## ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2004

**FOR** 

R DELAMORE LIMITED



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## COMPANY INFORMATION for the year ended 31 March 2004

**DIRECTORS:** 

P J Wood D R Payne

W M Eady

**SECRETARY:** 

M D Bliss

**REGISTERED OFFICE:** 

Sutton Road Wisbech Cambridgeshire PE13 5DR

REGISTERED NUMBER:

2466472 (England and Wales)

**AUDITORS:** 

Hayes & Co

Chartered Accountants Registered Auditors 4 St.Andrews Place

Blackburn Lancashire BB1 8AL

## REPORT OF THE DIRECTORS for the year ended 31 March 2004

The directors present their report with the accounts of the company for the year ended 31 March 2004.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the production of cuttings and young plants.

#### **REVIEW OF BUSINESS**

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

The directors are very happy with the success of the company and are committed to its future development and growth (see note 23 to the financial statements).

#### DIVIDENDS

An interim dividend of 11p per share on the Ordinary 'A' 50p shares was paid on 31 December 2003.

No interim dividend was paid on the Ordinary 50p shares.

The directors recommend final dividends per share as follows:

Ordinary 'A' 50p shares 172.83p Ordinary 50p shares 183.83p

The total distribution of dividends for the year ended 31 March 2004 will be £367,665.

#### EVENTS SINCE THE END OF THE YEAR

Information relating to events since the end of the year is given in the notes to the accounts.

#### DIRECTORS

The directors during the year under review were:

PJ Wood DR Payne

The beneficial interests of the directors holding office on 31 March 2004 in the issued share capital of the company were as follows:

Ordinary 50p shares 31.3.04 1.04.03

PJ Wood 100,200 100,200

#### CLOSE COMPANY STATUS

The company is a close company within the provisions of the Income and Corporation Taxes Act 1988.

#### **GROUP STATUS**

The company considers that the group of companies that it heads, is exempt from preparing group accounts under Section 248 of the Companies Act 1985, as the group is a medium sized 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;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

### REPORT OF THE DIRECTORS for the year ended 31 March 2004

### STATEMENT OF DIRECTORS' RESPONSIBILITIES - continued

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.

#### **AUDITORS**

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

ON BEHALF OF THE BOARD:

MD Bliss - Secretary

Date: 12 August 2004

### REPORT OF THE INDEPENDENT AUDITORS TO R DELAMORE LIMITED UNDER SECTION 247B OF THE COMPANIES ACT 1985

We have examined the abbreviated accounts on pages five to nineteen, together with the full financial statements of the company for the year ended 31 March 2004 prepared under Section 226 of the Companies Act 1985.

This report is made solely to the company, in accordance with Section 247B of the Companies Act 1985. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company, for our work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

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The directors are responsible for preparing the abbreviated accounts in accordance with Section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Act to the Registrar of Companies and whether the accounts to be delivered are properly prepared in accordance with that provision and to report our opinion to you.

#### Basis of opinion

We have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared. The scope of our work for the purpose of this report did not include examining or dealing with events after the date of our report on the full financial statements.

#### **Opinion**

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Companies Act 1985, and the abbreviated accounts on pages five to nineteen are properly prepared in accordance with that provision.

Hayes & Co

Chartered Accountants

Registered Auditors

4 St.Andrews Place

Blackburn

Lancashire

BB18AL

Date: 12 August 2004

## ABBREVIATED PROFIT AND LOSS ACCOUNT for the year ended 31 March 2004

		2004	<u> </u>	2003	3
	Notes	£	£	£	£
GROSS PROFIT			1,799,777		1,721,780
Distribution costs Administrative expenses		403,250 545,497		377,715 513,067	
Administrative expenses			948,747		890,782
OPERATING PROFIT	3		851,030		830,998
EXCEPTIONAL ITEM					
Trading debt due from	4				227 696
subsidiary company written off	4				327,686
			851,030		503,312
Interest receivable and similar income	5		41,023		43,865
			892,053		547,177
Interest payable and similar charges	6		5,145		11,851
PROFIT ON ORDINARY ACTIVITIE	ES				
BEFORE TAXATION			886,908		535,326
Tax on profit on ordinary activities	7		321,044		19,000
PROFIT FOR THE FINANCIAL YEA	AR.				
AFTER TAXATION			565,864		516,326
Dividends	8		367,665		22,000
			198,199		494,326
Retained profit brought forward			2,909,263		2,414,937
RETAINED PROFIT CARRIED FOR	WARD		£3,107,462		£2,909,263

### 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.

## ABBREVIATED BALANCE SHEET 31 March 2004

		200	<u> 4</u>	200	)3
	Notes	£	£	£	£
FIXED ASSETS:	0		172 110		201.052
Intangible assets	9 10		173,112 913,867		201,972
Tangible assets Investments	11		691,759		992,019 691,759
mvestments	11				
			1,778,738		1,885,750
CURRENT ASSETS:					
Stocks	12	1,024,805		1,096,000	
Debtors	13	2,640,655		2,513,335	
Cash at bank		61,889			
CDED ITTO DC. A		3,727,349		3,609,335	
CREDITORS: Amounts falling due within one year	14	2 210 702		2 254 197	
due within one year	14	2,210,703		<u>2,354,187</u>	
NET CURRENT ASSETS:			1,516,646		1,255,148
TOTAL ASSETS LESS CURRENT LIABILITIES:			3,295,384		3,140,898
CREDITORS: Amounts falling					
due after more than one year	15		32,785		76,498
			£3,262,599		£3,064,400
CAPITAL AND RESERVES:					
Capital AND RESERVES: Called up share capital	19		100,000		100,000
Other reserves	20		55,137		55,137
Profit and loss account	20		3,107,462		2,909,263
T TOTAL MITE TOOD MOODMILE			3,107,102		2,707,203
SHAREHOLDERS' FUNDS:	23		£3,262,599		£3,064,400

These abbreviated accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium-sized companies.

ON BEHALF OF THE BOARD:

P J Wood - Director

Approved by the Board on ....

# CASH FLOW STATEMENT for the year ended 31 March 2004

	-	2004	<u> </u>	2003	
	Notes	£	£	£	£
Net cash inflow from operating activities	1		1,211,813		671,249
Returns on investments and servicing of finance	2		35,878		32,014
Taxation			(20,755)		(217,028)
Capital expenditure and financial investment	2		(260,441)		(928,688)
Equity dividends paid			(22,000)		(210,969)
			944,495		(653,422)
Financing	2		(99,329)		137,713
Increase/(Decrease) in cash in the pe	riod		£845,166		£(515,709)
Reconciliation of net cash flow to movement in net debt	3				
Increase/(Decrease) in cash in the period Cash outflow/(inflow)		845,166		(515,709)	
from decrease/(increase) in debt and lease financing		56,297		(87,587)	
Change in net debt resulting from cash flows			901,463		(603,296)
Movement in net debt in the period Net debt at 1 April			901,463 (916,072)		(603,296) (312,776)
Net debt at 31 March			£(14,609)		£( <u>916,072</u> )

## NOTES TO THE CASH FLOW STATEMENT for the year ended 31 March 2004

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

	2004	2003
	£	£
Operating profit	851,030	830,998
Depreciation charges	367,306	361,508
Loss on sale of fixed assets	147	_
Profit on sale of fixed assets	-	(44,464)
Decrease/(Increase) in stocks	71,195	(190,998)
Increase in debtors	(27,991)	(188,975)
(Decrease)/Increase in creditors	(49,874)	230,866
Exceptional items		(327,686)
Net cash inflow		
from operating activities	<u>1,211,813</u>	<u>671,249</u>

### 2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2004 £	2003 £
Returns on investments and servicing of finance		
Interest received Interest paid	41,023	43,865 (7,801)
Interest element of hire purchase or finance lease rentals payments	(5,145)	(4,050)
Net cash inflow from returns on investments and servicing of finance	35,878	32,014
Capital expenditure and financial investment		
Purchase of tangible fixed assets Shares acquired on loan conversion Sale of tangible fixed assets	(268,366) - 7,925	(540,853) (452,855) 65,020
Net cash outflow for capital expenditure	(260,441)	(928,688)
Financing		
Loans to subsidiary companies	(99,329)	137,713
Net cash (outflow)/inflow from financing	(99,329)	137,713

# NOTES TO THE CASH FLOW STATEMENT for the year ended 31 March 2004

## 3. ANALYSIS OF CHANGES IN NET DEBT

	At 1.4.03 £	Cash flow £	At 31.3.04 £
Net cash:			
Cash at bank Bank overdraft	- (783,277)	61,889 783,277	61,889
Balk overdraft	(183,211)	103,277	
	(783,277)	845,166	61,889
Debt:			
Hire purchase or finance leases	(122.705)	56 207	(76.400)
of finance leases	(132,795)	_56,297	<u>(76,498)</u>
m . 1	(0.1 ( 0.7.0)	001.460	(1.1.600)
Total	<u>(916,072</u> )	901,463	<u>(14,609</u> )
Analysed in Balance Sheet			
Cash at bank	-		61,889
Bank overdraft	(783,277)		-
Hire purchase or finance leases			
within one year	(56,297)		(43,713)
after one year	(76,498)		(32,785)
	<u>(916,072</u> )		(14,609)

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

#### 1. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

In accordance with Section 248 of the Companies Act 1985, the group qualifies as a medium sized group and hence the company is exempt from the requirement to prepare group financial statements.

#### Accounting convention

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

#### **Turnover**

Turnover represents net invoiced sales of goods, excluding value added tax.

#### Goodwill

Purchased goodwill is capitalised and amortised on a straight-line basis over 20 years. Goodwill is the difference between the amounts paid on the acquisition of the business and the aggregate fair value of its separable net assets. It is being written off in equal instalments over its estimated economic life of 20 years.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Buildings - 12.5% on cost
Plant and machinery - 25% on cost
Greenhouses - 12.5% on cost
Motor vehicles - 25% on cost

Freehold land is not depreciated.

#### Stocks

Stocks are stated at the lower of cost and net realisable value. Cost is based on purchase cost on a first-in, first-out basis, plus a reasonable proportion of propagation overheads based on normal levels of activity, where applicable. Net realisable value is based on estimated normal selling price, less further costs expected to be incurred to completion and disposal. Provision is made for obsolete, slow-moving or defective items where appropriate.

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

#### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

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.

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

#### **Investments**

Fixed asset investments are shown at cost.

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

## 2. STAFF COSTS

3.

	2004 £	2003 £
Wages and salaries	1,501,442	1,385,953
Social security costs	96,522	83,815
	1,597,964	1,469,768
The average monthly number of employees during the year was as follows:		
	2004	2003
Production	74	82
Sales	1	1 7
Administration		_7
	<u>82</u>	<u>90</u>
OPER ATTRIC PROPERT		
OPERATING PROFIT		
The operating profit is stated after charging/(crediting):		
	2004	2003

	2004	2003
	£	£
Hire of plant and machinery	1,290	2,816
Depreciation - owned assets	297,094	274,054
Depreciation - assets on hire purchase contracts		
or finance leases	41,352	58,594
Loss/(Profit) on disposal of fixed assets	147	(44,464)
Goodwill written off	28,860	28,860
Auditors' remuneration	9,142	8,527
Operating lease - land	110,304	103,088
Operating lease - motor vehicles	15,300	<u>2,996</u>
Directors' emoluments	128,905	128,316
THE TOTAL CONTRACTION	120,505	120,010

Directors' emoluments, as stated above, include £9,800, paid as Fees in respect of a director's services (2003: £10,140).

### 4. EXCEPTIONAL ITEMS

Exceptional items are shown on the profit and loss account in accordance with Financial Reporting Standard No. 3 and relate to the previous trading period.

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

5.	INTEREST RECEIVABLE AND SIMILAR INCOME		
		2004	2003
		£	£
	Deposit account interest	5,890	1,988
	Interest on subsidiary company loans	26,052	37,130
	Interest charged on overdue debtor accounts	8,952	4,682
	Wayleave	129	65
		41,023	43,865
,	DAMPED TOT DAMA DE LAND CHAIL AD CHADCES		
6.	INTEREST PAYABLE AND SIMILAR CHARGES	2004	2003
		£	2003 £
	Interest on late payment of corporation tax	~ -	7,801
	Hire purchase	5,145	4,050
	, <b>,</b>	<del></del>	
		5,145	11,851
7.	TAXATION		
	Assolution of the term about		
	Analysis of the tax charge  The tax charge on the profit on ordinary activities for the year was as follows:		
	The tax charge on the profit of ordinary activities for the year was as follows.	2004	2003
		£	£
	Current tax:		
	UK corporation tax	319,493	19,000
	Adjustment in respect of prior years	1,551	
	Total current tax	321,044	19,000

321,044

19,000

UK corporation tax has been charged at 30% (2003 - 19%).

Tax on profit on ordinary activities

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

## 7. TAXATION - continued

8.

**DIVIDENDS** 

110,000 Ordinary shares of 50p each

Factors affecting the tax charge

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2004 £	2003 £
Profit on ordinary activities before tax	886,908	535,326
Profit on ordinary activities		
multiplied by the standard rate of corporation tax		
in the UK of 30% (2003 - 19%)	266,072	101,712
Effects of:		
Capital allowances for period in excess of depreciation	53,377	10,909
Expenses not deductible for tax purposes	44	353
Utilisation of group loss relief	-	(85,526)
Profit on disposal of assets	-	(8,448)
Adjustments to tax charge in respect of previous periods	1,551	
Current tax charge	321,044	19,000

Deferred tax arises as an asset of £76,099 (2003: £43,647) and is not accounted for in the financial statements.

•		2004 £	2003 £
	Equity shares:	~	~
	90,000 Ordinary 'A' shares of 50p each		
	Interim paid of 11p per share (2003 - 11p per share)	9,900	9,900
	Final proposed of 173.83p per share (2003 - Nil p per share)	155,549	-

Interim paid of Nil p per share (2003 - 11p per share) Final proposed of 183.83p per share (2003 - Nil p per share)	202,216	12,100
	367,665	22,000

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

## 9. INTANGIBLE FIXED ASSETS

	Goodwill
	£
COST:	
At 1 April 2003	# CO # DO
and 31 March 2004	560,500
AMORTISATION:	
At 1 April 2003	358,528
Charge for year	28,860
At 31 March 2004	<u>387,388</u>
NET BOOK VALUE:	
At 31 March 2004	<u>173,112</u>
At 31 March 2003	<u>201,972</u>

## 10. TANGIBLE FIXED ASSETS

	Land and buildings	Plant and machinery	Greenhouses	Motor vehicles	Totals
	£	£	£	£	£
COST:					
At 1 April 2003	402,591	1,565,273	1,278,058	271,737	3,517,659
Additions	180,005	60,656	9,630	18,075	268,366
Disposals		(21,895)	<u> </u>		<u>(21,895</u> )
At 31 March 2004	582,596	1,604,034	1,287,688	289,812	3,764,130
DEPRECIATION:					
At 1 April 2003	53,149	1,330,980	1,055,612	85,899	2,525,640
Charge for year	58,502	138,433	66,020	75,491	338,446
Eliminated on disposals		(13,823)			(13,823)
At 31 March 2004	111,651	1,455,590	1,121,632	161,390	2,850,263
NET BOOK VALUE:					
At 31 March 2004	470,945	148,444	166,056	128,422	913,867
At 31 March 2003	349,442	234,293	222,446	185,838	992,019

Included in land and buildings is freehold land valued at £350,682 (2003 - £170,677) which is not depreciated.

11.

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

## 10. TANGIBLE FIXED ASSETS - continued

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

	Motor vehicles
	£
COST:	
At 1 April 2003	216,030
Transferred to ownership	(50,630)
At 31 March 2004	165,400
DEPRECIATION:	
At 1 April 2003	66,668
Charge for year	41,352
Transferred to ownership	<u>(25,316)</u>
At 31 March 2004	82,704
NET BOOK VALUE:	
At 31 March 2004	<u>82,696</u>
At 31 March 2003	149,362
FIXED ASSET INVESTMENTS	
	£
COST:	
At 1 April 2003	691,759
and 31 March 2004	091,739
NET BOOK VALUE:	
At 1 April 2003	
and 31 March 2004	691,759

Fixed asset investments relate to unlisted investments in subsidiary companies.

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

### 11. FIXED ASSET INVESTMENTS - continued

The company's investments at the balance sheet date in the share capital of unlisted companies comprise the following:

Ornamental	Plants	Limited
() Hailichtai	1 lants	

Country of incorporation: England and Wales Nature of business: Flower plant producers.

Class of shares: holding
Ordinary shares 100.00

Delamore (Guernsey) Limited

Country of incorporation: Guernsey

Nature of business: Propagation of young plants

Class of shares: holding Ordinary shares 99.00

12. STOCKS

 Stocks
 2004 2003 £ £ £

 Stock
 1,024,805 1,096,000

There is no material difference between the balance sheet value of stocks and their replacement cost.

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

13.	DEBTORS  Amounts falling due within one year:	2004 £	2003 £
	Trade debtors Prepayments Amounts owed by subsidiary companies	1,977,848 16,819 336,684 2,331,351	1,955,690 10,986 177,804 2,144,480
	Amounts falling due after more than one year:		
	Amount owed by subsidiary company	309,304	368,855
	Aggregate amounts	2,640,655	2,513,335

Amounts owed by subsidiary companies represent a loan of £323,711 (2003: £150,000) to Ornamental Plants Limited which is repayable within 12 months. A loan of £309,304 (2003: £368,855) is repayable after 12 months by Delamore (Guernsey) Ltd. The remaining balances represent trading balances and interest on the loan accounts.

The subsidiary loan accounts bear interest at 2.5% p.a. above the base rate of National Westminster Bank plc.

## 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

		2004	2003
		£	£
	Bank overdraft (see note 16)	-	783,277
	Trade creditors	1,192,778	1,209,332
	Hire purchase & finance leases	43,713	56,297
	Amount owed to subsidiary company	-	1,498
	Dividend proposed	357,765	12,100
	Social security & other taxes	170,716	171,183
	Taxation	319,493	19,204
	Accrued expenses	126,238	101,296
		2,210,703	2,354,187
15.	CREDITORS: AMOUNTS FALLING		
	DUE AFTER MORE THAN ONE YEAR	2004 £	2003 £
	Hire purchase & finance leases	32,785	<u>76,498</u>

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

### 16. LOANS AND OVERDRAFTS

An analysis of the maturity of loans and overdrafts is given below:

	2004 £	2003 £
Amounts falling due within one year or on demand:		
Bank overdraft	<u> </u>	783,277

### 17. OBLIGATIONS UNDER LEASING AGREEMENTS

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

Oi	ner:	ating	leases	
$\sim$	~~.		, reacet	,

	Land and buildings		Other	
	2004 £	2003 £	2004 £	2003 £
Expiring: Between one and five years	118,025	110,304	15,300	<u>17,978</u>
SECURED DEBTS				
The following secured debts are included	within creditors:			
			2004	2003
Bank overdraft			£	£ 783,277

The bank overdraft is secured by an unscheduled Mortgage Debenture incorporating a fixed and floating charge over all current and future assets of the company.

The company has given a guarantee to the bank of £100,000 in respect of Ornamental Plants Limited, a subsidiary company.

### 19. CALLED UP SHARE CAPITAL

18.

	Authorised,	allotted, issued and fully paid:			
	Number:	Class:	Nominal	2004	2003
			value:	£	£
	90,000	Ordinary 'A'	50p	45,000	45,000
	110,000	Ordinary	50p	55,000	55,000
				100,000	100,000
20.	OTHER R	ESERVES		2004	2003
				2004 £	£
	Share prem	ium account		55,137	<u>55,137</u>
	<del></del>				

## NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2004

## 21. CAPITAL COMMITMENTS

There were no capital commitments at the year end (2003 - £Nil).

### 22. POST BALANCE SHEET EVENTS

As a result of the ongoing success of the company, its continued growth, and following the non-renewal of the company's operating lease relating to land and buildings, the company has now committed to the construction of a new nursery.

The company bought land during the year under review on which it is to build the new nursery and has finance in place to facilitate the construction of the new site at a total cost of approximately £4.5 million.

### 23. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2004	2003
	£	£
Profit for the financial year	565,864	516,326
Dividends	(367,665)	(22,000)
Net addition to shareholders' funds	198,199	494,326
Opening shareholders' funds	3,064,400	2,570,074
Closing shareholders' funds	3,262,599	3,064,400
Equity interests	3,262,599	3,064,400

#### 24. ULTIMATE CONTROL

The company is under the ultimate control of the director, PJ Wood, as a result of his majority shareholding.