

Registered No. 2642975

DIRECTORS

S R Page

(Chairman)

J R Franklin

SECRETARY

K R B (Secretaries) Limited

AUDITORS

Ernst & Young Becket House 1 Lambeth Palace Road London SE1 7EU

BANKERS

Barclays Bank PLC 155 Bishopsgate London EC2M 3TQ

SOLICITORS

Kidd Rapinet 14/15 Craven Street London WC2N 5PB

REGISTERED OFFICE

160 -162 Cranbrook Road Ilford Essex IG1 4PE



DIRECTORS' REPORT

The directors present their report and accounts for the year ended 31 December 1994.

RESULTS AND DIVIDENDS

The loss for the year, after taxation, amounted to £191,000 (1993 – profit of £222,000). The directors do not recommend the payment of a dividend.

PRINCIPAL ACTIVITIES AND REVIEW OF THE BUSINESS

The group's principal activities during the year were the supply of packaged software and associated services to the business and professional sectors of the microcomputer market. With effect from 6 June 1994 the group's activities were expanded by the acquisition, as a going concern of the training operation Division of Sapphire U.K. Limited. This acquisition is summarised in note 22 to the accounts. Please refer to the post balance sheet events review which affects this acquisition.

POST BALANCE SHEET EVENT

The group liquidated its only trading subsidiary, Maxim Solutions Limited on 18 July 1995.

FIXED ASSETS

Fixed asset movements during the year are summarised in note 9 to the accounts.

DIRECTORS AND THEIR INTERESTS

The directors who served during the year were as follows:

S R Page

J R Franklin (appointed 30 November 1994) D J Gersuk (resigned 30 November 1994)

According to the register kept by the company pursuant to section 325 of the Companies Act 1985, the directors at 31 December 1994 and their families:

(a) Had the following interests in shares of DataEase Sapphire International Inc.

| | At 31 December | At 31 December |
|--|-----------------------|----------------|
| | 1994 | 1993 |
| Shares: | | |
| S R Page | 2,027,584 | 2,027,584 |
| J R Franklin | 7,567 | 7,567 |
| Options to purchase shares under the terms of the DataEase Internation | onal Inc. (DII) share | option plan: |

| | At 31 December | At 31 December |
|--------------|----------------|----------------|
| | 1994 | 1993 |
| S R Page | _ | _ |
| J R Franklin | _ | - |

DIRECTORS' REPORT

DIRECTORS AND THEIR INTERESTS (continued)

Options to purchase shares under the terms of the DataEase Sapphire International Inc. share option plan:

| | At 31 December | At 31 December |
|--------------|----------------|----------------|
| | 1994 | 1993 |
| S R Page | 1,263,453 | 733,453 |
| J R Franklin | 86,618 | 81,618 |

(b) Were granted, exercised or cancelled during the year, options for the following shares of DataEase Sapphire International Inc.:

| Shares | under | the | terms | of the |
|--------|-------|-----|-------|--------|
|--------|-------|-----|-------|--------|

| | Cancelled | DII Plan Granted | Exercised | Cancelled | DSI Plan Granted | Exercised |
|--------------|-----------|---------------------|-----------|-----------|---------------------|-----------|
| S R Page | _ | - , | _ | (100,000) | 630,000 | _ |
| J R Franklin | _ | _ | _ | (35,000) | 40,000 | _ |

Except as shown above, no director at 31 December 1994 held at that date (or when appointed) any interest in, or during the year was granted or exercised a right to subscribe for, the shares or debentures of this company or of DataEase Sapphire International Inc. or its subsidiaries

CHARITABLE CONTRIBUTIONS

During the year, the company made various charitable contributions totalling £1,500 (1993 – £2,730).

AUDITORS

A resolution to reappoint Ernst & Young as auditors will be put to the members at the Annual General Meeting.

By order of the board

PR Wild on behalf of KRB (Secretaries) Limited

Secretary

STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and of the group and the profit or loss of the group for that period. In preparing those accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts 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 company and to enable them to ensure that the accounts 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.



REPORT OF THE AUDITORS

to the members of DataEase International Limited

We have audited the accounts on pages 7 to 23 which have been prepared under the historical cost convention and on the basis of the accounting policies set out on pages 11 and 12.

Respective responsibilities of directors and auditors

As described on page 4 the company's directors are responsible for the preparation of the accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts 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 accounts.

Going concern

In forming our opinion, we have considered the adequacy of the disclosures made in note 1 of the accounts concerning the renegotiation of banking facilities and the fact that the group has made operating losses. In view of the significance of the fact that the preparation of the accounts on the going concern basis assumes the continued availability of banking facilities and the return to profitability, we consider that these disclosures should be brought to your attention. Our opinion is not qualified in this respect.



REPORT OF THE AUDITORS

to the members of DataEase International Limited (continued)

Opinion

In our opinion the accounts give a true and fair view of the state of affairs of the company and of the group as at 31 December 1994 and of the loss of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Ernst & Young

Chartered Accountants

Registered Auditor

London

10/11/95

GROUP PROFIT AND LOSS ACCOUNT

for the year ended 31 December 1994

| | | 1994 | 1993 |
|--|-------|-------|-------------|
| | Notes | £000 | £000 |
| TURNOVER | 2 | | |
| Continuing operations: | | | |
| ongoing | | 6,616 | 8,036 |
| acquisitions | | 250 | _ |
| | | 6,866 | 8,036 |
| Cost of sales | | 4,358 | 5,273 |
| Gross profit | | 2,508 | 2,763 |
| Distribution costs | | 1,063 | 955 |
| Administrative costs | | 1,582 | 1,450 |
| | | 2,645 | 2,405 |
| OPERATING (LOSS)/PROFIT | 3 | (137) | 358 |
| Continuing operations: | | | |
| ongoing | | 113 | 358 |
| acquisitions | | (250) | |
| | | (137) | 358 |
| Interest receivable | | 2 | 1 |
| Interest payable | 6 | (28) | (53) |
| • | | (26) | (52) |
| (LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | | (163) | 306 |
| Tax on (loss)/profit on ordinary activities | 7 | 28 | 84 |
| (LOSS)/PROFIT RETAINED FOR THE FINANCIAL YEAR | | (191) | 222 |

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

There are no recognised gains or losses other than the loss attributable to shareholders of the company of £191,000 in the year ended 31 December 1994 and profit of £222,000 in the year ended 31 December 1993.

GROUP BALANCE SHEET

at 31 December 1994

| | | 1994 | 1993 |
|--|-------|---------------|-------|
| , | Notes | £000 | £000 |
| FIXED ASSETS Tangible assets | 9 | 298 | 396 |
| CURRENT ASSETS | | | |
| Stocks | | 19 | 27 |
| Debtors | 11 | 2,579 | 5,326 |
| Cash at bank and in hand | | 10 | _ |
| | | 2,608 | 5,353 |
| CREDITORS: amounts falling due within one year | 13 | 1,553 | 4,150 |
| NET CURRENT ASSETS | | 1,055 | 1,203 |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | 1,353 | 1,599 |
| CREDITORS: amounts falling due after more than one year | | | |
| Loans | 15 | _ | 60 |
| Obligations under finance leases and hire purchase contracts | 14 | 24 | 19 |
| | | 24 | 79 |
| | | 1,329 | 1,520 |
| CAPITAL AND RESERVES | | | · |
| Called up share capital | 17 | 137 | 137 |
| Share premium account | 21 | 241 | 241 |
| Profit and loss account | 21 | 951 | 1,142 |
| Ω | | 1,329 | 1,520 |

Director

BALANCE SHEET

at 31 December 1994

| | | 1994 | 1993 |
|--|-------|-------------|-------------|
| | Notes | £000 | £000 |
| FIXED ASSETS | 9 | 244 | 396 |
| Tangible assets | | 244 | 390 |
| Investments | 10 | | |
| | | 244 | 396 |
| CURRENT ASSETS | | | |
| Stocks | | 15 | 27 |
| Debtors | 11 | 2,472 | 5,326 |
| Cash at bank and in hand | | 1 | |
| | | 2,488 | 5,353 |
| CREDITORS: amounts falling due within one year | 13 | 1,212 | 4,150 |
| NET CURRENT ASSETS | | 1,276 | 1,203 |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | 1,520 | 1,599 |
| CREDITORS: amounts falling due after more than one year | | | |
| Loans | 15 | _ | 60 |
| Obligations under finance leases and hire purchase contracts | 14 | - | 19 |
| | | | 79 |
| | | 1,520 | 1,520 |
| | | | |
| CAPITAL AND RESERVES | 17 | 137 | 137 |
| Called up share capital | 21 | 241 | 241 |
| Share premium account | 21 | 1,142 | 1,142 |
| Profit and loss account | 21 | 1,172 | |
| Ω | | 1,520 | 1,520 |
| X' | | | |

Director

GROUP STATEMENT OF CASH FLOWS

for the year ended 31 December 1994

| | | 1994 | 1993 |
|---|--------|-----------------|-------|
| | Notes | £000 | £000 |
| NET CASH INFLOW FROM OPERATING ACTIVITIES | 3(b) | 567 | 573 |
| RETURNS ON INVESTMENTS AND SERVICING OF FINANC | Œ | 2 | 1 |
| Interest received | | (15) | (25) |
| Interest paid Interest element of finance lease rental payments | | (17) | (23) |
| NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE | 3 | (30) | (47) |
| TAXATION Corporation tax paid | | (140) | (513) |
| TAX PAID | | (140) | (513) |
| INVESTING ACTIVITIES | | | |
| Repayment of intercompany loans | | 9 | 270 |
| Payments to acquire tangible fixed assets | | (61) | (122) |
| Payments to acquire goodwill | | - | (10) |
| Receipts from sales of tangible fixed assets | | 1 | 53 |
| NET CASH (OUTFLOW)/INFLOW FROM INVESTING ACTI | VITIES | (51) | 191 |
| NET CASH INFLOW BEFORE FINANCING | | 346 | 204 |
| FINANCING | 1.4 | 114 | 153 |
| Repayments of capital element of finance lease rentals | 14 | 11 4 | 155 |
| NET CASH INFLOW FROM FINANCING | | 114 | 153 |
| INCREASE IN CASH AND CASH EQUIVALENTS | 12 | 232 | 51 |
| | | 346 | 204 |
| | | | |

at 31 December 1994

1. ACCOUNTING POLICIES

Fundamental accounting concept

The company has recently renegotiated its bank facilities, which are to be reviewed on a quarterly basis. Maintenance of these facilities is dependent on future trading, the level of which is uncertain.

In addition, the parent undertaking is currently not in a position to repay the outstanding balance of £1,571,000 at 31 December 1994. Recoverability of this balance is dependent on future US trading, the level of which is uncertain.

Although the banking facilities are being reviewed quarterly and the fact that the return to profitability is uncertain, the directors are confident that the company will be able to meet its obligations and believe that it is appropriate for the accounts to be prepared on a going concern basis.

Accounting convention

The accounts are prepared under the historical cost convention and in accordance with applicable accounting standards. The most significant accounting policies are described below.

Equipment and leasehold improvements

Equipment and leasehold improvements are stated at cost net of accumulated depreciation and amortisation. Depreciation and amortisation is computed on the straight-line method at rates intended to amortise the related assets over their estimated useful lives as follows:

| Leasehold improvements | _ | 4 years |
|----------------------------------|---|---------|
| Furniture, fixtures and fittings | - | 4 years |
| Motor vehicles | _ | 4 years |
| Computer equipment | - | 3 years |

Revenue recognition

Revenue is generally recognised at the time of shipment, net of provision for estimated future returns. The estimated costs for support during the warranty period are included in cost of revenues. Revenue from maintenance contracts is recognised over the life of the contract.

Stock

Stock, consisting primarily of diskettes and manuals, is valued at the lower of cost and net realisable value. Cost is determined on the first-in, first-out method.

Deferred taxation

Deferred taxation is provided using the liability method on all timing differences which are expected to reverse in the future without being replaced, calculated at the rate at which it is anticipated the timing differences will reverse.

Foreign currencies

Transactions in foreign currencies are recorded at the rates of exchange prevailing at the time of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date.

All differences are taken to the profit and loss account.

at 31 December 1994

ACCOUNTING POLICIES (continued)

Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives.

The interest element of the rental obligations 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.

Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

Pensions

The company operates a defined contribution pension scheme. Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme.

Goodwill

Depending on the circumstances of each acquisition, purchased goodwill is either set off directly against reserves or amortised through the profit and loss account over the directors' estimate of its useful life.

2. TURNOVER AND SEGMENTAL ANALYSIS

Turnover represents the amounts derived from the provision of goods and services which fall within the company's ordinary activities, stated net of value added tax and earned predominantly in the United Kingdom.

The company operates in two principal areas of activity, that of the provision of computer software goods and related training services, and the provision of consultancy services.

Turnover, company profit on ordinary activities before tax and net assets can be analysed as follows:

| • | 1994 £000 | 1993 £000 |
|---|---|--------------|
| TURNOVER Computer software goods and related training services Consultancy services | 6,052 814 | 7,688 348 |
| | 6,866 | 8,036 |
| (LOSS)/PROFIT BEFORE TAX Computer software goods and related training services Consultancy services | (259) 96 —————————————————————————————————— | 311 (5) 306 |
| | ==== | === |

DataEase International Limited

NOTES TO THE ACCOUNTS

at 31 December 1994

| 3. | OPERATING (LOSS)/PROFIT | | |
|------|---|---------------|-------|
| | (a) This is stated after charging/(crediting): | | |
| | | 1994 | 1993 |
| | | £000 | £000 |
| | Auditors' remuneration: | 4.00 | 00 |
| | Audit services | 17 | 20 |
| | Non-audit services | 10 | 30 |
| | Depreciation of owned fixed assets | 155 | 158 |
| | Depreciation of assets held under finance leases and hire purchase contracts | 71 | 79 |
| | Foreign currency | 99 | (5) |
| | Operating lease rentals - motor vehicles | 199 | 184 |
| | land and buildings | 187 | 106 |
| | (b) Reconciliation of operating (loss)/profit to net cash inflow from operating | g activities: | |
| | | 1994 | 1993 |
| | | £000 | £000 |
| | Operating (loss)/profit | (137) | 358 |
| | Depreciation | 226 | 237 |
| | Deferred revenue | (30) | 71 |
| | Write off of inter-company loans | ` <u>-</u> | 48 |
| | Profit/(loss) on disposal of fixed assets | (1) | 14 |
| | Exchange loss/(gain) | 99 | (5) |
| | Decrease in debtors | 254 | 172 |
| | Increase in loan | _ | 25 |
| | Decrease in stocks | 8 | 12 |
| | Increase/(decrease) in creditors | 148 | (359) |
| | Net cash inflow from operating activities | 567 | 573 |
| 4. | DIRECTORS' EMOLUMENTS | | |
| - 10 | | 1994 | 1993 |
| | | £000 | £000 |
| | Fees | | _ |
| | Other emoluments (including pension contributions) | 323 | 222 |
| | | 323 | 222 |
| | | | |

at 31 December 1994

5. STAFF COSTS

| STAFF CUSIS | | |
|--|-------------|-------|
| | 1994 | 1993 |
| | £000 | £000 |
| Wages and salaries | 2,514 | 2,241 |
| Social security costs | 250 | 233 |
| Other pension costs | 91 | 79 |
| Private health insurance | 22 | 19 |
| | 2,877 | 2,572 |
| The average weekly number of employees during the year was as follows: | | |
| | 1994 | 1993 |
| | No. | No. |
| Sales and marketing | 32 | 38 |
| Support, training, consultancy | 54 | 38 |
| Finance, administration and management | 28 | 27 |
| | 114 | 103 |
| THE PROPERTY OF THE PARTY OF TH | | |
| INTEREST PAYABLE | 1994 | 1993 |
| | | |
| | £000 | £000 |
| Bank loans and overdrafts repayable within five years | 11 | 22 |
| Finance charges payable under finance leases and hire purchase contracts | 17 | 23 |
| Other interest payable | | 8 |
| | 28 | 53 |
| | | |

7. (LOSS)/PROFIT ATTRIBUTABLE TO THE PARENT COMPANY

The loss dealt with in the accounts of the parent company was £nil (1993 – £222,000 profit). Advantage has been taken of the exemptions included in section 230 CA 1985 and a profit and loss account for the company has not been produced.

8. TAX ON (LOSS)/PROFIT ON ORDINARY ACTIVITIES

| • | - | |
|--|------|-------------|
| Corporation tax at 33% | 28 | 84 |
| Based on the (loss)/profit for the year: | | |
| | £000 | £000 |
| , | 1994 | 1993 |

at 31 December 1994

9. TANGIBLE FIXED ASSETS

Group

| Leasehold | Furniture | Computer | Motor | |
|--------------|--------------------------|---|---|---|
| improvements | & fittings | equipment | vehicles | Total |
| £000 | £000 | £000 | £000 | £000 |
| | | | | |
| 73 | 50 | 459 | 147 | 729 |
| 18 | 4 | 115 | _ | 137 |
| _ | - | (52) | (34) | (86) |
| 91 | 54 | 522 | 113 | 780 |
| | | | | |
| 3 | 30 | 237 | 63 | 333 |
| 23 | 10 | 159 | 35 | 227 |
| - . | _ | 52 | 26 | 78 |
| | 40 | 344 | 72 | 482 |
| • | | | | |
| 65 | 14 | 178 | 41 | 298 |
| 70 | 20 | 222 | 84 | 396 |
| | improvements £000 73 18 | improvements & fittings £000 £000 73 50 18 4 — — 91 54 3 30 23 10 — — 26 40 — — 65 14 | improvements & fittings equipment £000 £000 £000 73 50 459 18 4 115 - - (52) 91 54 522 3 30 237 23 10 159 - - 52 26 40 344 - - 52 65 14 178 - - 178 | improvements & fittings equipment vehicles £000 £000 £000 73 50 459 147 18 4 115 - - - (52) (34) 91 54 522 113 3 30 237 63 23 10 159 35 - - 52 26 26 40 344 72 - - - - 65 14 178 41 - - - - |

The net book value of motor vehicles and computer equipment include amounts of £12,000 (1993 – £59,000) and £90,000 (1993 – £90,000) respectively, in respect of assets held under finance leases and hire purchase contracts. £8,000 (1993 – £25,000) is included in the motor vehicle depreciation charge and £11,000 (1993 – £54,000) in the computer equipment depreciation charge for the year in respect of these assets.

at 31 December 1994

TANGIBLE FIXED ASSETS (continued)

| Disposals At 31 December 1994 Begin and the preciation: At 1 January 1994 Provided during the year Disposals At 31 December 1994 Net book value: At 31 December 1994 Disposals At 31 December 1994 Disposals See Sec Sec Sec Sec Sec Sec Sec Sec Sec | Company | Leasehold improvements £000 | Furniture & fittings £000 | Computer equipment £000 | Motor vehicles £000 | Total £000 |
|--|--|-----------------------------------|---------------------------------|-------------------------------|---------------------------|--------------------|
| At 31 December 1994 81 51 469 113 714 Depreciation: 3 30 237 63 333 At 1 January 1994 3 9 151 35 215 Provided during the year - - (52) (26) (78 Disposals - - (52) (26) (78 At 31 December 1994 23 39 336 72 470 Net book value: 58 12 133 41 244 At 31 December 1994 58 12 133 41 244 30 20 222 84 396 | At 1 January 1994 Additions | | 50 1 | 62 | - | |
| At 1 January 1994 Provided during the year Disposals At 31 December 1994 Net book value: At 31 December 1994 September 1994 At 31 December 1994 At 31 December 1994 At 31 December 1994 At 31 December 1994 September | • | 81 | 51 | 469 | 113 | 714 |
| At 31 December 1994 Net book value: At 31 December 1994 23 39 336 72 476 At 31 December 1994 58 12 133 41 244 396 396 397 397 398 398 398 398 398 398 | At 1 January 1994 Provided during the year | | | 151 | 35 | 333 215 (78) |
| At 31 December 1994 58 12 133 12 133 13 1390 | • | 23 | 39 | 336 | 72 | 470 |
| 70 20 222 84 396 | Net book value: | 58 | 12 | 133 | 41 | 244 |
| At 1 January 1994 At 1 January 1994 At 20 June 20 Jun | | 70 | | | | 396 |

The net book value of motor vehicles and computer equipment include amounts of £12,000 (1993 -£59,000) and £45,000 (1993 - £90,000) respectively, in respect of assets held under finance leases and hire purchase contracts. £8,000 (1993 - £25,000) is included in the motor vehicle depreciation charge and £60,000 (1993 - £54,000) in the computer equipment depreciation charge for the year in respect of these assets.

10. INVESTMENTS IN GROUP UNDERTAKING

Company

| 1994 £ | 1993 £ |
|-----------|-----------|
| 100 | 100 - |
| 100 | 100 |
| | 100 |

at 31 December 1994

10. INVESTMENTS IN GROUP UNDERTAKING (continued)

Details of the investments in which the company holds more than 10% of the nominal value of any class of share capital are as follows:

| Name of the company | Country of registration | Holding | Proportion held at 31 December 1994 | Nature of business |
|-------------------------|-------------------------|-----------------|--|---|
| Maxim Solutions Limited | England | Ordinary shares | 100% | The provision of software training services |

The aggregate amount of capital and reserves of Maxim Solutions Limited included in the consolidated accounts are net liabilities of £185,000.

This subsidiary was liquidated on 18 July 1995.

11. DEBTORS

| DEBTORS | | Group | 7004 | Company 1993 |
|--|---|-------|-------------|-----------------|
| | 1994 | 1993 | 1994 | |
| | £000 | £000 | £000 | £000 |
| m t thus | 829 | 1,035 | 772 | 1,035 |
| Trade debtors Amounts owed by parent undertaking | 1,571 | 515 | 1,571 | 515 |
| Amounts owed by fellow subsidiary undertakings Amounts owed by subsidiary undertakings | 33 | 3,590 | 33 | 3,590 |
| | _ | - | _ | 120 |
| | 91 | 130 | 83 | 130 |
| Prepayments Other debtors | 55 | 56 | 13 | 56 |
| | 2,579 | 5,326 | 2,472 | 5,326 |
| | ======================================= | | | |

12. ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET AND CHANGES IN THE YEAR

| BALANCE SHEET AND CHANGES ET 12- | 1994 | 1993 |
|--|-------------|-------|
| | £000 | £000 |
| At 1 January 1994 | (531) | (582) |
| Net cash inflow for the year | 232 | 51 |
| At 31 December 1994 | (299) | (531) |
| Cash at bank and in hand Bank overdrafts | 10 (309) | (531) |
| Daile O Volcano | (299) | (531) |
| | | |

at 31 December 1994

13. CREDITORS: amounts falling due within one year

| CREDITORS: amount in the | • | Group | | Company |
|--|-------|-------|-----------|-------------|
| | 1994 | 1993 | 1994 | 1993 |
| | £000 | £000 | £000 | £000 |
| Bank overdraft | 309 | 531 | 309 | 531 |
| Current instalment on loan (note 15) | _ | 30 | _ | 30 |
| Obligations under finance leases and | | | | |
| hire purchase contracts (note 14) | 50 | 94 | 28 | 94 |
| | 220 | 276 | 173 | 276 |
| Trade creditors | 139 | 251 | 139 | 251 |
| Current corporation tax | 173 | 203 | 144 | 203 |
| Deferred revenue | 119 | 205 | _ | _ |
| Amounts due to parent undertaking | 117 | | • | |
| Amount due to fellow subsidiary undertakings | 63 | 2,485 | 63 | 2,485 |
| Other taxes and social security costs | 278 | 108 | 258 | 108 |
| Accruals | 202 | 172 | 98 | 172 |
| | 1,553 | 4,150 | 1,212 | 4,150 |
| | | | | |
| | | | A 141 1 1 | |

Included within other taxes and social security costs is £nil (1993 – £nil) relating to outstanding contributions payable to the pension scheme.

The bank overdraft is secured by a charge over the company's trade debtors and an unlimited guarantee from DataEase Sapphire International Inc.

14. OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS

The maturity of these amounts is as follows:

| Group | |
|------------------------------------|-------------|
| 1994 1993 1994 | 1993 |
| £000 £000 £000 | £000 |
| Amounts payable: | 109 |
| Within one year 56 109 32 | |
| Within two to five years 28 22 1 | 22 |
| Within two to nve years | |
| 84 131 33 | 131 |
| Less: finance charges allocated to | |
| | 18 |
| future periods 10 18 | |
| 74 113 28 | 113 |
| | |

at 31 December 1994

14. OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS (continued)

This is analysed as follows:

| | This is analysed as lollows. | | | | |
|-----|---|--------------------|-------------|--------------|-------------|
| | | | Group | | Company |
| | | 1994 | 1993 | 1994 | 1993 |
| | | £000 | £000 | £000 | £000 |
| | Due within one year | 50 | 94 | 28 | 94 |
| | Due after more than one year | 24 | 19 | _ | 19 |
| | | 74 | 113 | 28 | 113 |
| | Analysis of changes in finance leases dur | ing the year: | | _ | |
| | • | | Group | | Company |
| | | 1994 | 1993 | 1994 | 1993 |
| | | £000 | £000 | £000 | £000 |
| | At 1 January 1994 | 113 | 244 | 113 | 244 |
| | Inception of finance lease contracts | 75 | 22 | 15 | 22 |
| | Capital element of finance | | | (400) | (152) |
| | lease rental payments | (114) | (153) | (100) | (153) |
| | At 31 December 1994 | 74 | 113 | 28 | 113 |
| | | | | | |
| 15. | LOANS | | | | |
| | Group and company | | | 1994 | 1993 |
| | | | | £000 | £000 |
| | Wholly repayable within five years: | | | | |
| | Unsecured interest free loan | | | _ | 90 |
| | | | | - | 90 |
| | | | | | |
| | Amounts repayable by instalments: | | | | 00 |
| | within five years | | | _ | 90 |
| | after five years | | | | |
| | | | | _ | 90 |
| | Included in creditors: amounts falling d | ue within one year | | | 30 |
| | | | | - | 60 |
| | | | | | |

at 31 December 1994

15. LOANS (continued)

Analysis of changes in loan financing during the current and previous years:

| | 1994 £000 | 1993 £000 |
|---|--------------|--------------|
| At 1 January | 90 | - 100 |
| Liability arising on acquisition of Consultancy Division Repaid during the year | (90) | (10) |
| At 31 December | - | 90 |

16. DEFERRED TAXATION

Deferred taxation provided in the accounts and the amounts not provided are as follows:

| Provided | Not provided | Provided | Not provided |
|----------|--------------|----------------------------------|---|
| 1994 | . 1994 | 1993 | 1993 |
| £000 | £000 | £000 | £000 |
| - | (22) | _ | (19) |
| _ | (10) | - | (26) |
| | | | (45) |
| | (43) | | (43) |
| | | 1994 1994 £000 £000 - (33) | 1994 1994 1993 £000 £000 £000 - (33) - (10) - |

17. SHARE CAPITAL

| | | | | TIMITOTISCO |
|-------------|---------|---------|---------------------|----------------|
| | | | 1994 | 1993 |
| • | | | £000 | £000 |
| £1 ordinary | | | 250 | 250 |
| | | | Allotted, called up | and fully paid |
| | 1994 | 1993 | 1994 | 1993 |
| | No. | No. | £000 | £000 |
| £1 ordinary | 137,000 | 137,000 | 137 | 137 |
| | | | | |

18. PENSION COMMITMENTS

The company operates a defined contribution pension scheme for its directors and employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

19. CONTINGENT LIABILITIES

The company has guaranteed the finance lease and certain operating lease obligations of its subsidiary undertaking, Maxim Solutions Limited. The outstanding obligation in respect of these leases at 31 December 1994 was £64,000.

Authorised

at 31 December 1994

20. OTHER FINANCIAL COMMITMENTS

At 31 December 1994 the company had annual commitments under non-cancellable operating leases as set out below:

| ~ | | | |
|---|----|---|---|
| Ÿ | rn | " | n |

| - K | Land and | | Land and | |
|--------------------------------|--------------|-------|-------------|-------|
| | buildings | Other | buildings | Other |
| | 1994 | 1994 | 1993 | 1993 |
| | £000 | £000 | £000 | £000 |
| Operating leases which expire: | | | | |
| within one year | - | 69 | _ | 33 |
| within two to five years | 90 | 67 | _ | 122 |
| in over five years | 180 | _ | 169 | _ |
| • | | | 1.00 | 155 |
| | 270 | 136 | 169 | 155 |
| | | ===== | | |
| Company | | | | |
| | Land and | | Land and | |
| | buildings | Other | buildings | Other |
| | 1994 | 1994 | 1993 | 1993 |
| | £000 | £000 | £000 | £000 |
| Operating leases which expire: | | | | |
| within one year | | 69 | | 23 |
| Within two to five years | _ | 67 | _ | 122 |
| In over five years | 169 | _ | 169 | |
| | 169 | 136 | 169 | 145 |
| | | | | |

21. RECONCILIATION OF SHAREHOLDERS' FUNDS AND MOVEMENTS ON RESERVES Group

| Croup | Share capital £000 | Share premium account £000 | Profit and loss account £000 | Total £000 |
|-------------------------|--------------------------|-------------------------------------|---------------------------------------|---------------|
| At 1 January 1993 | 137 | 241 | 935 | 1,313 |
| Profit for the year | _ | - | 222 | 222 |
| Goodwill on acquisition | <u>-</u> | | (15) | (15) |
| At 1 January 1994 | 137 | 241 | 1,142 | 1,520 |
| Loss for the year | _ | _ | (191) | (191) |
| At 31 December 1994 | 137 | 241 | 951 | 1,329 |
| | · | | | |

at 31 December 1994

21. RECONCILIATION OF SHAREHOLDERS' FUNDS AND MOVEMENTS ON RESERVES (continued) Company

| Company, | Share | Share premium | Profit and loss | |
|-------------------------|---------|------------------|--------------------|-------------|
| | capital | account | account | Total |
| | £000 | £000 | £000 | £000 |
| At 1 January 1993 | 137 | 241 | 935 | 1,313 |
| Profit for the year | _ | _ | 222 | 222 |
| Goodwill on acquisition | _ | - | (15) | (15) |
| At 1 January 1994 | 137 | 241 | 1,142 | 1,520 |
| Profit for the year | _ | | - | |
| At 31 December 1994 | 137 | 241 | 1,142 | 1,520 |
| | **** | | | |

22. ACQUISITION OF ASSETS AND LIABILITIES CONSTITUTING A BUSINESS

With effect from 6 June 1994 the group acquired the Training Division of Sapphire U.K. Limited for a negative consideration of £90,000. In accounting for this business combination the acquisition method of accounting has been adopted.

Analysis of the acquisition of the training division.

| | Book value | Revaluation adjustment | Fair value to company |
|-----------------------------------|---------------|---------------------------|--------------------------|
| | £000 | £000 | £000 |
| Tangible fixed assets: | | | 10 |
| Leasehold improvements | 31 | (21) | 10 |
| Computer equipment | 50 | (30) | 20 |
| Furniture and fittings | 22 | (19) | 3 |
| | 103 | (70) | 33 |
| Liabilities: | (20) | | (33) |
| Finance lease obligations | (33) | - | |
| Uneconomic real estate obligation | _ | (90) | (90) |
| | 70 | (160) | (90) |
| | | | |
| Goodwill arising on acquisition | | | |
| | | | (90) |
| | | | |

Discharged by:

Sapphire UK Limited released the group from £90,000 of loans payable as compensation for the liabilities acquired.

at 31 December 1994

23. ULTIMATE PARENT UNDERTAKING

The directors regard DataEase Sapphire International Inc., a company registered in the State of Delaware, United States of America, as the company's ultimate parent undertaking as at 31 December 1994. The Group accounts of DataEase Sapphire International Inc. are the only Group accounts prepared of which the company is a member.