Report of the Directors and

Financial Statements

for the Year Ended 31 December 1997

<u>for</u>

CITIB@SE LIMITED



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### Company Information for the Year Ended 31 December 1997

DIRECTORS:

D M Joseph

I H Read

SECRETARY:

I H Read

REGISTERED OFFICE: Mount Manor House

16 The Mount Guildford Surrey GU2 5HS

REGISTERED NUMBER: 02767719

AUDITORS:

Pridie Brewster Registered Auditors Chartered Accountants Mount Manor House

16 The Mount Guildford

Surrey GU2 5HS

## Report of the Directors for the Year Ended 31 December 1997

#### THE BOARD'S STATEMENT

The directors are pleased to report that Citib@se turnover increased for the year to 31st December 1997 to £1.5 million up from £244,000 in 1996. Profit before tax over the same period climbed to £116,000 from £16,000 recorded in 1996.

This has been achieved thanks to a number of factors: two major business centre acquisitions concluded at the end of 1996, the development and successful application of efficient operating and marketing systems and the unremitting hard work of our centre managers and their teams.

In late 1996, the company completed the acquisition of a leasehold business centre, Vigilant House, neat to Victoria Station in London. The performance of Citib@se Victoria for the year was strong and exceeded directors' expectations, given the usual teething problems after acquisition.

In December 1996, the company was instrumental in setting up One St Colme Street Ltd to acquire an existing serviced office building in Edinburgh, which was totally refurbished in 1990. Citib@se Edinburgh, which operate within a prime freehold, New Town building, has flourished since acquisition, achieving its second year's forecast within the first year. The company holds a management contract which is incentivised and has benefited accordingly.

In December 1997, the company acquired a 20,000 sq. ft. leasehold business centre at the Aztec Centre, Aztec West Business Park, Bristol. Early indications are encouraging and Citib@se Aztec West is expected to increase the company's turnover by flm in 1998 and to enhance profitability further.

At Citib@se High Wycombe, the incentivised management contract continued to contribute to the profitability of the company.

Looking to the future, we believe that working practices within the UK will continue to evolve towards the type of flexible and cost-effective business accommodation and 'presence' solutions which we offer. Early on, in 1993, Citib@se realised the significance of the trends towards this way of working and we now find ourselves well placed to tap what we believe is a considerable reservoir of latent or unsatisfied demand.

The company plans to add to its national network of serviced office and business support centres but will only consider centre opportunities which fully meet its exacting criteria for quality and commercial potential. To this end, Citib@se is currently in discussion with owners of a number of existing business centres so as to grow the portfolio in 1998.

The board believes that its proven formula of marketing skills, operating systems and service philosophy can be applied to further centres to enhance client service, create fruitful business communities and to increase the overall level of return.

As importantly, our centre managers and their teams are empowered to address the individual needs of their clients and are themselves incentivised to perform. We believe that this has been another key ingredient in a highly successful year. We would like to thank all our staff for their efforts and support during 1997.

## Report of the Directors for the Year Ended 31 December 1997

The directors present their report with the financial statements of the company for the year ended 31 December 1997.

#### PRINCIPAL ACTIVITIES

The principal activities of the company in the year under review were those of property management and providing serviced office accommodation.

#### REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

Citib@ase creates and manages business communities, at the centre of which is sophisticated telephony. Associated with this is fully serviced accommodation and a range of support services, including board rooms, mailing and electronic communication.

Its clients are both commercial organisations and individual businesspeople choosing to work principally within the business communities or from their own premises while making use of Citib@se support.

The company's operations extend nationwide and are currently accessed through prime locations in the major commercial centres of London, Edinburgh and Bristol.

Citib@se is developing the national business in two principal ways. It will take on the operation of business centres directly and/or assemble groups of investors with a view to providing management expertise to acquire and run these centres.

#### DIRECTORS

The directors during the year under review were:

D M Joseph

I H Read

The beneficial interests of the directors holding office on 31 December 1997 in the issued share capital of the company were as follows:

~		
	31.12.97	1.1.97
Ordinary £1 shares		
D M Joseph	48	48
I H Read	48	48

## Report of the Directors for the Year Ended 31 December 1997

#### STATEMENT OF 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 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 judgments 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 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. They 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

The auditors, Pridie Brewster, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

This report has been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies.

ON BEHALF OF THE BOARD:

- DIRECTOR

I READ

Dated:

5 May 1998

## Report of the Auditors to the Shareholders of CITIB@SE LIMITED

We have audited the financial statements on pages six to eleven which have been prepared in accordance with the Financial Reporting Standard for Smaller Entities, under the historical cost convention and the accounting policies set out on page nine.

## Respective responsibilities of directors and auditors

As described on page three 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 judgments 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 1997 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Pridie Brewster
Registered Auditors
Chartered Accountants
Mount Manor House
16 The Mount
Guildford
Surrey GU2 5HS

Dated: 5 May 1998

## Profit and Loss Account for the Year Ended 31 December 1997

		31.12.97	31.12.96
	Notes	£	£
TURNOVER	2	1,519,600	243,895
GROSS PROFIT		1,519,600	243,895
Administrative expenses		1,411,400	228,547
OPERATING PROFIT	3	108,200	15,348
Interest receivable and			
similar income	4	7,365	680
PROFIT ON ORDINARY ACTI	VITIES		
BEFORE TAXATION		115,565	16,028
Tax on profit on ordina	rv		
activities	5	17,477	7,664
PROFIT FOR THE FINANCIA	L YEAR		
AFTER TAXATION		98,088	8,364
Retained profit brought	forward	34,262	900
		132,350	9,264
Negative goodwill writt	en off	-	24,998
RETAINED PROFIT CARRIED	TADIA DA	£132,350	£34,262
AGIAINED FROFII CARRIED	FORMARD	£±32,330	237,202

## Statement of Total Recognised Gains and Losses for the Year Ended 31 December 1997

•	31.12.97	31.12.96
	<del></del> £	
	T.	£
PROFIT FOR THE FINANCIAL YEAR	98,088	8,364
Negative goodwill on acquisition	-	24,998
TOTAL RECOGNISED GAINS AND LOSSES		~ ~ ~ ~ ~
RELATING TO THE YEAR	£98,088	£33,362

## Balance Sheet 31 December 1997

		31.1	2.97	31.12	2.96
	Notes	£	£	£	£
FIXED ASSETS:					
Intangible assets	6		1		_
Tangible assets	7		105,768		24,375
			105,769		24,375
CURRENT ASSETS:					
Debtors	8	325,234		227,135	
Cash at bank and in hand		312,505		125,727	
		637,739		352,862	
CREDITORS: Amounts falling					
due within one year	9	611,062		342,879	
NET CURRENT ASSETS:			26,677		9,983
TOTAL ASSETS LESS CURRENT					
LIABILITIES:			£132,446		£34,358
CAPITAL AND RESERVES:					
Called up share capital	10		96		96
Profit and loss account			132,350		34,262
Shareholders' funds.			£132,446		£34,358

These financial statements have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies and with the Financial Reporting Standard for Smaller Entities.

ON BEHALF OF THE BOARD:

I H Read - DIRECTOR

D M Jos<del>eph - DIRECTOR</del>

Approved by the Board on . S. May

5 May 1998

## Notes to the Financial Statements for the Year Ended 31 December 1997

## 1. ACCOUNTING POLICIES

### Accounting convention

The financial statements have been prepared under the historical cost convention and in accordance with the Financial Reporting Standard for Smaller Entities.

#### Turnover

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

#### Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in the previous year has been written off to reserves in the year after revaluing the fixtures, fittings and furniture to a fair value.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Plant and machinery etc - 15% on reducing balance

#### Deferred taxation

Provision is made at current rates for taxation deferred in respect of all material timing differences except to the extent that, in the opinion of the directors, there is reasonable probability that the liability will not arise in the foreseeable future.

#### 2. TURNOVER

The turnover and profit before taxation are attributable to both the principle activities of the company. Turnover relating to property management is £109,340 and turnover relating to the provision of serviced office accommodation is £1,410,260.

#### OPERATING PROFIT

The operating profit is stated after charging:

		31.12.97	31.12.96
		£	£
	Depreciation - owned assets	5,593	625
	Auditors' remuneration	3,500	3,500
	Directors' emoluments and other benefits etc	-	-
4.	INTEREST RECEIVABLE AND SIMILAR INCOME		
		31.12.97	31.12.96
		£	£
	Deposit account interest	7,365	680
		<b>-</b>	

## Notes to the Financial Statements for the Year Ended 31 December 1997

# 5. TAXATION

The	tax	charge	on	the	profit	on	ordinary	activities	for	the	year	was	as
foll	ows:												

	7	
UK Corporation Tax	17,477	7,664
	£	£
	31.12.97	31.12.96

UK Corporation Tax has been charged at 21% (1996 - 24%).

#### 6. INTANGIBLE FIXED ASSETS

COST:	£
Additions	1
At 31 December 1997	1
NET BOOK VALUE:	-
At 31 December 1997	1

Goodwill

Plant and

#### 7. TANGIBLE FIXED ASSETS

	machinery etc
	£
COST:	
At 1 January 1997	24,999
Additions	86,987
At 31 December 1997	111,986
DEPRECIATION:	
At 1 January 1997	625
Charge for year	5,593
At 31 December 1997	6,218
NET BOOK VALUE:	
At 31 December 1997	105,768
At 31 December 1996	24,375

## Notes to the Financial Statements for the Year Ended 31 December 1997

# 8. DEBTORS: AMOUNTS FALLING

8.	DEBTORS: AMOUNTS FALLING			
	DUE WITHIN ONE YEAR			
			31.12.97	31.12.96
			£	£
	Trade debtors		201,114	91,274
	Other debtors		<u>, -</u>	26,268
	Prepayments		43,706	109,593
	Accrued Income		52,385	_
	Insurance claim		28,029	_
			325,234	227,135
9.	CREDITORS: AMOUNTS FALLING			
	DUE WITHIN ONE YEAR			
			31.12.97	31.12.96
			£	£
	Bank loans and overdrafts		38,163	-
	Trade creditors		40,029	-
	Other creditors		10,169	19,215
	Deposits		206,608	131,973
	Taxation & social security		48,009	26,618
	Deferred Income		109,700	81,007
	Accrued expenses		158,384	84,066
			611,062	342,879
10.	CALLED UP SHARE CAPITAL			
	Authorised:			
	Number: Class:	Nominal	31.12.97	31.12.96
	1,000 Ordinary	value:	£	£
	1,000 Oldinary	£1	1,000	1,000
	Allotted iggred and fully and a			
	Allotted, issued and fully paid: Number: Class:	N	31 10 05	21 42 45
	Hambel. Class.	Nominal value:	31.12.97	31.12.96
	96 Ordinary	value: £1	£	£
	or o	TΙ	96	96 

### 11. TRANSACTIONS WITH DIRECTORS

The management fees of £140,000 in the financial statements were paid to two businesses in which the directors D M Joseph and I H Read both have an interest.