

# DUNCAN BAIRD PUBLISHERS LIMITED FINANCIAL STATEMENTS FOR 31 DECEMBER 2003

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COMPANIES HOUSE 14/10/04

ARNOLD HILL & CO

Chartered Accountants & Registered Auditors
Craven House
16 Northumberland Avenue
London
WC2N 5AP

#### THE DIRECTORS' REPORT

#### YEAR ENDED 31 DECEMBER 2003

The directors present their report and the financial statements of the company for the year ended 31 December 2003.

#### PRINCIPAL ACTIVITIES AND REVIEW OF THE BUSINESS

The principal activity of the group is the creation, design and production of non-fiction illustrated books for international markets.

#### 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 not recommended a dividend.

#### 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, including family holdings, in the shares of the company were as follows:

	Ordinary Shares of £1 each		
	At	At	
	31 December 2003	1 January 2003	
D N C Baird	271,649	271,649	
D J Attwooll	3,000	1,250	
J P Mitchell	120,332	120,332	
R M Saxton	20,766	20,266	
R J Walton	34,350	34,350	
A W J Mitchell	45,825	45,825	
N J Foster	, <u> </u>	· —	
A Mirken	100,557	100,557	
R J Tring	390	, <u> </u>	
A J Cory	385	_	
<b>→</b>		<del> </del>	

#### **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. In preparing those financial statements, the directors are required to:

select suitable accounting policies, as described on pages 10 to 11, and then apply them consistently;

make judgements and estimates that are reasonable and prudent; and

prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

#### THE DIRECTORS' REPORT (continued)

#### YEAR ENDED 31 DECEMBER 2003

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.

#### **AUDITORS**

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

Signed on behalf of the directors

D N C BAIRD Director

Approved by the directors on ....

45 My 2004

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF DUNCAN BAIRD PUBLISHERS LIMITED

#### YEAR ENDED 31 DECEMBER 2003

We have audited the financial statements on pages 5 to 18 which have been prepared under the historical cost convention and the accounting policies set out on pages 10 to 11.

This report is made solely to the company's shareholders, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's shareholders those matters we are required to state to them in an 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 and the company's shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards.

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

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

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

#### **BASIS OF AUDIT OPINION**

We conducted our audit in accordance with United Kingdom Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF DUNCAN BAIRD PUBLISHERS LIMITED (continued)

#### YEAR ENDED 31 DECEMBER 2003

#### **OPINION**

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 2003 and of its profit for the year then ended, and have been properly prepared in accordance with the Companies Act 1985.

ASId Hill hh

16 Northumberland Avenue

London

WC2N 5AP

13 July 2004

ARNOLD HILL & CO Chartered Accountants & Registered Auditors

#### **PROFIT AND LOSS ACCOUNT**

#### YEAR ENDED 31 DECEMBER 2003

	Note	2003 £	2002 £
TURNOVER	2	5,233,731	4,822,640
Cost of sales		3,572,901	3,205,672
GROSS PROFIT		1,660,830	1,616,968
Distribution costs Administrative expenses		420,851 990,363	417,791 914,460
OPERATING PROFIT	3	249,616	284,717
Other provisions		_	(4,999)
		249,616	279,718
Interest receivable	6	1,523	856
Interest payable	7	(107,685)	(112,310)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		143,454	168,264
Tax on profit on ordinary activities	8	(15,804)	20,897
RETAINED PROFIT FOR THE FINANCIAL YEAR		159,258	147,367

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

The company has no other recognised gains and losses other than the profit for the year.

# DUNCAN BAIRD PUBLISHERS LIMITED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES YEAR ENDED 31 DECEMBER 2003

	2003 £	2002 £
Profit for the financial year attributable to the shareholders	159,258	147,367
Total recognised gains and losses relating to the year Prior year adjustment (see note 9)	159,258	147,367 49,000
Total gains and losses recognised since the last annual report	159,258	196,367

#### **BALANCE SHEET**

#### **31 DECEMBER 2003**

			3	2002	
!	Note	£	£	£	
FIXED ASSETS					
Intangible assets	10		<del></del>	_	
Tangible assets	11		63,519	79,021	
Investments	12		1	1	
			63,520	79,022	
CURRENT ASSETS					
Stocks	13	2,048,959		1,923,904	
Debtors	14	2,018,933		1,492,399	
Cash at bank		177,669		37,678	
		4,245,561		3,453,981	
CREDITORS: Amounts falling due within one					
year	16	3,291,040		2,699,620	
NET CURRENT ASSETS			954,521	754,361	
TOTAL ASSETS LESS CURRENT LIABILITIES			1,018,041	833,383	
CREDITORS: Amounts falling due after more					
than one year	17		25,400	_	
			992,641	833,383	
CAPITAL AND RESERVES					
Called-up equity share capital	20		784,056	784,056	
Share premium account	20		703,689	703,689	
Profit and loss account	24		(495,104)	(654,362)	
SHAREHOLDERS' FUNDS	21		992,641	833,383	
			<del> </del>		

These financial statements were approved by the directors on the And love. and are signed on their behalf by:

D N C BAIRD

Director

#### **CASH FLOW STATEMENT**

#### YEAR ENDED 31 DECEMBER 2003

	2003 £	£	2002 £
NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES		88,332	(96,271)
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE Interest received	1,523		856
Interest paid	(107,68 <del>5</del> )		(112,310)
NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		(106,162)	(111,454)
TAXATION		(6,196)	(7,897)
CAPITAL EXPENDITURE Payments to acquire tangible fixed assets Receipts from sale of fixed assets	(14,323) -		(28,756) 249
NET CASH OUTFLOW FROM CAPITAL EXPENDITURE		(14,323)	(28,507)
CASH OUTFLOW BEFORE FINANCING		(38,349)	(244,129)
FINANCING Increase in bank loans Net outflow from other long-term creditors	47,203 -		_ (41,250)
NET CASH INFLOW/(OUTFLOW) FROM FINANCING		47,203	(41,250)
INCREASE/(DECREASE) IN CASH		8,854	(285,379)
RECONCILIATION OF OPERATING PROFIT TO NOT FROM OPERATING ACTIVITIES	ET CASH INFL	OW/(OUTF)	LOW)
		2003 £	2002 £
Operating profit Depreciation		249,616 29,825	284,717 28,799
Profit on disposal of fixed assets Increase in stocks		(125,055)	(250) (406,820)
(Increase)/decrease in debtors		(504,534)	53,906
Increase/(decrease) in creditors		438,480	(56,623)
Net cash inflow/(outflow) from operating activities		88,332	(96,271)

#### **CASH FLOW STATEMENT** (continued)

#### YEAR ENDED 31 DECEMBER 2003

#### RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT

	200	3	2002
Increase/(decrease) in cash in the period	£ 8,854	£	£ (285,379)
Net cash (inflow) from bank loans	(47,203)		_
Net cash outflow from other long-term creditors			41,250
		(38,349)	(244,129)
Change in net debt		(38,349)	(244,129)
Net debt at 1 January 2003		(277,793)	(33,664)
Net debt at 31 December 2003		(316,142)	(277,793)
ANALYSIS OF CHANGES IN NET DEBT			
	At 1 Jan 2003		At 31 Dec 2003 £
	£	£	ž.
Net cash:	-	_	
Net cash: Cash in hand and at bank Overdrafts	37,678 (315,471)	£ 139,991 (131,137)	177,669
Cash in hand and at bank	37,678	139,991	177,669
Cash in hand and at bank Overdrafts  Debt:	37,678 (315,471)	139,991 (131,137) 8,854	177,669 (446,608) (268,939)
Cash in hand and at bank Overdrafts  Debt: Debt due within 1 year	37,678 (315,471)	139,991 (131,137) 8,854 (21,803)	177,669 (446,608) (268,939) (21,803)
Cash in hand and at bank Overdrafts  Debt:	37,678 (315,471)	139,991 (131,137) 8,854	177,669 (446,608) (268,939) (21,803)
Cash in hand and at bank Overdrafts  Debt: Debt due within 1 year	37,678 (315,471)	139,991 (131,137) 8,854 (21,803)	177,669 (446,608) (268,939) (21,803) (25,400)

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 1. ACCOUNTING POLICIES

#### **Basis of accounting**

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

#### Consolidation

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

#### Turnover

Turnover represents the invoiced amounts of goods sold and services provided net of VAT.

#### Amortisation

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:

Amortisation

33.3% on a straight line basis

#### Fixed assets

All fixed assets are initially recorded at cost.

#### 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:

Leasehold Property

- 20% on a straight line basis

Fixtures & Fittings

- 25% on reducing balance basis

Motor Vehicles

- 33.3% on a straight line basis

#### 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.

#### Operating lease agreements

Costs in respect of operating leases are charged on a straight line basis over the lease term in arriving at the operating profit.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 1. ACCOUNTING POLICIES (continued)

#### Pension costs

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit and loss account.

#### **Deferred taxation**

Deferred taxation is provided for in respect of timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more tax, or a right to pay less tax.

#### 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.

#### 2. TURNOVER

The turnover and profit before tax are attributable to the one principal activity of the company. An analysis of turnover is given below:

	2003	2002
	£	£
United Kingdom	1,034,707	887,623
Rest of Europe	1,993,872	1,544,868
North America	1,827,295	1,904,460
Rest of World	377,857	485,689
	5,233,731	4,822,640
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#### 3. OPERATING PROFIT

Operating profit is stated after charging/(crediting):

	2003 £	2002 £
Depreciation of owned fixed assets	29,825	28,799
Profit on disposal of fixed assets		(250)
Auditors' remuneration		
- as auditors	6,850	6,850
Operating lease costs:		
Land and buildings	100,097	99,821
Net profit on foreign currency translation	(141,225)	(61,517)

#### **NOTES TO THE FINANCIAL STATEMENTS**

#### YEAR ENDED 31 DECEMBER 2003

#### 4. PARTICULARS OF EMPLOYEES

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

	2003	2002
	No	No
Production staff	23	21
Distribution staff	5	5
Administrative staff	4	4
	-	
	32	30
The converte margell costs of the charge grane.	<del>_</del>	<del></del>
The aggregate payroll costs of the above were:		
	2003	2002
	£	£
Wages and salaries	955,030	870,251
Social security costs	92,349	82,524
Other pension costs	42,928	29,620
	1,090,307	982,395

#### 5. DIRECTORS' EMOLUMENTS

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

	2003	2002
	£	£
Emoluments receivable	335,000	288,044
Value of company pension contributions to money purchase		
schemes	27,788	22,238
	362,788	310,282

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

	2003	2002
Money purchase schemes	No	No
	6	6
• •		

#### 6. INTEREST RECEIVABLE

	2003	2002
	£	£
Bank interest receivable	1,523	856

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 7. INTEREST PAYABLE AND SIMILAR CHARGES

	2003 £	2002 £
Interest payable on bank borrowing	23,361	11,566
Other similar charges payable	84,324	100,744
	107,685	112,310
8. TAXATION ON ORDINARY ACTIVITIES		
(a) Analysis of charge in the year		
	2003	2002
Current tax:	£	£
Corporation tax		_
Irrecoverable Witholding Tax	6,196	7,897
Total current tax	6,196	7,897
Deferred tax:		
Origination and reversal of timing differences	(22,000)	13,000
Tax on profit on ordinary activities	(15,804)	20,897

There is no corporation tax liability due to losses brought forward

#### (b) Factors affecting current tax charge

The tax assessed on the profit on ordinary activities for the year is lower than the standard rate of corporation tax in the UK of 19% (2002 - 19%).

	2003 £	2002 £
Profit on ordinary activities before taxation	143,454	168,264
Tax on profits at 19%	27,256	31,970
Accelerated capital allowances	(1,978)	(3,557)
Disallowed Expenses	8,899	4,462
Utilising of trading losses brought forward	(34,177)	(32,875)
Irrecoverable Withholding tax	6,196	7,897
Total current tax (note 8(a))	6,196	7,897

#### 9. PRIOR YEAR ADJUSTMENT

Due to the first application of Financial Reporting Standard 19 Deferred Taxation in the year ended 31 December 2002, a deferred tax asset was recognised in that year due to existing tax losses. A prior period adjustment was made to restate the comparatives figures for the preceding period in the primary statements and notes and the balance of reserves was adjusted for the cumulative effect.

### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 10. INTANGIBLE FIXED ASSETS

	Copyrights £
COST	
At 1 January 2003 and 31 December 2003	60,523
AMORTISATION	
At 1 January 2003	60,523
At 31 December 2003	60,523
NET BOOK VALUE	
At 31 December 2003	_
At 31 December 2002	

#### 11. TANGIBLE FIXED ASSETS

	Leasehold Property £	Fixtures, Fittings and Equipment £	Motor Vehicles £	Total £
COST				
At 1 January 2003	66,664	272,186	16,201	355,051
Additions	_	14,323	_	14,323
At 31 December 2003	66,664	286,509	16,201	369,374
DEPRECIATION				
At 1 January 2003	64,322	210,358	1,350	276,030
Charge for the year	2,342	22,083	5,400	29,825
At 31 December 2003	66,664	232,441	6,750	305,855
NET BOOK VALUE				
At 31 December 2003		54,068	9,451	63,519
At 31 December 2002	2,342	61,828	14,851	79,021

### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 12. INVESTMENTS

COST	£
At 1 January 2003 and 31 December 2003	5,002
AMOUNTS WRITTEN OFF At 1 January 2003 and 31 December 2003	5,001
NET BOOK VALUE At 31 December 2003	1
At 31 December 2002	1

The cost of investments includes £1 in Siena Artworks Limited, a dormant subsidiary that has been fully provided against.

#### 13. STOCKS

	2003	2002
	£	£
Work in progress	1,750,380	1,636,459
Finished goods	298,579	287,445
	2,048,959	1,923,904

#### 14. DEBTORS

2003	2002
£	£
1,737,958	1,239,846
185	185
35,556	76,753
187,234	139,615
58,000	36,000
2,018,933	1,492,399
	£ 1,737,958 185 35,556 187,234 58,000

The debtors above include the following amounts falling due after more than one year:

	2003	2002
	£	£
Other debtors	24,301	24,301
Deferred taxation	29,000	19,000
	53,301	43,301

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 15. DEFERRED TAXATION

	2003	2002
	£	£
The movement in the deferred taxation account during the year was:		
Balance brought forward	(36,000)	(49,000)
Profit and loss account movement arising during the year	(22,000)	13,000
Balance carried forward	(58,000)	(36,000)

The balance of the deferred taxation account consists of the tax effect of timing differences in respect of:

	2003	2002
	£	£
Tax losses available	58,000	36,000
	58,000	36,000

A deferred tax asset of £5,000 (2002:£61,000) relating to tax losses and the excess of depreciation over taxation allowances on fixed assets has not been recognised at the balance sheet date.

#### 16. CREDITORS: Amounts falling due within one year

	2003	2002
	£	£
Bank loans and overdrafts	468,411	315,471
Trade creditors	1,720,219	1,752,935
Other creditors	157,677	177,367
	2,346,307	2,245,773
Accruals and deferred income	944,733	453,847
	3,291,040	2,699,620

The bank loans and overdraft are secured by a debenture dated 20th May 2003, over the whole of the company's assets.

#### 17. CREDITORS: Amounts falling due after more than one year

	2003	2002
	£	£
Bank loans and overdrafts	25,400	_

Included within other creditors is a loan secured by a fixed and floating charge over the company's assets, subject to the charge described in note 16 which shall rank in priority.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2003

#### 18. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2003 the company had annual commitments under non-cancellable operating leases as set out below.

	Land & Buildings		
	2003	$\bar{2}002$	
	£	£	
Operating leases which expire:			
Within 1 year	91,597	_	
Within 2 to 5 years	<del>-</del>	91,597	
After more than 5 years	8,500	8,500	
	100,097	100,097	

#### 19. CONTROL

The company does not have an individual controlling party but is under the control of its board of directors.

#### 20. SHARE CAPITAL

				2003 £	2002 £
	1,500,000 Ordinary shares of £1 each			1,500,000	1,500,000
	allotted, called up and fully paid:		3	2002	
		No	£	No	£
	Ordinary shares of £1 each	784,056	784,056	784,056	784,056
24.	PROFIT AND LOSS ACCOUNT				
				2003	2002
				£	£
	Original balance brought forward (note 9)			(654,362) -	(850,729) 49,000
	Restated balance brought forward			(654,362)	(801,729)
	Retained profit for the financial year			159,258	147,367
	Balance carried forward			(495,104)	(654,362)

# DUNCAN BAIRD PUBLISHERS LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDED 31 DECEMBER 2003

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

	2003		2002
	£	£	£
Profit for the financial year		159,258	147,367
Opening shareholders' equity funds	833,383		637,016
Prior year adjustment (see note 9)	-		49,000
	-	022 202	<del></del>
		833,383	686,016
Closing shareholders' equity funds		992,641	833,383