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# **DATA INTEGRATION LIMITED**

## **Financial Statements**

**For the year ended 31 March 2007**

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# DATA INTEGRATION LIMITED

Financial statements for the year ended 31 March 2007

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# DATA INTEGRATION LIMITED

Directors, officers and advisers

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## **Directors**

S R Crumplin  
J S W Grazebrook  
G Lauder

## **Secretary and registered office**

J S W Grazebrook  
18 Northfields  
London  
SW18 1DD

## **Registered number**

2767639 (England and Wales)

## **Auditors**

Windsor Stebbing Marsh  
Pinnacle House  
17 - 25 Hartfield Road  
Wimbledon  
London  
SW19 3SE

## **Bankers**

Barclays Bank plc  
Technology and Telecoms Team  
Level 26  
1 Churchill Place  
London  
E14 5HP

# **DATA INTEGRATION LIMITED**

## **Directors' report for the year ended 31 March 2007**

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The directors present their report and the financial statements of the company for the year ended 31 March 2007.

### **Principal activity**

The principal activity of the company during the year was the supply, installation and support of data communication equipment

### **Review of the business**

During the year, the company's turnover and consequent profitability fell from the level achieved in 2006. This was caused by a number of factors, most significant of which was the high level of change within the company's sales team. Action has been taken to address this, and early in the new year a sales director had been appointed and the basis for a new sales team had been created. The directors are continually assessing the business risks that face the company, and will continue to take action when appropriate to mitigate them.

Although the company maintains an overdraft facility with its bankers, it retains sufficient working capital to manage its cashflow while resorting to only occasional drawdown on the overdraft. The company avoids the need to carry large stock of goods for resale, and endeavours to purchase goods as near as possible to the time of installation and sale in order to minimise the fluctuations that this causes in the cashflow through timing differences.

The company's policy on trade debtors is to manage credit risk by an initial assessment of the customer and by the regular monitoring of amounts outstanding. Our customers tend to be large companies or public sector organisations, so the risks inherent within the extension of credit tend towards slow receipt of payments rather than bad debts.

Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due.

The company monitors its commitments to buy and sell goods and services in foreign currencies and takes out appropriate forward currency contracts with its bank to hedge its general exposure.

### **Results and dividends**

The results for the year are shown on the profit and loss account on page 6. The profit for the year after taxation was £83,468 and retained loss after dividends was £471,532.

The directors do not recommend the payment of a final dividend. An interim dividend of £555,000 being £2.3125 per share was paid during the year (2006 - £300,000).

### **Directors**

The directors who served during the year were

S R Crumplin  
J S W Grazebrook  
G Lauder

# DATA INTEGRATION LIMITED

## Directors' report for the year ended 31 March 2007 (continued)

### 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 as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

- Select suitable accounting policies and then apply them consistently,
- Make judgements and estimates that are reasonable and prudent,
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act. It is also their responsibility to safeguard the assets of the company and hence to take reasonable steps to prevent and detect fraud and other irregularities.

### Directors' interests

The beneficial interests of the directors and their families in the share capital of the company were as follows:

	Ordinary shares of £0.10 each	
	<u>31 March 2007</u>	<u>1 April 2006</u>
S R Crumplin	136,780	136,780
J S W Grazebrook	55,830	55,830
G Lauder	24,445	24,445

### Political and charitable contributions

Various charitable contributions were made during the year totalling £750.


### Disclosure of information to auditors

To the knowledge and belief of the directors, there is no relevant information that the company's auditors are not aware of, and the directors have taken all the steps necessary to ensure the directors are aware of any relevant information, and to establish that the company's auditors are aware of the information.

### Auditors

A resolution to reappoint Windsor Stebbing Marsh as auditors of the company will be proposed at the forthcoming annual general meeting.

Signed on behalf of the board

  
J S W GRAZEBROOK  
Company Secretary

Approved by the Board on

12 June 07

# **DATA INTEGRATION LIMITED**

## **Independent auditors' report to the shareholders of Data Integration Limited**

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We have audited the financial statements of Data Integration Limited for the year ended 31 March 2007 which are set out on pages 6 to 16. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members 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 members those matters we are required to state to them in an auditor's 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 members 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 (United Kingdom Generally Accepted Accounting Practice).

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

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 of 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 opinion**

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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.

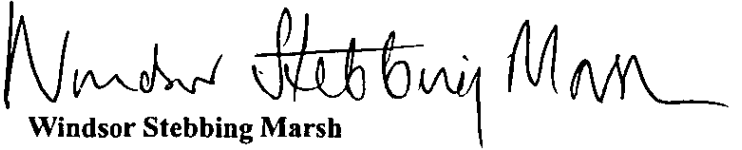
We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity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

# DATA INTEGRATION LIMITED

## Independent auditors' report to the shareholders of Data Integration Limited (continued)

### Opinion

In our opinion the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 March 2007 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985



**Windsor Stebbing Marsh**

**Registered Auditors and**

**Chartered Accountants**

**Pinnacle House**

**17 - 25 Hartfield Road**

**Wimbledon**

**London**

**SW19 3SE**

**15 June 2007**  
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# DATA INTEGRATION LIMITED

## Profit and loss account for the year ended 31 March 2007

	<i>Notes</i>	<u>2007</u> £	<u>2006</u> £
<b>Turnover</b>	2	8,639,339	11,753,345
Cost of sales		<u>5,095,167</u>	<u>7,393,163</u>
Gross profit		<u>3,544,172</u>	<u>4,360,182</u>
Administrative expenses		<u>3,312,365</u>	<u>3,284,926</u>
		<u>3,312,365</u>	<u>3,284,926</u>
<b>Operating profit</b>	3	231,807	1,075,256
Loss on disposal of fixed assets		<u>(189,925)</u>	-
<b>Profit on ordinary activities before interest</b>		41,882	1,075,256
Other interest receivable and similar income		43,450	37,127
Interest payable and similar charges	6	<u>(14)</u>	<u>(788)</u>
<b>Profit on ordinary activities before taxation</b>		85,318	1,111,595
Taxation on profit on ordinary activities	7	<u>1,850</u>	<u>337,022</u>
<b>Profit for the financial year</b>		83,468	774,573
Dividends	8	<u>555,000</u>	<u>300,000</u>
<b>Loss/(2006 retained profit) for the year</b>		<u>(471,532)</u>	<u>474,573</u>

None of the company's activities was acquired or discontinued during the above two years

There were no recognised gains nor losses other than those included in the profit and loss account

The notes on pages 9 to 16 form part of these financial statements

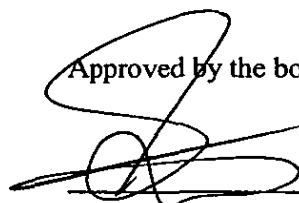


# DATA INTEGRATION LIMITED

Balance sheet at 31 March 2007

	<u>Notes</u>	<u>2007</u> £	<u>2006</u> £
<b>Fixed assets</b>			
Intangible assets	9	-	189,925
Tangible assets	10	129,662	174,038
		129,662	363,963
<b>Current assets</b>			
Stock	11	132,546	170,141
Debtors	12	2,077,039	4,290,621
Cash at bank and in hand		1,109,168	1,114,924
		3,318,753	5,575,686
<b>Creditors: amounts falling due within one year</b>	13	(2,146,844)	(4,101,950)
<b>Net current assets</b>		1,171,909	1,473,736
<b>Total assets less current liabilities</b>		1,301,571	1,837,699
<b>Provision for liabilities and charges</b>	14	325	(64,271)
		1,301,896	1,773,428
<b>Capital and reserves</b>			
Called up share capital	15	24,000	24,000
Share premium account	16	275,920	275,920
Capital redemption reserve	16	8,500	8,500
Profit and loss account	16	993,476	1,465,008
<b>Shareholders' funds</b>	17	1,301,896	1,773,428

Approved by the board of directors on 12 June 07 and signed on its behalf



S R Crumplin - Director

The notes on pages 9 to 16 form part of these financial statements

# DATA INTEGRATION LIMITED

## Cash flow statement for the year ended 31 March 2007

	<i>Notes</i>	<u>2007</u> £	<u>2006</u> £
<b>Operating activities</b>			
<b>Net cash flow from operating activities</b>	18a	873,955	250,717
<b>Returns on investments and servicing of finance</b>			
Interest and similar income received		43,450	37,127
Interest and similar charges paid		<u>(14)</u>	<u>(788)</u>
Net cash flow from returns on investments and servicing of finance		43,436	36,339
<b>Taxation</b>			
Corporation tax paid		(335,271)	(109,689)
<b>Capital expenditure</b>			
Payments to acquire tangible fixed assets		<u>(32,876)</u>	<u>(192,628)</u>
Net cash flow from investing activities		<u>(32,876)</u>	<u>(192,628)</u>
		549,244	(15,261)
Equity dividends paid		<u>(555,000)</u>	<u>(300,000)</u>
<b>Net cash flow before financing</b>		(5,756)	(315,261)
<b>Financing</b>			
Issue of ordinary share capital		-	37,300
Net cash flow from financing		<u>-</u>	<u>37,300</u>
<b>Decrease in cash</b>	18c	<u>(5,756)</u>	<u>(277,961)</u>

The notes on pages 9 to 16 form part of these financial statements.

# DATA INTEGRATION LIMITED

## Notes to the financial statements for the year ended 31 March 2007

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### 1 Accounting policies

#### a) Basis of accounting

The financial statements are prepared on the historical cost basis of accounting and have been prepared in accordance with applicable accounting standards.

#### b) Turnover

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

#### c) Software development

Software development costs are capitalised to the extent that they are expected to be recovered against future related turnover

Software development is amortised from the commencement of the commercial production of the product, and over the period from which the company expects to sell the product

#### d) 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

Software development	20%	per annum on a straight line basis
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#### e) Depreciation of tangible fixed assets

All fixed assets are initially recorded at cost

Depreciation is provided on all tangible fixed assets at rates calculated to write off the full cost or valuation less estimated residual value of each asset over its estimated useful life. The principal rates in use are

Leasehold improvements	over the life of the lease
Computer software	20% per annum on a straight line basis
Furniture and equipment	20% per annum on a straight line basis
Computer hardware	25% per annum on a straight line basis

#### f) Stocks

Stock and work in progress is valued at the lower of cost and estimated net realisable value

#### g) Deferred taxation

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

#### h) Foreign currency translation

Assets and liabilities in foreign currencies are translated into sterling at the rate 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.

#### i) Research and development expenditure

Research and development expenditure is written off in the year in which it is incurred

# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## j) Operating lease transactions

Rentals under operating leases are charged to the profit and loss account as they fall due.

## k) Pension scheme

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.

## 2 Turnover

The turnover and profit before taxation is attributable to the one principal activity of the company.

No exports were made by the company during the year.

## 3 Profit on ordinary activities before taxation

This is stated after charging

	<u>2007</u> £	<u>2006</u> £
Directors' remuneration	398,250	267,290
Staff costs	2,023,163	2,084,324
Total staff costs (note 4)	2,421,413	2,351,614
Depreciation of owned assets	74,014	57,437
Amortisation	3,239	49,575
Intangible fixed assets written off	189,925	-
Auditors' remuneration - Audit fee	5,750	5,750
Operating lease rentals - plant and equipment	-	3,066
Operating lease rentals - other assets	110,321	93,956
Net profit on foreign currency translation	<u>(109,647)</u>	<u>(17,777)</u>

## 4 Employee information

	<u>2007</u> £	<u>2006</u> £
<b>Staff costs:</b>		
Wages and salaries	2,058,792	2,032,074
Social security costs	314,346	275,903
Other pension costs	48,275	43,637
	<u>2,421,413</u>	<u>2,351,614</u>

The average number of persons employed during the year, including executive directors, was made up as follows

	<u>2007</u> Number	<u>2006</u> Number
Office and management	46	42

# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## 5 Directors' emoluments

	<u>2007</u> £	<u>2006</u> £
Emoluments	<u>410,341</u>	<u>278,653</u>

The above emoluments include benefits in kind amounting to £12,091 (2006 £11,363 )

The remuneration of the highest paid director was

Total emoluments (excluding pension contributions)	201,860	87,800
Company contributions to money purchase pension scheme	<u>3,200</u>	<u>6,400</u>
	<u>205,060</u>	<u>94,200</u>

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

Money purchase schemes	<u>2</u>	<u>2</u>
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Company contributions to money purchase pension schemes on behalf of the directors amounted to £10,012 (2006 12,400)

## 6 Interest payable and similar charges

	<u>2007</u> £	<u>2006</u> £
Bank interest payable	14	11
Other similar charges payable	<u>-</u>	<u>777</u>
	<u>14</u>	<u>788</u>

## 7 Tax on profit on ordinary activities

	<u>2007</u> £	<u>2006</u> £
Current tax		
United Kingdom corporation tax at 30%	66,446	335,285
Deferred tax	<u>(64,596)</u>	<u>1,737</u>
	<u>1,850</u>	<u>337,022</u>
<b>Factors affecting tax charge for the period</b>		
Profit on ordinary activities	<u>85,318</u>	<u>1,111,595</u>
Effects of		
Profit on ordinary activities by rate of tax of 30%	25,595	333,479
Depreciation in excess of capital allowances	65,234	(1,736)
Expenses not deductible for tax purposes	7,824	13,175
Tax effect of marginal relief	<u>(32,207)</u>	<u>(9,633)</u>
	<u>(64,596)</u>	<u>1,737</u>
Current tax charge for the year	<u>1,850</u>	<u>337,022</u>

# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## 8 Dividends

	<u>2007</u> £	<u>2006</u> £
<b>On equity shares:</b>		
Interim dividends paid	<u>555,000</u>	<u>300,000</u>

## 9 Intangible fixed assets

	<i>Software development</i> £
<b>Cost:</b>	
At 1 April 2006	246,404
Disposals	<u>(246,404)</u>
At 31 March 2007	-
<b>Amortisation:</b>	
At 1 April 2006	56,479
Released on disposal	<u>(56,479)</u>
At 31 March 2007	-
<b>Net book value:</b>	
At 31 March 2007	-
At 31 March 2006	<u>189,925</u>

The disposal relates to the development of computer software for the integration of different media such as television, telephone and the internet as part of a project undertaken by the company. The asset was written off in the year by the directors as the expected application of the software did not come to fruition.

## 10 Tangible fixed assets

	<i>Leasehold improvements</i> £	<i>Computer software</i> £	<i>Furniture and equipment</i> £	<i>Computer hardware</i> £	<i>Total</i> £
<b>Cost:</b>					
At 1 April 2006	40,697	86,517	136,753	156,115	420,082
Additions	<u>4,127</u>	<u>7,419</u>	<u>2,872</u>	<u>18,458</u>	<u>32,876</u>
At 31 March 2007	<u>44,824</u>	<u>93,936</u>	<u>139,625</u>	<u>174,573</u>	<u>452,958</u>
<b>Depreciation:</b>					
At 1 April 2006	15,529	52,774	105,856	71,885	246,044
Provision for the year	<u>20,674</u>	<u>12,537</u>	<u>9,076</u>	<u>34,965</u>	<u>77,252</u>
At 31 March 2007	<u>36,203</u>	<u>65,311</u>	<u>114,932</u>	<u>106,850</u>	<u>323,296</u>
<b>Net book value:</b>					
At 31 March 2007	<u>8,621</u>	<u>28,625</u>	<u>24,693</u>	<u>67,723</u>	<u>129,662</u>
At 31 March 2006	<u>25,168</u>	<u>33,743</u>	<u>30,897</u>	<u>84,230</u>	<u>174,038</u>

# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## 11 Stocks

	<u>2007</u> £	<u>2006</u> £
Finished goods	100,446	104,685
Maintenance stock	32,100	65,456
	<u>132,546</u>	<u>170,141</u>

## 12 Debtors

	<u>2007</u> £	<u>2006</u> £
Trade debtors	1,850,948	4,133,061
Other debtors	16,042	20,917
Amounts owed by related undertakings	-	1,516
Prepaid expenses and accrued income	210,049	135,127
	<u>2,077,039</u>	<u>4,290,621</u>

## 13 Creditors: amounts falling due within one year

	<u>2007</u> £	<u>2006</u> £
Trade creditors	1,007,888	2,470,419
Other creditors	40,053	2,341
Corporation tax	66,460	335,285
Other tax and social security	268,165	332,236
Accruals and deferred income	764,278	961,669
	<u>2,146,844</u>	<u>4,101,950</u>

## 14 Provisions for liabilities

	<u>2007</u> £	<u>2006</u> £
Accelerated capital allowances	(325)	64,271
Provision at start of year	64,271	
Deferred tax charge in profit and loss account for year (note 7)	(64,596)	
Provision at end of year	<u>(325)</u>	

# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## 15 Called-up share capital

	<u>2007</u> £	<u>2006</u> £
<b>Authorised</b>		
<b>Equity shares:</b>		
900,000 Ordinary shares of £0 10 each	90,000	90,000
100,000 Ordinary class B shares of £0 10 each	10,000	10,000
	<u>100,000</u>	<u>100,000</u>
<b>Allotted, called up and fully paid</b>		
<b>Equity shares:</b>		
240,000 Ordinary shares of £0 10 each (2006 240,000)	<u>24,000</u>	<u>24,000</u>

Ordinary class B shares are subject to the provision of the articles of the company. Ordinary class B shares have voting rights but are not entitled to any dividends

## 16 Reserves

	<i>Capital redemption reserve</i> £	<i>Share premium account</i> £	<i>Profit and loss reserve</i> £
At 1 April 2006	8,500	275,920	1,465,008
Loss for the year	-	-	471,532
At 31 March 2007	<u>8,500</u>	<u>275,920</u>	<u>993,476</u>

## 17 Reconciliation of movement in shareholders' funds

	<u>2007</u> £	<u>2006</u> £
Profit for the year	83,468	774,573
Dividends	(555,000)	(300,000)
New shares issued during the year	-	37,300
Net reduction in (2006 addition to) shareholders' funds	<u>(471,532)</u>	511,873
Shareholders' funds at 1 April 2006	<u>1,773,428</u>	<u>1,261,555</u>
Shareholders' funds at 31 March 2007	<u>1,301,896</u>	<u>1,773,428</u>



# DATA INTEGRATION LIMITED

Notes to the financial statements for the year ended 31 March 2007 (continued)

## 18 Notes to the cash flow statement

### a) Reconciliation of operating profit to net cash flow operating activities

	<u>2007</u> £	<u>2006</u> £
Operating profit	231,807	1,075,256
Depreciation charges	77,253	107,012
Decrease/2006 increase in stock	37,595	(57,300)
Decrease/2006 increase in debtors	2,213,582	(2,246,338)
Decrease/2006 increase in creditors	(1,686,282)	1,372,087
Net cash inflow from operating activities	<u>873,955</u>	<u>250,717</u>

### b) Analysis of change in net debt

	<u>Brought forward</u>	<u>Cash flows</u>	<u>Other changes</u>	<u>Carried forward</u>
Cash at bank and in hand	1,114,924	(5,756)	-	<u>1,109,168</u>

### c) Reconciliation of net cash flow to movement in debt

	<u>2007</u> £	<u>2006</u> £
Net decrease in cash	(5,756)	(277,961)
Net funds at 1 April 2006	<u>1,114,924</u>	<u>1,392,885</u>
Net funds 31 March 2007	<u>1,109,168</u>	<u>1,114,924</u>

## 19 Leasing commitments

### Operating leases

The company's annual commitments for rental payments under non-cancellable operating leases at 31 March 2007 were as set out below

	<u>Land and buildings</u> £	<u>2007</u> <u>Other</u> £	<u>Land and buildings</u> £	<u>2006</u> <u>Other</u> £
Operating leases which expire				
Within one year	25,000	3,165	-	-
Within two to five years	-	-	50,000	20,888
	<u>25,000</u>	<u>3,165</u>	<u>50,000</u>	<u>20,888</u>

## 20 Pensions

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

The pension cost and charge represents contributions payable by the company to the fund and amounted to £48,275 (2006 - £43,637).

# **DATA INTEGRATION LIMITED**

**Notes to the financial statements for the year ended 31 March 2007 (continued)**

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## **21 Related parties**

No transactions with related parties were undertaken such as are required to be disclosed under Financial Reporting Standard 8

## **22 Control**

The company was under the control of Mr S Crumplin, majority shareholder, throughout the current and previous year

# DATA INTEGRATION LIMITED

## Profit and loss account for the year ended 31 March 2007

	<u>2007</u> £	<u>2006</u> £
<b>Sales</b>	8,639,339	11,753,345
<b>Cost of sales</b>		
Opening stock and work in progress	170,141	112,841
Purchases	3,441,147	5,692,700
Direct costs	36,324	90,021
Discounts given	52,705	169,866
Carriage outwards	9,820	14,867
Training	4,160	325
Hosting costs	178,417	147,694
Cabling	20,965	177,644
Maintenance	1,310,073	1,147,199
Loss on sale of assets	-	(1,204)
Carriage and packing	3,961	11,351
	<u>5,227,713</u>	<u>7,563,304</u>
Closing stock and work in progress	132,546	170,141
	<u>5,095,167</u>	<u>7,393,163</u>
<b>Gross profit</b>	3,544,172	4,360,182
<b>Deduct: expenses</b>		
Establishment	190,528	166,553
Administration	2,631,522	2,584,227
Selling	393,026	370,780
Financial	20,050	57,142
Depreciation	77,253	107,012
	<u>3,312,379</u>	<u>3,285,714</u>
	231,793	1,074,468
<b>Exceptional items</b>		
Loss on disposal of fixed assets in continued operations	189,925	-
	<u>(189,925)</u>	-
	41,868	1,074,468
<b>Other income</b>		
Bank interest receivable	43,194	36,928
Other interest receivable	256	199
<b>Net profit before taxation</b>	<u>85,318</u>	<u>1,111,595</u>

# DATA INTEGRATION LIMITED

## Profit and loss account for the year ended 31 March 2007 (continued)

	<u>2007</u> £	<u>2006</u> £
<b>Establishment</b>		
Rent, rates and water	110,321	93,956
Light and heat	12,849	8,541
Insurance	36,894	41,895
Cleaning	10,819	8,633
Repairs and maintenance	19,645	13,528
	<u>190,528</u>	<u>166,553</u>
<b>Administration</b>		
Emoluments for services as directors	398,250	267,290
Wages and salaries	1,660,542	1,764,784
Employers NI	314,346	275,903
Employers pension costs	48,275	43,637
Staff welfare	8,411	4,733
Staff training	38,373	43,389
Staff recruitment	79,174	57,560
Telephone	67,546	79,917
Subscriptions	5,418	4,387
Postage and stationery	9,726	14,446
Equipment leasing charges	-	3,066
Equipment repairs and renewals	13,332	20,207
Sundry expenses	(11,871)	4,908
	<u>2,631,522</u>	<u>2,584,227</u>
<b>Selling</b>		
Commission	353	-
Motor expenses	156,303	163,158
Travelling	83,507	98,676
Entertaining	28,206	43,586
Charitable donations	750	-
Advertising	123,907	65,360
	<u>393,026</u>	<u>370,780</u>
<b>Financial</b>		
Bank interest payable	14	11
Other interest payable	-	777
Bank charges	2,927	4,168
Foreign currency gains	(109,647)	(17,777)
Bad debts	-	(18,442)
Audit fee	5,750	5,750
Accountancy and book-keeping fees	9,886	4,221
Legal and professional fees	111,120	78,434
	<u>20,050</u>	<u>57,142</u>
<b>Depreciation</b>		
Amortisation charge	3,239	49,575
Depreciation charge	74,014	57,437
	<u>77,253</u>	<u>107,012</u>