	-
	Additions	368,201	45,000	323,201
	Revaluation adjustment	(129,088)	(129,088)	<u>-</u> _
	Carried forward	2,759,382	915,000	1,844,382
	Depreciation			
	Brought forward	1,529,875	89,201	1,440,674
	Eliminated on disposal	(298,989)	-	(298,989)
		1,230,886	89,201	1,141,685
	Charge for the year	252,916	39,887	213,029
	Revaluation adjustment	(129,088)	(129,088)	
	Carried forward	1,354,714		1,354,714
	Net book value 1996	1,404,668	915,000	489,668
	Net book value 1995	1,824,337	1,164,559	659,778
	Assets held under hire purchase a and machinery are as follows:	nd leasing cor	tracts include	d within plant
	and machinery are accionered		1996	1995
			£	£
	Depreciation charged for the year		~ 78,471	- 124,959
		=	,	
	Net book value	_	232,096	387,302

The company's interests in its properties were revalued on the basis of open market value at £870,000 at 10th January 1996 by Richard Ellis, a firm of Independent Chartered Surveyors

Land and Buildings consists solely of leasehold which is split as follows:-	I property 1996 Cost £	1995 NBV £
Long leasehold land Long leasehold property Improvements to short leasehold property	315,000 885,810 97,950 1,298,760	315,000 600,000 - 915,000
The cost/valuation of land and buildings compr Cost Valuation		1253760 - 1253760
On an historical cost basis, the net book value of 31st March 1996 would be £1,169,672 (1995 £		uildings at
14. INVESTMENTS	£	£
Portuguese timeshares		22,200
15. STOCKS	£	£
Raw materials Work in progress Finished goods	122,339 41,473 187,362 351,174	82,265 42,294 192,621 317,180
16. DEBTORS: AMOUNTS FALLING DUE WITHIN ON	NE YEAR £	£
Trade debtors Other debtors Prepayments and accrued income	1,907,896 - 96,962 2,004,858	2,094,307 603 38,310 2,133,220
AMOUNTS FALLING DUE AFTER MO	RE THAN ONE	YEAR
Amounts due from parent undertaking	2,256,645	

17. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	1996	1995
	£	£
Bank overdraft	287,527	224,960
Trade creditors	614,058	634,635
Corporation tax	585,000	551,950
Taxation & social security costs	265,136	447,868
Accruals	310,581	745,214
Directors current accounts	-	27,361
Obligations under hire purchase contracts	60,028	126,203
Other creditors	_	250,000
	2,122,330	3,008,191

18. AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	£	£
Obligations under hire purchase contracts	107,372	178,139
•		

19. DEFERRED TAXATION

Deferred taxation provided in the financial statements, and the potential liability not provided for therein, calculated at a corporation tax rate of 33% comprises:-

	19	96	19	995
		Potential		Potential
		further		further
	Provided	liability	Provided	liability
	£	£	£	٤
Capital gain on disposal				
of Industrial Unit	-	19,800	-	19,800
Accelerated capital				
allowances	-	_	39,909	-
	<u> </u>	19,800	39,909	19,800

20. SHARE CAPITAL

	Authorised		Alloted, issued and fully paid	
	1996	1995	1996	1995
Ordinary shares of £1 each Cumulative preference shares	125,000	125,000	100,571	75,571
of £1 each	2	2	2	2
Special ordinary share of £1	1	1	1	1
· · · · · · · · · · · · · · · · · · ·	125,003	125,003	100,574	75,574

During the year the company issued 25,000 Ordinary Shares for cash at an average price of £4.60.

The cumulative preference shares are non-voting and attract the right to a gross dividend of £10,000 per annum.

The special share carries 51% of the voting rights of that share and the ordinary shares combined. In all other respects its rights are the same as the ordinary shares.

On 10th January 1996 the entire share capital was acquired by Havelock Europa Plc.

21. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	1996	1995
	£	£
Operating profit	1,440,189	1,481,470
Depreciation charges	507,588	306,848
(Profit)/Loss on sale of tangible fixed assets	(51,177)	1,923
(Increase)/Decrease in stock	(33,994)	53,093
Decrease/(Increase) in debtors	132,862	(66,959)
(Decrease)/Increase in creditors	(715,872)	514,8 <u>68</u>
,	1,279,596	2,291,243

22. ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS DURING THE YEAR

£

Balance at 1st April 1995	1,685,503
Net cash outflow (Note 23)	(1,685,974)
Balance at 31st March 1996	(471)

23. ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET

	1996 £	1995 £	Change in year £
Cash at bank and in hand	287,056	1,910,463	(1,623,407)
Bank overdraft	(287,527)	(224,960)	(62,567)
	(471)	1,685,503	(1,685,974)
	(1717	1,000,000	(1,000,

24. ANALYSIS OF CHANGES IN FINANCING DURING THE YEAR

	Hire Purchase	Capital (Inc Premium)
Balance at 1st April 1995	304,342	75,574
Cash (outflow) / inflow from financing	(136,942)	115,000
Balance at 31st March 1996	167,400	190,574

Share

25. OPERATING LEASE COMMITMENTS

The company has the following commitments under existing operating leases in relation to property due in excess of five years:

On units leased from the directors' pension scheme at a current cost of £136,000 per annum.

26. PARENT UNDERTAKING

The company's ultimate parent undertaking is Havelock Europa Plc, which is incorporated in Great Britain.