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2691627

**LLOYDS BANK INSURANCE SERVICES (DIRECT) LIMITED**

**REPORT AND ACCOUNTS 1994**

**Report of the Directors**

The Directors submit their report and accounts for the year ended 31 December 1994.

**Results and Dividends**

A satisfactory performance has been achieved in the year.

The profit after tax for the year was £3,350 (1993 : £6,063) which was fully retained and transferred to reserves. No dividends have been declared in the year. No final dividend is proposed.

**Principal Activity and Review of Business**

The Company provides a telemarketing service for Lloyds Bank Insurance Services Limited, the immediate holding company.

All management and administration is provided by Lloyds Bank Insurance Services Limited, for which it invoices the Company.

**Directors**

The following are directors of the Company at the date of this report and they served throughout 1994:

S A Maran CA (Chairman)  
C J Sampson FCII (Managing)

The interests of the Directors of the Company, other than those of Mr S A Maran, in the share capital of Lloyds Abbey Life plc and Lloyds Bank plc are disclosed in the accounts of the holding company, Lloyds Bank Insurance Services Limited. Mr S A Maran's interests in the share capital of Lloyds Abbey Life plc and Lloyds Bank plc are disclosed in the accounts of Lloyds Abbey Life plc.



## **Auditors**

Price Waterhouse will continue to be the Company's auditors. The Company has, as permitted by the Companies Act, dispensed with the obligation to appoint auditors annually.

By Order of the Board

A handwritten signature in black ink, consisting of a large, stylized 'S' followed by a smaller, more fluid signature.

C J Sampson FCII (Managing Director)

31 January 1995

## **Registered Office**

7 Perrymount Road  
Haywards Heath  
West Sussex  
RH16 3YE

Registered Number : 2691627

# LLOYDS BANK INSURANCE SERVICES (DIRECT) LIMITED

## Profit and Loss Account

for the year ended 31 December 1994

|  | Note | 1994<br>£        | 1993<br>£        |
|--|------|------------------|------------------|
| <b>Turnover</b>                                      | 1, 2 | <u>3,823,622</u> | <u>2,835,000</u> |
| <b>Operating Expenses</b>                            |      |                  |                  |
| Staff Costs  |      | 1,315,997        | 997,932          |
| Premises and equipment costs                         |      | 999,948          | 862,791          |
| Other costs  |      | <u>1,502,677</u> | <u>965,227</u>   |
|  |      | <u>3,818,622</u> | <u>2,825,950</u> |
| <b>Profit on Ordinary Activities before Taxation</b> | 3    | 5,000            | 9,050            |
| Taxation on profit on ordinary activities            | 4    | <u>1,650</u>     | <u>2,987</u>     |
| <b>Profit Retained for the Year</b>                  |      | 3,350            | 6,063            |
| Profit brought forward                               |      | <u>6,063</u>     | <u>-</u>         |
| Profit carried forward                               |      | <u>9,413</u>     | <u>6,063</u>     |

The results for the year are wholly attributable to continuing operations. There are no recognised gains and losses other than those set out above. A reconciliation of movements in shareholders' funds is given in Note 7 to the financial statements.

The notes on pages 5 to 7 form part of these accounts.

# LLOYDS BANK INSURANCE SERVICES (DIRECT) LIMITED

## Balance Sheet

as at 31 December 1994

|   | Note | 1994         | 1993         |
|---|------|--------------|--------------|
|   |      | £            | £            |
| <b>Current Assets</b>                                     |      |              |              |
| Debtors : Amount owed by immediate<br>parent undertaking  |      | 11,065       | 9,052        |
| <b>Creditors: amounts falling due within<br/>one year</b> | 5    | <u>1,650</u> | <u>2,987</u> |
| <b>Total Assets Less Current Liabilities</b>              |      | <u>9,415</u> | <u>6,065</u> |
| <br><b>Capital and Reserves</b>                           |      |              |              |
| Called up Share Capital                                   | 6    | 2            | 2            |
| Profit and Loss Account                                   |      | <u>9,413</u> | <u>6,063</u> |
| Shareholders' Funds                                       | 7    | <u>9,415</u> | <u>6,065</u> |



C J Sampson  
Managing Director

31 January 1995

The notes on pages 5 to 7 form part of these accounts.

# **LLOYDS BANK INSURANCE SERVICES (DIRECT) LIMITED**

## **Notes to the Accounts**

**31 December 1994**

### **1 Accounting Policies**

The accounts are prepared under the historical cost convention and in accordance with applicable accounting standards and the requirements of the Companies Act 1985.

The Company is exempted from producing a cashflow statement since a consolidated cashflow statement prepared in accordance with the requirements of the Financial Reporting Standard 1 is included in the accounts of its parent undertaking, Lloyds Abbey Life plc.

Turnover comprises fees for the provision of marketing services to its immediate parent undertaking.

### **2 Turnover**

The Company's turnover, which the Directors consider is derived from one class of business, originates entirely in the UK.

### **3 Profit on Ordinary Activities before Taxation**

Profit before taxation is stated after charging:

|                        | 1994<br>£ | 1993<br>£ |
|------------------------|-----------|-----------|
| Staff Costs:           |           |           |
| Wages and Salaries     | 1,036,469 | 842,655   |
| Social Security Costs  | 92,493    | 76,784    |
| Pension Costs          | 31,298    | -         |
| Other Staff Costs      | 155,737   | 78,493    |
| Auditors' Remuneration | 1,000     | 1,000     |

No director received any emoluments in respect of his services to the Company, (1993:nil).

The average number of persons employed by the Company during the year was 77 (1993 : 75).

**4 Taxation**

|                 | 1994<br>£    | 1993<br>£    |
|-----------------|--------------|--------------|
| Corporation Tax | <u>1,650</u> | <u>2,987</u> |

Taxation on profit for the year is based on a United Kingdom corporation tax rate of 33%.

**5 Creditors: Amounts falling due within one year**

|                 | 1994<br>£    | 1993<br>£    |
|-----------------|--------------|--------------|
| Corporation Tax | <u>1,650</u> | <u>2,987</u> |

**6 Called Up Share Capital**

|  | 1994<br>£  | 1993<br>£  |
|--|------------|------------|
| Authorised: 100 shares of £1 each                    | <u>100</u> | <u>100</u> |
| Allotted, issued and fully paid: 2 shares of £1 each | <u>2</u>   | <u>2</u>   |

**7 Reconciliation of Movements in Shareholders' Funds**

|                              | 1994<br>£    | 1993<br>£    |
|------------------------------|--------------|--------------|
| Profit retained for the year | 3,350        | 6,063        |
| Opening Shareholders' Funds  | <u>6,065</u> | <u>2</u>     |
| Closing Shareholders' Funds  | <u>9,415</u> | <u>6,065</u> |

**8 Group Accounts**

The parent for the largest group of undertakings, for which group accounts are drawn up and of which the Company is a member, is Lloyds Bank plc. Copies of the account can be obtained from Lloyds Bank plc, 71 Lombard Street, London, EC3P 3BS.

The parent for the smallest group of undertakings for which group accounts are drawn up and of which the Company is a member, is Lloyds Abbey Life plc, a company incorporated in Great Britain and registered in England and Wales. Copies of the accounts can be obtained from Lloyds Abbey Life plc, 205 Brooklands Road, Weybridge, Surrey, KT13 0PE.

**9      Holding Company**

The Company is a wholly owned subsidiary of Lloyds Bank Insurance Services Limited, incorporated in England. The Company's ultimate parent company is Lloyds Bank plc, a company incorporated in Great Britain and registered in England and Wales.

**10     Approval of Accounts**

These accounts were approved by the Board of Directors on 31 January 1995.

## **STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are required by the Companies Act 1985 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 the profit or loss for the year. They consider that in preparing the financial statements on pages 3 to 7, the Company has used appropriate accounting policies, consistently applied and supported by reasonable and prudent judgements and estimates, and that all accounting standards which they consider applicable have been followed and the going concern basis is appropriate.

The directors have responsibility for ensuring that the Company keeps accounting records which disclose with reasonable accuracy the financial position of the Company and which enable them to ensure that the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

## **AUDITORS' REPORT**

**to the Shareholders of Lloyds Bank Insurance Services (Direct) Limited**

We have audited the financial statements on pages 3 to 7 which have been prepared under the historical cost convention and the accounting policies set out in Note 1.

### **Respective responsibilities of directors and auditors**

As described on page 8, the Company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.


### **Basis of opinion**

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

### **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 1994 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



Price Waterhouse  
Chartered Accountants  
and Registered Auditors

31 January 1995

Southwark Towers  
32 London Bridge Street  
London SE1 9SY.