GeoAcoustics Limited Abbreviated financial statements 30 April 2002

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Abbreviated financial statements

Contents	Page
Company information	1
The directors' report	2
Independent auditors' report to the company	4
Abbreviated profit and loss account	5
Statement of total recognised gains and losses	6
Note of historical cost profits and losses	6
Abbreviated balance sheet	7
Cash flow statement	8
Notes to the abbreviated financial statements	9

Company information

The board of directors D R Stone

Mrs S E Jermy P I Hogarth K W Lewis

Company secretary P A Eagle

Registered office Shuttleworth Close

Gapton Hall Industrial Estate

Great Yarmouth

Norfolk NR31 0NQ

Auditors Lovewell Blake

Chartered Accountants & Registered Auditors

Sixty Six North Quay Great Yarmouth

Norfolk NR30 1HE

The directors' report

Year ended 30 April 2002

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 30 April 2002.

Principal activities and business review

The principal activity of the company continued to be that of the manufacture and supply of seabed survey equipment.

The directors are satisfied with the results for the year and the year end position.

Results and dividends

The trading results for the year, and the company's financial position at the end of the year are shown in the attached financial statements.

The directors have recommended the following dividends:

	2002	2001
	£	£
Proposed dividends on ordinary shares	20,000	-
Dividends paid on ordinary shares	30,000	-
	50,000	-

Research and development

The company continues it's programme of improving it's product range and has commenced work on a further two development projects during the year.

The directors and their interests in the shares of the company

The directors who served the company during the year together with their beneficial interests in the shares of the company were as follows:

	Ordinary At 30 April 2002	Shares of £1 each At 1 May 2001 or later date of appointment
D R Stone	510	510
Mrs S E Jermy	100	100
P I Hogarth	30	30
K W Lewis	30	-
	==	

Mr R L Morris, a partner in Lovewell Blake Chartered Accountants, is a trustee of a trust holding 510 ordinary shares.

K W Lewis was appointed as a director on 9 April 2002.

Fixed assets

The company's freehold property was valued at £645,000 during the year on an open market basis by a professional firm of surveyors. The directors have not reflected this valuation in the accounts as a matter of accounting policy.

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 at the end of the year and of the profit or loss for the year then ended.

The directors' report (continued)

Year ended 30 April 2002

Directors' responsibilities (continued)

In preparing those financial statements, the directors are required to select suitable accounting policies, as described on pages 9 to 10, and then apply them on a consistent basis, making judgements and estimates that are prudent and reasonable. The directors must also 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. The directors 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.

Close company provisions

In the opinion of the directors, the company is a close company within the meaning of S.414 Income and Corporation Taxes Act, 1988 (as amended).

Auditors

A resolution to re-appoint Lovewell Blake as auditors for the ensuing year will be proposed at the annual general meeting in accordance with section 385 of the Companies Act 1985.

Registered office: Shuttleworth Close Gapton Hall Industrial Estate Great Yarmouth Norfolk NR31 0NQ Signed by order of the directors

P A Eagle Company Secretary

2003

Approved by the directors on 2117 MNUARY

Independent auditors' report to the company

Pursuant to section 247b of the companies act 1985

We have examined the abbreviated accounts on pages 5 to 19, together with the financial statements of the company for the year ended 30 April 2002 prepared under Section 226 of the Companies Act 1985.

Respective responsibilities of the directors and the auditors

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 those provisions and 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 financial statements.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Act, and the abbreviated accounts on pages 5 to 19 are properly prepared in accordance with those provisions.

LOVEWELL BLAKE

Chartered Accountants

& Registered Auditors

Sixty Six North Quay Great Yarmouth Norfolk NR30 1HE

306/03

Abbreviated profit and loss account

Year ended 30 April 2002

	Note	2002 £	2001 £
Gross profit		1,918,999	1,558,198
Operating costs: Staff costs Depreciation written off fixed assets Other operating charges	2	(887,383) (344,149) (410,272)	(756,715) (334,890) (312,951)
Operating profit	3	277,195	153,642
Interest receivable Interest payable	5	4,565 (14,720)	1,711 (21,277)
Profit on ordinary activities before taxation		267,040	134,076
Tax on profit on ordinary activities	6	(9,057)	(8,958)
Profit on ordinary activities after taxation		257,983	125,118
Dividends	7	(50,000)	-
Retained profit for the financial year		207,983	125,118

All of the activities of the company are classed as continuing.

Statement of total recognised gains and losses

	2002 £	2001 £
Profit for the financial year attributable to the shareholders	257,983	125,118
Total recognised gains and losses relating to the year	257,983	125,118
Prior year adjustment (see note 8)	(144,624)	(133,351)
Total gains and losses recognised since the last annual report	113,359	(8,233)
Note of historical cost profits		
	2002 £	2001 £
Reported profit on ordinary activities before taxation	267,040	134,076
Difference between a historical cost depreciation charge and the actual		
charge calculated on the revalued amount	6,009	6,010
Historical cost profit on ordinary activities before taxation	273,049	140,086
Historical cost profit for the year retained after taxation and dividends	213,992	131,128

Abbreviated balance sheet

30 April 2002

	Note	2002		2001	
		£	£	£	£
Fixed assets					
Intangible assets	9		756,271		762,052
Tangible assets	10		881,422		779,387
Investments	11		40,250		40,250
			1,677,943		1,581,689
Current assets					
Stocks	12	824,745		671,311	
Debtors	13	698,165		688,998	
Cash at bank and in hand		402,233		1,099	
		1,925,143		1,361,408	
Creditors: Amounts falling due within one year	14	(1,292,540)		(868,006)	
Net current assets			632,603		493,402
Total assets less current liabilities			2,310,546		2,075,091
Creditors: Amounts falling due after					
more than one year	15		(117,163)		(129,940)
			2,193,383		1,945,151
Provisions for liabilities and charges					
Deferred taxation	17		(157,013)		(144,624)
Other provisions	18		(142,850)		(126,990)
			1,893,520		1,673,537
Capital and reserves					
Called-up equity share capital	20		730		700
Revaluation reserve	21		228,371		234,380
Other reserves	22		300		300
Profit and Loss Account	23		1,664,119		1,438,157
Shareholders' funds	24		1,893,520		1,673,537

These financial statements have been prepared in accordance with the special provisions for medium-sized companies under Part VII of the Companies Act 1985.

These financial statements were approved by the directors on the Alir Thought 2003 and are signed on their behalf by:

D R Stone

Mrs S E Jermy

Cash flow statement

	Note	2002		2001	
		£	£	£	£
Net cash inflow from operating					
activities	25		962,016		356,463
Returns on investments and servicing	of finance	е			
Interest received		4,565		1,711	
Interest paid		(11,593)		(19,761)	
Interest element of hire purchase		(3,127)		(1,516)	
Not some suffley from votumes or					
Net cash outflow from returns on			(40.455)		(40 EGG)
investments and servicing of finance			(10,155)		(19,566)
Taxation			15,732		(47,224)
Capital expenditure					
Payments to acquire intangible fixed asse	ets	(231,940)		(289,729)	
Payments to acquire tangible fixed assets	3	(205,883)		(138,276)	
Receipts from sale of fixed assets		53,739		27,330	
					
Net cash outflow from capital expendit	ure		(384,084)		(400,675)
Equity dividends paid			(50,000)		(10,000)
Cash inflow/(outflow) before financing			533,509		(121,002)
Einanaina					
Financing Issue of equity share capital		12,000			
Repayment of bank loans		(57,735)		(61,535)	
Capital element of hire purchase		(01,100)		(13,077)	
Net cash outflow from financing			(45,735)		(74,612)
Increase/(decrease) in cash	26		487,774		(195,614)

Notes to the abbreviated financial statements

Year ended 30 April 2002

1. Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of certain fixed assets, and in accordance with applicable accounting standards.

Consolidation

In the opinion of the directors, the company and its subsidiary undertakings comprise a medium-sized group. The company has therefore taken advantage of the exemption provided by Section 248 of the Companies Act 1985 not to prepare group accounts.

Patents and trademarks

Development costs incurred on specific projects are capitalised when recoverability can be assessed with reasonable certainty, and are amortised in line with expected sales arising from the projects on a straight line basis. All other development costs are written off in the period of expenditure.

The nature of the products is becoming computer based, leading to potentially shorter useful working lives. The life cycles of the products will be reviewed and written off over a shorter period where appropriate.

Amortisation of intangible assets

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Development expenditure
Patents and trademarks

· 3 - 5 years

- 3 years

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Freehold property

- Over 50 years

Motor vehicles, plant and machinery

- 20% - 25% straight line

Stocks

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

Work in progress

Work in progress is valued on the basis of direct costs plus attributable overheads based on normal level of activity. Provision is made for any foreseeable losses where appropriate. No element of profit is included in the valuation of work in progress.

Hire purchase agreements

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value. The capital element of the future payments is treated as a liability and the interest is charged to the Profit and Loss Account on a straight line basis.

Notes to the abbreviated financial statements

Year ended 30 April 2002

1. Accounting policies (continued)

Pension costs

The company operates two defined contribution pension schemes for employees. The assets of the schemes are held separately from those of the company. The annual contributions payable are charged to the Profit and Loss Account.

Deferred taxation

Provision is made, under the liability method, to take account of timing differences between the treatment of certain items for accounts purposes and their treatment for tax purposes. Tax deferred or accelerated is accounted for in respect of all material timing differences to the extent that it is considered that a new liability may arise. Prior years were calculated using the partial provision method and there has therefore been a change in accounting policy (note 12).

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

2002

2001

2. Particulars of employees

3.

The average number of staff employed by the company during the financial year amounted to:

	No.	No.
Production and engineering	21	17
Marketing and selling	2	2
Management and administration	6	8
Demonstration	2	2
	24	
	31	
The aggregate payroll costs of the above were:		
	2002	2001
	£	£
Wages and salaries	769,660	656,382
Social security costs	79,856	68,035
Other pension costs	37,867	32,298
	887,383	756,715
		
Operating profit		
Operating profit is stated after charging/(crediting):		
	2002	2001
	£	£
Amortisation	237,721	239,868
Depreciation on owned assets	104,248	86,380
Depreciation on leased assets	12,178	8,642
Profit on disposal of fixed assets	(9,998)	-
Auditors' remuneration		
- as auditors	5,050	4,950
Operating lease costs:		
Plant and equipment	7,447	8,204
		

Notes to the abbreviated financial statements

Year ended 30 April 2002

4. Directors' emoluments

The directors' aggregate emoluments in respect of qualifying services were:

	2002	2001
	£	£
Emoluments receivable	206,741	170,784
Value of company pension contributions to money		
purchase schemes	20,537	16,321
	227,278	187,105
Emoluments of highest paid director:		
•	2002	2001
	£	£
Total emoluments (excluding pension contributions):	75,072	70,317
Value of company pension contributions to money		
purchase schemes	14,392	11,014
		_ `
	89,464	81,331
		

The number of directors who were accruing benefits under company pension schemes was as follows:

	2002	2001
	No.	No.
Money purchase schemes	4	3
• •	<u> </u>	

5. Interest payable

	2002	2001
	£	£
Interest payable on bank borrowing	11,593	19,76 1
Finance charges	3,127	1,516
·	4.4.700	
	14,720	21,277
	"	

Notes to the abbreviated financial statements

		·	
6.	Tax on profit on ordinary activities		
		2002 £	2001 £
	Analysis of charge in period:	E.	<u>r</u>
	Current tax:		
	Corporation Tax based on the results for the year at 20% (2001 - 20%) Adjustment in respect of previous periods	12,400 (15,732)	(2,315)
	Total current tax (Note 9)	(3,332)	(2,315)
	Deferred tax:		
	Capital allowances (Note 17)	12,389	11,273
	Tax on profit on ordinary activities	9,057	8,958
	The tax assessed for the period is lower (2001 - lower) than UK (20%). The differences are explained below:	n the standard rate of co	orporation tax in the
		2002 £	2001 £
	Profit on ordinary activities before tax	267,040	134,076
	Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20% (2001 - 20%)	53,408	26,815
	Effects of:		
	Expenses not deductible Depreciation on assets not attracting capital allowances Depreciation for the period in excess of capital	2,758 1,9 1 3	375 1,913
	allowances	(11,384)	(12,277)
	Excess of allowance for scientific research	(33,181)	(32,425)
	Adjustments to tax charge in respect of previous periods	(15,732)	(2,315)
	Losses carried forward	<u>-</u>	1,005
	Losses carried back not accrued for	(1,005)	14,594
	Rounding Difference arising on rates of tax used	(57) (52)	-
	Corporation tax charge for period	(3,332)	(2,315)
	· · · · · · · · · · · · · · · · · · ·		
7.	Dividends		
	The following dividends have been paid or proposed in resp	ect of the year:	
		2002 £	2001 £
	Proposed dividend on ordinary shares	20,000	ب -
	Dividend paid on ordinary shares	30,000	-
	•		
		50,000	

Notes to the abbreviated financial statements

Year ended 30 April 2002

8. Prior year adjustment

The prior year adjustment is in respect of a change in the company's accounting policy with regards to deferred tax. Following the introduction of Financial Reporting Standard No. 19, the company provides for deferred tax on a full provision basis. As a result last year's liabilities were understated by £144,624.

9. Intangible fixed assets

10.

At 30 April 2001

	Development expenditure £	Patents and trademarks	Total £
Cost At 1 May 2001 Additions	1,576,648 231,940	30,327	1,606,975 231,940
At 30 April 2002	1,808,588	30,327	1,838,915
Amortisation At 1 May 2001 Charge for the year	841,553 227,612	3,370 10,109	844,923 237,721
At 30 April 2002	1,069,165	13,479	1,082,644
Net book value At 30 April 2002 At 30 April 2001	739,423 735,095	16,848 26,957	756,271 762,052
. Tangible fixed assets			
	Freehold property £	Plant and machinery £	Total £
Cost or valuation At 1 May 2001 Additions Disposals	540,000 - -	637,244 262,202 (120,064)	1,177,244 262,202 (120,064)
At 30 April 2002	540,000	779,382	1,319,382
Depreciation At 1 May 2001 Charge for the year On disposals At 30 April 2002	57,391 9,565 - 66,956	340,466 106,861 (76,323) 371,004	397,857 116,426 (76,323) 437,960
Net book value At 30 April 2002	473,044	408,378	881,422

296,778

482,609

779,387

Notes to the abbreviated financial statements

Year ended 30 April 2002

10. Tangible fixed assets (continued)

Revaluation of fixed assets

Freehold land and buildings were revalued in 1995 on a market value with existing use basis by a professional firm of surveyors. The company has chosen to take advantage of the transitional provisions of FRS15 Tangible Fixed Assets and has retained the book amounts of assets previously revalued.

The company's property was valued at £645,000 during the year on an open market basis by a professional firm of surveyors. The accounts do not reflect this valuation as a matter of accounting policy.

In respect of assets stated at valuations, the comparable historical cost and depreciation values are as follows:

	2002 £	2001 £
NBV of revalued tangible fixed assets:	-	-
Historical cost	283,060	283,060
Depreciation: At 1 May 2001 Charge for year	44,241 3,556	40,686 3,555
At 30 April 2002	47,797	44,241
Net historical cost value:		
At 30 April 2002	235,263	238,819
At 1 May 2001	238,819	242,374

Hire purchase agreements

included within the net book value of £881,422 is £81,618 (2001 - £15,845) relating to assets held under hire purchase agreements. The depreciation charged to the accounts in the year in respect of such assets amounted to £12,178 (2001 - £8,642).

11. Investments

Shares in group undertakings

Cost At 1 May 2001 and 30 April 2002	40,250
Net book value At 30 April 2002	40,250
At 30 April 2001	40,250

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Notes to the abbreviated financial statements

Year ended 30 April 2002

11. Investments (continued)

The company owns 100% of the issued share capital of the companies listed below:

GeoA	\cou	stics	Inc.

Incorporated in USA
Deficiency of assets 83,086
Net profit for the year 2,197

GeoAcoustics Asia Pacific Pte Limited

Incorporated in Singapore
Total reserves
Net profit for the year

201,130 53,371

The principal business activities of both subsidiary companies remains the distribution of seabed survey equipment.

12. Stocks

	2002	2001
	£	£
Raw materials	41,721	65,247
Work in progress	587,574	398,981
Finished goods	195,450	207,083
	824,745	671,311

13. Debtors

	2002	2001
	£	£
Trade debtors	525,093	276,531
Amounts owed by group undertakings	116,468	383,302
Other debtors	26,075	-
Prepayments and accrued income	30,529	29,165
	698,165	688,998

Amounts owed by group undertakings include £98,366 (2001 - £98,031) in respect of inter company loans which are repayable after more than one year.

14. Creditors: Amounts falling due within one year

	2002	2001
	£	£
Bank loans and overdrafts	51,353	141,398
Payments received on account	160,851	91,458
Trade creditors	909,806	487,492
Hire purchase agreements	24,093	9,327
Dividends payable	20,000	20,000
Corporation Tax	12,400	-
Other taxes and social security	38,036	36,790
Accruals and deferred income	76,001	81,541
	1,292,540	868,006

Bank loans are secured by a fixed and floating charge over the assets and a first legal charge over the freehold property.

Obligations under hire purchase and finance lease contracts are secured on the assets concerned.

Notes to the abbreviated financial statements

Year ended 30 April 2002

15.	Creditors: Amounts falling due after more	than one year	
		2002	2001
		£	£
	Bank loans and overdrafts	75,610	129,940
	Hire purchase agreements	41,553	-

117,163

Bank loans are secured by a fixed and floating charge over the assets and a first legal charge over the freehold property.

Obligations under hire purchase and finance lease contracts are secured on the assets concerned.

16. Creditors - capital instruments

Creditors include finance capital which is due for repayment as follows:

	2002	2001
	£	£
In one year or less, or on demand	51,353	54,759
Between one and two years	53,352	49,668
Between two and five years	22,258	80,272
	126,963	184,699

17. Deferred taxation

	2002	2001
	£	£
The movement in the deferred taxation provi	ision during the year was:	
Provision brought forward	144,624	133,351
Increase in provision	12,389	11,273
Provision carried forward	157,013	144,624

The provision for deferred taxation consists of the tax effect of timing differences in respect of:

	2002	2001
	£	£
Excess of taxation allowances over depreciation on		
fixed assets	157,013	144,624

18. Other provisions

	2002 £
Warranty provision:	-
Balance brought forward	126,990
Movement for year	15,860
	142,850

Notes to the abbreviated financial statements

19.	Commitments under hire purchase agreements					
	Future commitments under hire purchase agreements are as follows:					
	Amounts payable within 1 year Amounts payable between 1 and 2 years Amounts payable between 3 and 5 years	2002 £ 24,093 25,330 16,223 65,646	2001 £ 9,327 - - 9,327			
20.	Share capital					
	Authorised share capital:	2002 £	2001 £			
	100,000 Ordinary shares of £1.00 each	100,000	100,000			
	Allotted, called up and fully paid:	2002 £	2001 £			
	Ordinary share capital brought forward issue of ordinary shares	700 30 730	700			
21.	Revaluation reserve					
	Balance brought forward Transfer to the Profit and Loss Account on realisation Balance carried forward	2002 £ 234,380 (6,009) 228,371	2001 £ 240,390 (6,010) 234,380			
22.	Other reserves					
	Capital redemption reserve	2002 £ 300	2001 £ 300			
23.	Profit and loss account					
	Original balance brought forward Prior year adjustment (note 8)	2002 £ 1,582,781 (144,624)	2001 £ 1,440,380 (133,351)			
	Restated balance brought forward Retained profit for the financial year Transfer from revaluation reserve Credit in respect of directors share incentive scheme	1,438,157 207,983 6,009 11,970	1,307,029 125,118 6,010			
	Balance carried forward	1,664,119	1,438,157			

Notes to the abbreviated financial statements

24.	Reconciliation of movements in sharehold	ders' funds				
		2002		2001	2001	
	Profit for the financial year Dividends	£	£ 257,983 (50,000)	£	£ 125,118 ———	
	New equity share capital subscribed Add credit in respect of directors share incentive scheme	30 11,970	207,983	- 	125,118	
			12,000	_	-	
	Net addition to funds Opening shareholders' equity funds Prior year adjustment (see note 8)	1,818,161 (144,624)	219,983	1,681,770 (133,351)	125,118	
	Olevier also also had and a wife founds		1,673,537		1,548,419	
	Closing shareholders' equity funds		1,893,520		1,673,537	
25.	Reconciliation of operating profit to Net cash inflow from operating activities					
			2002 £		2001 £	
	Operating profit Amortisation Depreciation Profit on disposal of fixed assets		277,195 237,721 116,426 (9,998)		153,642 239,868 95,022	
	Increase in stocks (Increase)/Decrease in debtors		(153,434) (9,167)		(353,572) 411,905	
	Increase/(Decrease) in creditors Increase in provisions		487,413 15,860		(190,952) 550	
	Net cash inflow from operating activities		962,016		356,463	
26.	Reconciliation of net cash flow to movement in net funds					
		2002 £ £		2001 £	£	
	Increase/(Decrease) in cash in the period	487,774	L	(195,614)	L	
	Net cash outflow from bank loans Cash outflow in respect of hire purchase	57,735 		61,535 13,077		
	Change in net funds resulting from cash flows		545,509		(121,002)	
	New finance leases		(56,319)			
	Movement in net funds in the period		489,190		(121,002)	
	Net debt at 1 May 2001		(279,566)		(158,564)	
	Net funds at 30 April 2002		209,624		(279,566)	

Notes to the abbreviated financial statements

Analysis of changes in net funds				
	At	At		At
	1 May 2001 £	Cash flows £	changes £	30 Apr 2002 £
Net cash:				
Cash in hand and at bank	1,099	401,134	-	402,233
Overdrafts	(86,640)	86,640	-	-
	(85,541)	487,774	-	402,233
Debt:				
Debt due within 1 year	(54,758)	3,405	-	(51,353)
Debt due after 1 year	(129,940)	54,330	_	(75,610)
Hire purchase agreements	(9,327)		(56,319)	(65,646)
	(194,025)	57,735	(56,319)	(192,609)
Net funds	(279,566)	545,509	(56,319)	209,624
	Net cash: Cash in hand and at bank Overdrafts Debt: Debt due within 1 year Debt due after 1 year Hire purchase agreements	At 1 May 2001 £ Net cash: Cash in hand and at bank Overdrafts Debt: Debt due within 1 year Debt due after 1 year Hire purchase agreements At 1 May 2001 £ (86,640) (85,541) (54,758) (129,940) (129,940) (194,025)	At 1 May 2001 £ Cash flows £ Net cash: 1,099 401,134 Cverdrafts (86,640) 86,640 Debt: (85,541) 487,774 Debt due within 1 year (54,758) 3,405 Debt due after 1 year (129,940) 54,330 Hire purchase agreements (9,327) - (194,025) 57,735	Net cash: Cash in hand and at bank 1,099 401,134 - Overdrafts (86,640) 86,640 - Debt: (85,541) 487,774 - Debt due within 1 year (54,758) 3,405 - Debt due after 1 year (129,940) 54,330 - Hire purchase agreements (9,327) - (56,319) (194,025) 57,735 (56,319)