ASSOCIATED TECHNOLOGIES LIMITED

STATEMENT OF CONSOLIDATED ACCOUNTS

FOR THE YEAR ENDED

31ST DECEMBER 1996

COMPANY NUMBER: 2815753

A20 *AUJLX8N0* 63 COMPANIES HOUSE 11/08/98

REPORT OF THE DIRECTOR

The Director submits his report and the audited consolidated accounts for the year ended 31st December 1996.

RESULTS AND DIVIDENDS

The consolidated profit for the year after taxation amounted to £2,775,529 (1995 : £144,202).

PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal activity of the group is the supply of computer systems and equipment, specialising in retail EPOS systems.

Turnover during the year was £3,145,606.

In March 1996 the group disposed of its principal trading subsidiary, Smart Terminals Limited, to Torex plc.

POST BALANCE SHEET EVENTS

On 7th January 1997 the group disposed of its trading subsidiary, Ambridge Business Systems Limited to Torex plc.

On 18th April 1997 the company acquired 36 'A' Ordinary Shares in itself for a consideration equal to 460,000 10p shares in Torex plc. On that date the 36 'A' Ordinary Shares were cancelled.

On 1st January 1997 the company acquired Oxford International Publishers Limited. On that date that company acquired the trading activities, together with certain assets and liabilities including the stock of Berg Publishers Limited.

DONATIONS

The group made charitable donations during the year of £1,300.

There were no political contributions made by any group company during the year.

TAXATION

The Director is of the opinion that the company is a close company within the meaning of the Income and Corporation Taxes Act 1988.

SIGNIFICANT CHANGES IN FIXED ASSETS

As a result of the sale of Smart Terminals Limited, the company acquired a substantial shareholding in Torex plc. Details of this investment and movements in other tangible assets are disclosed in notes 8, 9 and 10 which form part of these accounts.

REPORT OF THE DIRECTOR

/...continued

DIRECTOR

The director of the company during the year and his interest in the shares of the company either directly or indirectly was :

Name

Class of Shares

Beginning and End of Year

C E Moore

'A'

864

There were no contracts of significance in which the director is or was materially interested either during or at the end of the financial year, except as set out in note 21 to these accounts.

AUDITORS

A resolution in accordance with Section 385 of the Companies Act 1985, for the reappointment of Messrs. F M C B, Chartered Accountants, as auditors of the company is to be proposed at the forthcoming Annual General Meeting.

By Order of the Board.

L Moore <u>Secretary</u>

3 July 1998

FOR THE FINANCIAL STATEMENTS

ASSOCIATED TECHNOLOGIES LIMITED

DIRECTOR'S RESPONSIBILITIES

Company law requires the director to prepare financial statements for each financial year which give a true and fair view of the state of the company and of the profit or loss of the company for that year. In preparing those financial statements, the director is 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 director is 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. He is 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.

 $\nu \sim \zeta$

3 July 1998

OF ASSOCIATED TECHNOLOGIES LIMITED

We have audited the financial statements on pages 4 to 16 which have been prepared under the historical cost convention and the accounting policies set out on page 8.

RESPECTIVE RESPONSIBILITIES OF DIRECTOR AND AUDITORS

As described on page 2 the company's director is 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 director in the preparation of the financial statements, 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 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 affairs of the Company and of the Group as at 31st December 1996 and of its results for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

FMCB

London

Chartered Accountants and Registered Auditor Hathaway House Popes Drive Finchley

N3 10F

10 August 1998

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE

YEAR ENDED 31ST DECEMBER 1996

	<u>Notes</u>		<u>1995</u>
Continuing Operations Discontinued Operations		2,432,206 713,400	1,572,926 4,074,917
TURNOVER	1	3,145,606	5,647,843
Cost of Sales		1,855,542	3,630,486
GROSS PROFIT		1,290,064	2,017,357
Administrative Costs Operating (Loss) Profit Continuing Operations	2	1,346,118 ======= (654)	1,696,846 ======= (203,975)
Discontinued Operations		(55,400)	524,486
			~~~~~~~
Interest Receivable less Interest		(56,054)	320,511
Payable	3	(9,025)	(59,268)
Exceptional Item	5	2,823,080	-
Profit of Associated Company	9	322,799	~
Profit on ordinary activities			
before taxation		3,080,800	261,243
Taxation	6	288,602	186,999
Profit on ordinary activities			
after taxation		2,792,198	74,244
Minority Interest in profit in the year		16,669	(83,958)
		2,775,529	158,202
Dividends paid	7	-	(14,000)
		<b></b>	
Retained Profit carried forward	16	£2,775,529	£144,202

There are no recognised gains and losses in 1996 or 1995 for the Group or Company other than the profit for the year.

The notes on pages 8 to 16 form part of these Accounts.

# CONSOLIDATED BALANCE SHEET AT 31ST DECEMBER 1996

FIXED ASSETS	<u>Notes</u>		<u>1995</u>
Tangible Assets Investments	8 9	1,121,862 2,281,318	714,277 - 
		3,403,180	714,277
CURRENT ASSETS			
Stocks Debtors Cash at Bank and in Han	11 93,1 12 1,095,1 nd 41,5	84 634, 36 225,	294 080
	1,229,9	- 400	271
CREDITORS			
Amounts falling due wi one year	thin 13 (2,035,6		
Net Current Liabilities		(805,759)	(269,200)
Total Assets less Current Liabilities		2,597,421	445,077
CREDITORS			
Amounts falling due as more than one year		-	(309,374)
NET ASSETS		£2,597,421	£135,703 ======
CAPITAL AND RESERVES			
Called up Share Capit Other Reserves Profit and Loss Accou Minority Interest	16	900 (618,114) 3,129,789 84,846  £2,597,421	900 (195,679) 284,167 46,315  £135,703
		========	

The notes on pages 8 to 16 form part of these Accounts.

The financial statements were approved on 3 July 1998.

Director

3 July 1998

# COMPANY BALANCE SHEET AT 31ST DECEMBER 1996

FIXED	ASSETS	<u>Notes</u>			<u>1995</u>
	Tangible Assets	8	794,292		95,000
	Investment in Associa	ted			
	Company	9	2,070,079		-
	Investment in				c 100
	Subsidiaries	10	36,424 		6,423
			2,900,795		101,423
CURRE	NT ASSETS				
	Debtors	12 1,685,16	51	726,175	
CREDI	TORS				
	Amounts falling due				
	within one year	13 (1,846,95	54)	(489,349)	
Net C	urrent Assets	<b></b>	(161,793)		236,826
NET A	ASSETS		£2,739,002		£338,249
<u>CAPI</u>	TAL AND RESERVES				
	Called up Share				
	Capital	15	900		900
	Profit and Loss				
	Account	16	2,738,102		337,349
			£2,739,002		£338,249
			=======		=======

The notes on pages 8 to 16 form part of these Accounts.

The financial statements were approved by the board on 3 July 1998.

E Moore / Director

# CONSOLIDATED CASH FLOW STATEMENT FOR THE

# YEAR ENDED 31ST DECEMBER 1996

	<u>Notes</u>		<u> 1995</u>
Operating (Loss) Profit Depreciation Loss on Disposal of Assets Debtors Stocks Creditors		(56,054) 19,303 1,495 (151,755) (18,141) 1,365,640	320,511 126,030 2,806 77,042 (188,578) 163,696
Net Cash Inflow from Operating Activities		£1,160,488	£501,507
Returns on Investments and Servicing of Finance			
Interest Received Interest Paid Interest element of finance leases  Net Cash Outflow from returns on Investments and Servicing of Finance	,	7,070 (16,095) -  £( 9,025)	7,625 (38,192) (28,701) 
Taxation		======================================	=======
Corporation Tax Paid  Investing Activities		£(38,226)	£(11,826)
Dividends Paid Payments to acquire tangible fixed assets Receipts from sales of tangible	1	(640,813)	(14,000) (406,668)
assets Receipts from sale of Smart Termir Limited	nals 17(a)	3,398 74,921	61,252
Net cash outflow from investing activities		(562,494)	(359,416)
NET CASH INFLOW BEFORE FINANCING		£550,743	£ 70,997
Financing			
Capital element of finance leases		- 	80,982  80,982
CASH AND CASH EQUIVALENTS	17 (b)	550,743	(9,985)
		£550,743	£70,997 ======

The notes on pages 8 to 16 form part of these Accounts.

# NOTES FORMING PART OF THE CONSOLIDATED ACCOUNTS FOR THE

#### YEAR ENDED 31ST DECEMBER 1996

#### 1. ACCOUNTING POLICIES

The accounting policies for the Group during the year are set out below.

The accounts have been prepared under the historical cost convention.

## Basis of Consolidation

The consolidated financial statements are of the Company and its subsidiaries made up to 31st December 1996. The results of subsidiaries acquired during the year are included from the effective date of acquisition. The results of subsidiaries disposed of during the year are included up to the date of disposal.

#### Depreciation

Depreciation is provided on all tangible fixed assets, except freehold land and buildings, at rates calculated to write off the cost of each asset over its expected useful life on a straight line basis:

Annual Rate

Plant and Machinery	20%
Fixtures and Fittings	20%
Vehicles	33%
Narrowboat	10%

#### Stocks

Stock and Work in Progress are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis.

#### Deferred Taxation

It is the intention of the company to continue trading and in so doing the company is pursuing a policy of constant replacement and renewals of its fixed assets. Taking, therefore, one year with another, the directors do not consider it necessary to provide for deferred taxation.

#### Turnover

Turnover represents total sales invoiced less credit notes, discounts and value added tax.

#### Pension Contributions

The costs of providing pensions for the company's employees are taken into account in arriving at the operating profit, in the year during which the company derives benefit from the employees services.

# NOTES CONTINUED

# Foreign Currency

Assets and Liabilities in foreign currencies are converted at the rate of exchange ruling at the Balance Sheet date.

2.	OPERATING PROFIT	<u>1996</u>	<u>1995</u>
	Operating Profit has been arrived at after accounting for:		
	Auditors Remuneration and Expenses Hire of Equipment Depreciation	£51,250 1,129 19,303 ======	£ 66,950 1,568 126,030 ======
3.	INTEREST		
	Receivable		
	Bank Interest	7,070	7,625
	<u>Payable</u>		
	a) On loans repayable within five years		
	Other Interest Hire Purchase Contracts	(16,095) -	(2,389) (28,701)
	b) On loans repayable in more than five years	-	(35,803)
		£(9,025)	£(59,268)

4.	DIRECTORS AND STAFF COSTS	<u>1996</u>	1995
	Remuneration of Directors:	<u>Number</u>	Number
	0 - £5,000	1	1
	£30,001 - £35,000	-	1
	Staff Costs	Group	<u>Group</u>
	Administration and Other	311,461	925,320
	Operations	72,574	340,532
		£384,035	£1,265,852
		=======	
	Average number of employees:	Number	Number
	Office and Administration	9	17
	Selling and Distribution	6 .	15
	Technical Support	17	41
	- ~		<del></del> -
		32	73
		===	===
	Dension Scheme		

#### Pension Scheme

The Company Pension Scheme is a defined contribution benefit scheme. The contributions paid during the year have been taken into account in arriving at the operating profit.

		========	=======
	Profit on Disposal of Subsidiary	£2,823,080	£ -
5.	EXCEPTIONAL ITEMS	<u>1996</u>	<u>1995</u>

On 18th March 1996 the company sold its entire interest in Smart Terminals Limited to Torex plc.

6.	TAXATION	<u>1996</u>	<u> 1995</u>
	Based on the adjusted profits for the year	Group	Group
	Corporation Tax @ 33% Adjustments in respect of previous years Share of Tax in Associated Company	177,219 (177) 111,560  £288,602	178,588 8,411 -  £186,999
		=======	=======

The Company is a close company within the meaning of the Income and Corporation Taxes Act 1988.

		======	======
	Ordinary Dividends Paid	£ -	£14,000
7.	DIVIDENDS	<u>1996</u> <u>Group</u>	<u>1995</u>

8.	TANGIBLE ASSETS	<u>Narrowboa</u>	<u>Lar</u>		l <u>Fittings</u>	s <u>Vehicles</u> S	<u>Total</u>
	Cost				Equipmen	<u>t</u>	
	At beginning of year Additions Disposals	35,000	608	3,082	32,731	-	869,732 640,813 (362,822)
	At end of the year	£35,000	1,020	,550	87,673	4,500	1,147,723
	<u>Depreciation</u>		=====	====	=======	=======	
	At beginning of year Charge for year Eliminated on Dispos	3,500		-	14,498	43,854 1,305 (43,786)	155,455 19,303 (148,897)
	At end of the year					1,373	
	Net Book Value	======	=====	====	:=== <b>=</b> =====		=======
	At 31st December 1996					3,127	
	At 31st December 1995					129,634	
	<u>Cost</u>			Lanc	_	OMPANY arrowboat	<u>Total</u>
	At beginning of year Additions				000	-	95,000
	Transfer from Subsid	iary			.082	35,000	608,082 95,000
	At end of year					35,000	-
	<u>Depreciation</u>			====	======	========	=======
	At beginning of year Charge for year Transfer from Subsid	iary			- - -	- 3,500 290	- 3,500 290
	At end of year			 £		- <b></b> 3,790	3,790
	Net Book Value			=====	=======	======	
	At 31st December 1990	5	:			31,210 =======	-
	At 31st December 1999	5	,	£ 95,		-	95,000 ======

		========
		£2,281,318
	Share of Profit in year	211,289
	Additions	2,070,029
	- 221. (	
9.	INVESTMENT IN ASSOCIATED COMPANY	<u>1996</u>
Δ.	TAITED CONTRACTOR TAY A COMMENTATION CONTRACTOR	100

On 18th March 1996 the company acquired 6,677,675 ordinary 10p shares in Torex plc as part of the consideration for the sale of Smart Terminals Limited. The market value of these shares at 31st December 1996 was £3,221,978.

10.	INVESTMENT IN SUBSIDIARIES				
	At beginning of year Acquired during the yea Disposal in year	r			6,423 280,001 (250,000)
	At end of year (see note 20)				£36,424
11.	STOCKS	1996 Group £93,187		<u>1995</u> <u>Group</u>	
	Raw Materials and Finished Goods			£620,897	
12.	<u>DEBTORS</u>	<u>1996</u> <u>Group</u>	<u>1995</u> <u>Group</u>	<u>1996</u> <u>Company</u>	<u>1995</u> Company
	Due within one year				
	Trade Debtors Other Debtors Prepayment and Accrued	-	521,716 84,557	- 68,224	- 7,614
	Income Amounts owed by group	25,553	28,021	-	-
	companies Dividends Receivable	<del></del> -	<u>-</u>	866,937 -	148,561 570,000
	Deferred Consideration	250,000	_	250,000	
	Due after one year	595,184	634,294	1,185,161	726,175
	Deferred Consideration	500,000	-	500,000	-
		,095,184	•		
	==		=======	========	=======

The Deferred Consideration arises from the sale of Smart Terminals Limited to Torex plc. It is payable in equal instalments on 1st January 1997, 1998 and 1999.

13.	CREDITORS - Amounts falli due within one year	ng <u>1996</u> <u>Group</u>	<u>1995</u> <u>Group</u>	<u>1996</u> Company	1995 Company
			<u></u>	<u></u>	<u>Jompany</u>
	Bank Overdraft	-	-	12,357	58,979
	Trade Creditors	218,002	=	106,518	15,862
	Customer Deposits	-	323,020	-	-
	Hire Purchase Creditor Taxation and Social	-	71, <b>1</b> 41	-	<del>-</del>
	Security	15,484	21 020		
	Directors Current Account		•		_
	Other Creditors	51,615			8,559
	Accruals	49,577		3,500	
	Corporation Tax	173,582			•
	Amounts owed to group		·	•	-,
	companies	-	-	394,581	394,839
	Amounts owed to Associate	d			
	company	319,519	-	-	-
				£1,846,954	•
		========			=======
14.	CREDITORS - Amounts falli	ng due afte	<u>r 199</u>	96	<u>1995</u>
	more than one		Gro		Group
		<u></u>		<del>- • ·</del>	
	Mortgage			_	261,643
	Hire Purchase Creditors			-	47,731
			£	-	£309,374
			======	==	======
	7001	<b>D</b>			
	Analysis of changes in Hi contracts during the yea				
	concraces during the year	± •			
	At beginning of year		118,8	72	75,914
	Additions			_	123,940
	Disposals (see note 17(	a)	(118,87	72)	
				-	199,854
	Capital element of hire	purchase			
	payments			-	(80,982)
	74 and at				
	At end of year		£	-	£118,872
			======	==	======
15.	SHARE CAPITAL		<u>1996</u>	5	<u> 1995</u>
			Group		Group and
			Compa		Company
				<del></del>	
	Authorised: 900 'A'		90	00	900
	50 'B'		!	50	50
	50 'C'			50	50
			£1,00		£1,000
			====		=====
	Issued and Fully Paid: 90	0 'A' share	s		
	of £1 eac			00	£ 900
			====:		=====

16.	RESERVES	<u>Arising</u>	Minorit	•		Company	
		<u>on</u>	<u>Interes</u>	st and Los	ss Reserves		
	<u>Group</u>	Consolidatio	<u>n</u>	<u>Accoun</u>	<u>t</u>		
	At beginning of						
	year	(195,679)	46,315	284,167	134,803	337,349	
	On Acquisition	(61,491)	31,481	30,010	-	-	
	On Disposal	(360,944)	(9,619)	40,083	(330,480)	-	
	Profit in year	-	-	2,792,198	2,792,198	2,400,753	
	Minority Interest						
	in profit	_	16,669	(16,669)	-	-	
		£(618,114)	84,846	3,129,789	2,596,521	2,738,102	
			=======		=========	========	

# 17(a). SALE OF SMART TERMINALS LIMITED

Fixed Assets Stocks Debtors Creditors Hire Purchase Creditors Reserves Profit on Disposal Cash Retained by Smart Terminals Limited	209,032 545,851 383,407 (1,089,663) (118,872) (330,479) 2,823,080 472,644 
Satisfied by	
Investment in Shares Deferred Consideration	2,070,079 750,000  2,820,079
Cash Received	74,921 £2,895,000

17 (b) . CASH AND CASH EQUIVALENTS	<u>Bank</u>	Mortgage	<u>Group</u>
	£	£	£
At 31st December 1995	(225,080)	261,643	36,563
At 31st December 1996	41,536	-	41,536
Retained by Smart Terminals	Limited 472,644	-	472,644
Movement in year	£ 289,100	£261,643	£550,743

# 18. <u>CONTINGENT LIABILITIES</u>

The company has entered into cross guarantees with its subsidiaries in respect of the groups facilities with Lloyds Bank PLC.

#### 19. <u>FINANCIAL COMMITMENTS</u>

The Group has entered into a number of operating leases in respect of the premises from which it trades. The annual commitment in respect of these leases is as follows:-

			<u>1996</u>	1995
(	Cancellable within one ye Cancellable within one to Cancellable within two to	two years	- - - - £ -	1,560 13,750 11,530  £26,840
20. <u>s</u>	SUBSIDIARY COMPANIES	Share Type	Percentage Held	Business Activity
	Ambridge Business Systems Limited	Ordinary	100%	Computer Equipment Suppliers
Ć	CSL (International) Limited	'A' Ordinary	100%	Dormant
7	VSW Instruments Limited	'A' Ordinary	100% 100%	Dormant
S	Sales and Merchandising Services Limited	Ordinary	80%	Dormant
(	Quality Network Solutions Limited	Ordinary	76%	Dormant
1	AT Properties Limited	Ordinary	100%	Dormant
1	AT Investments Limited	Ordinary	100%	Dormant
I	Brandexpert Limited	Ordinary	83 1/3%	Property Holding Company

On 20th October 1996 the company acquired the remaining share capital of VSW Instruments Limited.

#### Subsidiary Companies of Brandexpert Limited

Roseset Limited	Ordinary	100%	Dormant
Smart Terminals			
(Installations) Limited	Ordinary	100%	Dormant
Smart Terminals			
(Networks) Limited	Ordinary	100%	Dormant

All of the above companies are Incorporated in England.

# 21. TRANSACTIONS INVOLVING DIRECTORS

The Group paid fees of £21,000 (1995 : £49,333) to Lytham Enterprises, a company in which C E Moore is a director and shareholder.

The Group paid fees of £266,000 to Broughton Associates Limited, a company in which M Carrotte and C Heggadon are directors. Messrs M Carrotte and C Heggadon are shareholders in the Company.

These fees were paid for the provision of directors services.

On 18th March 1996 the Group sold its entire investment in Smart Terminals Limited to Torex plc. Following this acquisitions, C E Moore became a director of Torex plc.

The company holds a 28% stake in Torex plc.