#### **Dutton Moore Atkin Gilbert**

#### RMA (HOLDINGS) LIMITED

#### FINANCIAL STATEMENTS AND REPORTS

FOR THE YEAR ENDED 31ST DECEMBER, 1999

Company Number 2890236



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#### REPORT OF THE DIRECTORS FOR THE YEAR

#### **ENDED 31ST DECEMBER, 1999**

The directors present their report and the audited financial statements of the company and group for the year ended 31st December, 1999.

#### **Principal Activity**

The principal activity of the group remains that of life, pensions and general insurance broking.

#### Review of the Business

Details of the results for the year are set out in the attached statements and reports.

The directors consider the state of affairs of the company and group to be satisfactory.

#### Dividends

Preference dividends of £10,500 (1998-£17,673) have been paid during the year and ordinary dividends of £71,325 (1998-£66,350) are proposed, leaving a retained profit of £57,815 (1998 - £87,683) to be taken to reserves.

#### **Directors and their Interests**

The following are the persons who have served as directors during the year together with their interests in the company:

|                         | £1 Ordin<br>1999 | ary Shares<br>1998 |  |
|-------------------------|------------------|--------------------|--|
| R.S. Johnson (Chairman) | 7,098            | 7,098              |  |
| C.S. Beaumont           | 7,098            | 7,098              |  |
| I.G. Logan              | 7,098            | 7,098              |  |
| J.W. Marshall           | 7,098            | 7,098              |  |
| J.D. Mutch              | 7,098            | 7,098              |  |

None of the directors had any interest in the share capital of other group companies.

#### **Auditors**

A resolution to re-appoint Messrs. Dutton Moore Atkin Gilbert as auditors will be put to the members at the Annual General Meeting in accordance with Section 384 of the Companies Act 1985.

BY ORDER OF THE BOARD

R.N. GILLINGWATER COMPANY SECRETARY

HULL 24<sup>th</sup> JULY, 2000

### AUDITORS' REPORT TO THE SHAREHOLDERS' OF RMA (HOLDINGS) LIMITED

We have audited the financial statements on pages 4 to 20 which have been prepared under the historical cost convention and the accounting policies set out on page 7.

#### Respective responsibilities of the directors and auditors

As described on page 3 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 significance 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 and the group's affairs as at 31st December, 1999 and of its profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**DUTTON MOORE ATKIN GILBERT** 

Jutton Non Athin Silbort

CHARTERED ACCOUNTANTS AND

REGISTERED AUDITORS

HULL 24<sup>th</sup> JULY, 2000

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#### 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:

- a) select suitable accounting policies and then apply them consistently;
- b) make judgements and estimates that are reasonable and prudent;
- c) state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- d) 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 of fraud and other irregularities.

#### CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR

#### **ENDED 31ST DECEMBER, 1999**

|   | Notes | 1999                | 1998                |
|---|-------|---------------------|---------------------|
| Turnover  | 2     | 2,287,962           | 2,345,235           |
| Administrative Expenses                           |       | (2,110,574)         | (2,163,250)         |
| Operating Profit                                  | 3     | 177,388             | 181,985             |
| Interest Receivable                               | 4a    | 37,461              | 40,713              |
| Interest Payable                                  | 4b    | (14,293)            | (30,800)            |
| Profit on Ordinary Activities,<br>before Taxation |       | 200,556             | 191,898             |
| Tax on Profit on Ordinary Activities              | 5     | (60,916)            | (20,192)            |
| Profit on Ordinary Activities, after Taxation     |       | 139,640             | 171,706             |
| Dividends   | 6     | (81,825)            | (84,023)            |
| Retained Profit for the Financial Year            | r     | 57,815              | 87,683              |
| Retained Profits, brought forward                 |       | 152,361             | 134,678             |
| Transfer to Capital Redemption Rese               | erve  | 210,176<br>(70,000) | 222,361<br>(70,000) |
| Retained Profits, carried forward                 |       | £140,176            | £152,361            |
|   |       |                     |                     |

All of the activities undertaken by the company during 1999 and 1998 are continuing activities.

The company has no recognised gains or losses for 1999 and 1998 other than those included in the profit and loss account, therefore no separate statement of total recognised gains and losses is required.

In accordance with the exemption allowed under S.230 of the Companies Act 1985, as amended, the company's profit and loss account is not separately presented.

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#### BALANCE SHEET AS AT 31ST DECEMBER, 1999

|   |       | G           | Group       | Co                                      | mpany       |
|---|-------|-------------|-------------|---|-------------|
|   | Notes | 1999        | 1998        | 1999                                    | 1998        |
| FIXED ASSETS  |       |             |             |   |             |
| Intangible Assets                                       | 7     | 733,092     | 916,806     | -                                       | -           |
| Tangible Assets   | 8     | 256,533     | 234,808     | -                                       | -           |
| Investments   | 9     | 4,220       | 4,220       | 1,301,438                               | 1,298,438   |
|   |       | £993,845    | £1,155,834  | £1,301,438                              | £1,298,438  |
| CURRENT ASSETS  |       |             |             |   |             |
| Debtors   | 10    | 990,756     | 1,115,264   | 20,775                                  | 49,390      |
| Cash at Bank and in Hand                                |       | 622,809     | 520,320     | -                                       | 19,950      |
|   |       | 1,613,565   | 1,635,584   | 20,775                                  | 69,340      |
| CREDITORS: amounts falling due                          |       | 1,015,505   | 1,000,001   | 20,773                                  | 0,5010      |
| within one year   | 11a   | (1,900,103) | (2,072,899) | (941,513)                               | (987,078)   |
| Net Current Liabilities                                 |       | £(286,538)  | £(437,315)  | £(920.738)                              | £(917,738)  |
| 2.00 9 4.1.1.20 4.400                                   |       |             |             | ======================================= |             |
| Total Assets less Current Liabilities                   |       | 707,307     | 718,519     | 380,700                                 | 380,700     |
| CDEDITODS: amounts folling due                          |       |             |             |   |             |
| CREDITORS: amounts falling due after more than one year | 11b   | (74,431)    | (73,458)    | -                                       | -           |
| Provisions for Liabilities and Charges                  | 15    | (112,000)   | (112,000)   | -                                       | -           |
|   |       |             |             |   | <del></del> |
|   |       | £520,876    | £533,061    | £380,700                                | £380,700    |
| CARTELL AND DESCRIPTION                                 |       |             |             | <del></del>                             |             |
| CAPITAL AND RESERVES                                    | 10    | 100 500     | 100 700     | 100 700                                 | 100 700     |
| Called Up Share Capital                                 | 17    | 120,700     | 190,700     | 120,700                                 | 190,700     |
| Capital Redemption Reserve                              |       | 260,000     | 190,000     | 260,000                                 | 190,000     |
| Profit and Loss Account                                 |       | 140,176     | 152,361     | -                                       | ~           |
|   |       | ·····       |             |   | <del></del> |
| Shareholders' Funds                                     | 18    | £520,876    | £533,061    | £380,700                                | £380,700    |
|   |       | <u> </u>    |             |   |             |

Approved on Behalf of the Board

R.S. Johnson Director

Dated: 24th July, 2000

The notes on pages 6 to 20 form part of these accounts.

#### CONSOLIDATED CASH FLOW STATEMENT

#### FOR THE YEAR ENDED 31st DECEMBER, 1999

| Not Coal Inflow from   | Note        | 1999                 | 1998        |
|--|-------------|----------------------|-------------|
| Net Cash Inflow from Operating Activities                              | 21(a)       | 274,389              | 527,828     |
| Return on Investments and  |             |                      |             |
| Servicing of Finance   | 21(b)       | 16,168               | (7,760)     |
| Taxation   | 21(e)       | (10,877)             | (137,384)   |
| Capital Expenditure and Financial                                      |             |                      |             |
| Investment   | 21(c)       | 145,443              | 14,565      |
| Equity Dividends Paid  |             | (80,485)             | (92,849)    |
| Financing  | 21(d)       | (242,149)            | (265,363)   |
|  |             |                      |             |
| Increase in Cash in the Year   | 21(f)       | £102,489             | £ 39,037    |
|  |             |                      | =           |
| RECONCILIATION OF NET CASI   | H FLOW TO I | MOVEMENT IN NET DEBT |             |
| Increase in Cash in the Year   |             | 102,489              | 39,037      |
| Cash Outflow from Decrease in Debt a Hire Purchase Financing Agreement | ina         | 172,149              | 195,363     |
|  |             | <del></del>          |             |
| Change in Net Debt resulting from Cas                                  | sh Flow     | 274,638              | 234,400     |
| Hire Purchase Agreements   |             | (114,032)            | (102,194)   |
| Movement in Net Debt in Year   |             | 160,606              | 132,206     |
| Net Funds at 1st January, 1999   |             | 339,008              | 206,802     |
|  |             |                      | <del></del> |
| Net Funds at 31st December, 1999                                       | 21(f)       | £499,614             | £339,008    |

#### NOTES TO THE ACCOUNTS

#### FOR THE YEAR ENDED 31ST DECEMBER, 1999

#### 1. Principal Accounting Policies:

The financial statements have been prepared in accordance with applicable Accounting Standards in the United Kingdom. A summary of the more important accounting policies, which have been applied consistently, is set out below.

#### **Basis of Accounting**

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- a) Accounts have been prepared under the historical cost convention.
- b) Turnover represents brokerage and commissions receivable by the company during the year. Credit is taken for general brokerage when the debit note is raised. Life and pensions commission is recognised at the onset of the policy.

Provision is made to recognise potential clawbacks in respect of policies written on indemnity terms and policies due for renewal in the following financial year.

- c) Goodwill arising from the acquisition of insurance broking businesses is treated as an intangible fixed asset and amortised over 20 years.
- d) **Fixed Assets** are included at cost. Depreciation is provided at rates calculated to write off all tangible fixed assets over their estimated useful lives. The rates applied are as follows:

Fixtures and Fittings 10% on cost
Motor Vehicles 25% reducing balance
Computer Equipment 25% on cost

#### e) Deferred Taxation

Provision for deferred tax liability is only made when there is reasonable probability that a liability will crystallise in the foreseeable future.

#### f) Hire Purchase Agreements

Assets obtained under hire purchase agreements are capitalised in the balance sheet and are depreciated over their useful lives. The interest element is charged to the profit and loss account over the period of the agreement.

#### g) Loan Finance

Loans are stated net of the costs of raising loan finance. These costs are amortised on a straight line basis over the period of the loans, the charge being made at each repayment date.

#### h) Pensions

The company operates a pension scheme providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the company, being invested in insurance policies.

Contributions to the scheme are made in accordance with the advice of an independent qualified actuary and are charged to the accounts in the year in which they fall due.

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 2. Turnover

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Turnover as defined in note 1(b) and pre-tax profit are attributable to the principal activity as detailed in the Directors' Report.

| Operating Profit   | 1999                | 1998               |
|--|---------------------|--------------------|
| a) This is stated after charging:                          |                     |                    |
| Depreciation   | £67,867             | £60,737            |
| Amortisation   | £56,784             | £58,016            |
| Auditors' Remuneration Directors' Remuneration (see below) | £12,500<br>£418,323 | £9,000<br>£359,796 |
| Operating Leases   | £81,850             | £80,850            |
| Pension Review Provision (Note 15)                         | £50,273             | £110,515           |
| b) Directors' Emoluments                                   |                     |                    |
| Salaries   | 297,874             | 281,430            |
| Fees   | 30,000              | -                  |
| Benefits in Kind   | 31,525              | 25,641             |
| Employer's National Insurance                              | 35,199              | 30,210             |
| Pension Scheme Contributions                               | 23,725              | 22,515             |
|  | <del></del> _       | <del></del>        |
|  | £418,323            | £359,796           |
|  | <del>=</del> ==     |                    |

Five directors (1998 - five) have retirement benefits accruing under defined benefit pension schemes.

The highest paid director received emoluments of £79,848 (1998 - £63,623).

#### c) Staff Costs

| Wages and Salaries<br>Employer's NIC | 769,390<br>68,195 | 792,346<br>66,501 |
|--------------------------------------|-------------------|-------------------|
|                                      |                   |                   |
|                                      | £837,585          | £858,847          |
|                                      |                   |                   |

The average number of people employed during the year, excluding directors was:

|                   | 1999 No. | 1998 No. |
|-------------------|----------|----------|
| Insurance Broking | 50       | 48       |
| Administration    | 11       | 9        |
|                   | _        |          |
|                   | 61       | 57       |
|                   | =        | =        |

#### NOTES TO THE ACCOUNTS (CONTINUED)

| 4. | Interest Receivable and Payable   | 1999             | 1998             |
|----|---|------------------|------------------|
|    | a) Interest Receivable  |                  |                  |
| •  | Bank Interest<br>Interest on Corporation Tax Refunds  | 37,461           | 39,610<br>1,103  |
|    |   | £37,461          | £40,713          |
|    | b) Interest Payable   | <del></del>      |                  |
|    | Bank Interest<br>Hire Purchase Interest   | 5,767<br>8,526   | 23,543<br>7,257  |
|    |   | £14,293          | £30,800          |
| 5. | Tax on Profit on Ordinary Activities  |                  |                  |
|    | This is made up as follows:   |                  |                  |
|    | Corporation Tax on adjusted profits for the year at 20.25% Adjustments for earlier years                          | 56,207           | 63,526           |
|    | Corporation Tax   | 4,709            | (43,334)         |
|    |   | £60,916          | £20,192          |
|    |   | <del></del>      | =                |
| 6. | Dividends   |                  |                  |
|    | Paid-Non Equity Shares  | 10,500           | 17,673           |
|    | Ordinary-Paid @ £1.35 per share (1998-£1.31 per share) 'A' Ordinary-Paid @ £1.54 per share (1998-£1.31 per share) | 47,912<br>23,413 | 46,445<br>19,905 |
|    |   | £81,825          | £84,023          |
|    |   | <del></del>      | <del></del>      |

#### NOTES TO THE ACCOUNTS (CONTINUED)

| 7. | Intangible Assets   | Goodwill                      |
|----|---|-------------------------------|
|    | Cost  |                               |
|    | At 1 <sup>st</sup> January, 1999<br>Disposals                                       | 1,160,309<br>(147,880)        |
|    | At 31st December 1999   | £1,012,429                    |
|    | Amortisation  |                               |
|    | At 1 <sup>st</sup> January, 1999<br>Charge for the Year<br>Written Back Re Disposal | 243,503<br>56,784<br>(20,950) |
|    | At 31 <sup>st</sup> December, 1999  | £279,337                      |
|    | Net Book Value  |                               |
|    | At 31 <sup>st</sup> December, 1999  | £733,092                      |
|    | At 31 <sup>st</sup> December, 1998  | £916,806                      |

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 8. Tangible Assets

|   | Office<br>Furniture<br>and<br>Equipment | Motor<br>Vehicles             | Total                          |
|---|---|-------------------------------|--------------------------------|
| Cost  |   |                               |                                |
| At 1 <sup>st</sup> January, 1999<br>Additions during the Year<br>Disposals at Cost        | 169,666<br>51,050                       | 252,567<br>70,522<br>(83,689) | 422,233<br>121,572<br>(83,689) |
| As at 31 <sup>st</sup> December, 1999   | £220,716                                | £239,400                      | £460,116                       |
| Depreciation  |   |                               |                                |
| At 1 <sup>st</sup> January, 1999<br>Added this Year<br>Eliminated in respect of disposals | 110,539<br>15,326                       | 76,886<br>48,286<br>(47,454)  | 187,425<br>63,612<br>(47,454)  |
| As at 31st December, 1999   | £125,865                                | £77,718                       | £203,583                       |
| Net Book Value  |   |                               |                                |
| At 31 <sup>st</sup> December, 1999  | £94,851                                 | £161,682                      | £256,533                       |
| At 31 <sup>st</sup> December, 1998  | £59,127                                 | £175,681                      | £234,808                       |

Included in the total net book value of motor vehicles is £161,682 (1998 - £164,767) and of computer equipment is £40,955 (1998 - £Nil) in respect of assets acquired under hire purchase agreements. Depreciation charged on such assets is £39,719 (1998 - £40,957) and £2,555 (1998 - £Nil) respectively.

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 9 Investments

|   |   |                      | Group  | Company                                 |
|---|---|----------------------|--------|---|
|   | Listed on<br>recognised<br>Stock Exchange | Other<br>Investments | Total  | Shares in<br>Subsidiary<br>Undertakings |
| Cost  |   |                      |        |   |
| At 31 <sup>st</sup> December, 1998<br>Additions during the Year | 1,035                                     | 3,185                | 4,220  | 1,298,438<br>3,000                      |
|   |   | <del></del>          |        |   |
| At 31st December, 1999  | £1,035                                    | £3,185               | £4,220 | £1,301,438                              |
|   |   |                      | ===    |   |

The market value of listed investments at 31st December, 1999 was £12,104 (1998 - £7,244).

| Subsidiary Undertakings  | Country of<br>Registration and<br>Incorporation | Nature<br>of Business         | Holding of<br>Ordinary<br>Shares |
|--|---|-------------------------------|----------------------------------|
| Penmarch Limited   | England   | Holding of Investment         | 100%                             |
| Rockpride Limited  | England   | Holding of Investment         | 100%                             |
| J. Rixon Matthews & Appleyard Limited P.M. Elliott & Company Limited | England<br>England                              | Insurance Broking Non-trading | $100\% \\ 100\%$                 |

Rockpride Limited is held by a subsidiary undertaking.

The entire shareholding of J. Rixon Matthews and Appleyard Limited was transferred at its book value of £3,000 from Rockpride Limited on 17<sup>th</sup> November, 1999.

Subsequent to the financial year end the entire shareholding of J. Rixon Matthews & Appleyard Limited was transferred at the same book value of £3,000 to Penmarch Limited.

Penmarch Limited made a profit for the year of £151,825 (1998-£154,023) and at the year end had capital and reserves of £2,141,878 (1998-£2,141,878).

Rockpride Limited made a profit for the year of £Nil (1998-£154,023) and at the year end had capital and reserves of £10,000 (1998-£10,000).

J. Rixon Matthews & Appleyard Limited made a profit for the year of £162,012 (1998-£219,328) and at the year end had capital and reserves of £648,460 (1998-£638,273).

P.M. Elliot & Co. Limited did not trade during the year. At the year end it had capital and reserves of £(25,250) (1998-£(25,250).

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 10. Debtors

| 10. Debuts  | Group      |   | Company     |             |
|---|------------|---|-------------|-------------|
|   | 1999       | 1998                                    | 1999        | 1998        |
| Trade Debtors                                       | 896,738    | 997,503                                 | <b>-</b>    | _           |
| Amounts due from Group Undertaki                    | •          | <del>-</del>                            | 20,775      | 20,775      |
| Corporation Tax                                     | -          | 43,334                                  | -           | , <u>-</u>  |
| Prepayments and Accrued Income                      | 46,556     | 44,588                                  | -           | -           |
| Other Debtors                                       | 47,462     | 1,224                                   | -           | _           |
| Advance Corporation Tax Recoveral                   | ble -      | 28,615                                  | -           | 28,615      |
|   |            |   |             | <del></del> |
|   | £990,756   | £1,115,264                              | £20,775     | £49,390     |
|   |            | <del></del>                             | <del></del> |             |
| 11a. Creditors: amounts falling due within one year |            |   |             |             |
| Bank Loan (Note 14)                                 | -          | 100,000                                 | -           | 100,000     |
| Trade Creditors Amounts due to Subsidiary           | 1,565,538  | 1,604,252                               | -           | -           |
| Undertaking   | _          | -                                       | 843,138     | 758,459     |
| Corporation Tax                                     | 49,811     | 44,184                                  | -           | _           |
| Advance Corporation Tax Payabl                      | е -        | 27,534                                  | -           | 27,534      |
| Other Creditors (Note 15)                           | 38,550     | 62,600                                  | 23,550      | 20,600      |
| Other Taxes   | 36,367     | 37,439                                  | -           | -           |
| Dividends   | 74,825     | 80,485                                  | 74,825      | 80,485      |
| Deferred Income                                     | 86,248     | 66,551                                  | _           | -           |
| Hire Purchase Agreements (Note                      | · ·        | 49,854                                  | -           | -           |
| Other Loans (Note 12)                               | 2,770      | -                                       | -           | -           |
|   | £1,900,103 | £2,072,899                              | £941,513    | £987,078    |
|   |            | ======================================= | <del></del> | =====       |

### 11b. Creditors: amounts falling due after more than one year

|                                    | Group   |         | (    | Company     |
|------------------------------------|---------|---------|------|-------------|
|                                    | 1999    | 1998    | 1999 | 1998        |
| Hire Purchase Agreements (Note 13) | 61,462  | 31,458  | -    | -           |
| Other Creditors                    | -       | 42,000  | -    | -           |
| Other Loans (Note 12)              | 12,969  | -       | -    | -           |
|                                    |         |         |      | <del></del> |
|                                    | £74,431 | £73,458 | £ -  | £ -         |
|                                    |         |         | ==== | ===         |

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 12. Other Loans

|                            |         | 1999        | 19          | 98       |
|----------------------------|---------|-------------|-------------|----------|
|                            | Group   | Company     | Group       | Company  |
| Amounts payable:           |         |             |             |          |
| Within one year            | 2,770   | -           | -           | -        |
| Within one to two years    | 2,770   | -           | -           | -        |
| Within three to five years | 8,312   | -           | -           | -        |
| Over five years            | 1,887   | -           | -           | -        |
|                            |         | <del></del> | <del></del> |          |
|                            | £15,739 | £ -         | £ -         | £ -      |
| Shown as:                  |         | <del></del> |             | ===      |
| Current Obligations        | 2,770   | -           | -           | <u>-</u> |
| Non-Current Obligations    | 12,969  | -           | -           | -        |
|                            |         |             |             |          |
|                            | £15,739 | £ -         | £ -         | £ -      |
|                            |         | ===         | ====        |          |

On 27<sup>th</sup> April, 1999 the group entered into an agreement with the Royal Bank of Scotland plc to provide a loan of up to £250,000 under the scheme operated with PASS Loans Limited company number 3530780 to meet compensation payments following the review of certain customers pensions.

The repayments, standing at £231 at the year end, are over 96 monthly instalments and interest is charged quarterly at 2% per annum above the Bank's Base Rate subject to a minimum rate of 6% per annum.

#### 13. Obligations under Hire Purchase Agreements

The maturity of these amounts is as follows:

| •   |             | 1999          | 19          | 98          |
|---|-------------|---------------|-------------|-------------|
|   | Group       | Company       | Group       | Company     |
| Amounts payable:                                  |             |               |             |             |
| Within One Year                                   | 54,980      | -             | 52,130      | -           |
| Within Two to Five Years                          | 70,448      | -             | 33,735      | -           |
|   |             |               |             | <del></del> |
| Loss Interest charges allocated to                | 125,428     | -             | 85,865      | -           |
| Less Interest charges allocated to Future periods | (17,972)    | <del></del> - | (4,553)     | -           |
|   | <del></del> |               |             |             |
|   | £107,456    | £ -           | £81,312     | £ -         |
| Shown as:   |             |               | <del></del> | ===         |
| Current Obligations                               | 45,994      | _             | 49,854      | -           |
| Non-Current Obligations                           | 61,462      | -             | 31,458      | -           |
|   |             |               |             |             |
|   | £107,456    | £ -           | £81,312     | £ -         |
|   |             | ===           |             | ==          |

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 14. Bank Loan

|                               | 1999        |             | 1998        |               |
|-------------------------------|-------------|-------------|-------------|---------------|
|                               | Group       | Company     | Group       | Company       |
| Due within one year           | _           |             | 100,000     | 100,000       |
| Due between one and two years | -           | -           | •           | -             |
| Less Costs of raising finance | <del></del> | <del></del> | <del></del> |               |
|                               | £ -         | £ -         | 100,000     | 100,000       |
|                               |             |             | -           | -             |
|                               | <del></del> |             |             | <del></del> - |
|                               | £ -         | £ -         | £100,000    | £100,000      |
|                               |             |             | <del></del> | ====          |

#### 15. Provisions for Liabilities and Charges

Provision is made for the potential cost of investigation and compensation arising from the group's review of pensions sold, as required by the Securities and Investment Board's report "Pension Transfers and Opt-outs, Review of Past Business". The provision is based on the group's review, to date, of all pensions sold and represents the best estimate of the potential compensation based on industry average payments, plus associated costs.

#### 16. Deferred Taxation

|  | <>                               |                   | <>                               |                   |
|--|----------------------------------|-------------------|----------------------------------|-------------------|
|  | Full<br>Potential<br>Liabilities | Provision<br>Made | Full<br>Potential<br>Liabilities | Provision<br>Made |
| Accelerated Capital Allowances<br>Other Timing Differences | 7,241<br>(33,600)                | 7,241<br>(7,241)  | 8,375<br>(33,600)                | 8,375<br>(8,375)  |
|  | £(26,359)                        | £ -               | £(25,225)                        | £ -               |
|  |                                  |                   | <del>====</del>                  | ===               |

The full potential liability and provision made are calculated at a rate of 20% (1998-30%).

#### NOTES TO THE ACCOUNTS (CONTINUED)

| 17. | Called Up Share Capital  | 1999           | 1998        |
|-----|--|----------------|-------------|
|     | Authorised, Allotted, Called Up and Fully Paid:<br>Equity Shares |                |             |
| •   | Ordinary Shares of £1 each                                       | 35,490         | 35,490      |
|     | 'A' Ordinary Shares of £1 each                                   | 15,210         | 15,210      |
|     |  |                | <del></del> |
|     |  | 50,700         | 50,700      |
|     | Non-Equity Shares  | <b>=</b> 0.000 | 4 40 000    |
|     | Redeemable Preference Shares of £1 each                          | 70,000         | 140,000     |
|     |  |                |             |
|     |  | £120,700       | £190,700    |
|     |  |                |             |

The company redeemed 70,000 preference shares of £1 each at par during the year.

The rights to the equity and non equity shares are as follows:

#### Dividend

| Cumulative Preferential       |  | 'Participating' dividend<br>being 8% of net profit<br>and 'Additional'<br>dividend should<br>directors' emoluments<br>exceed pre-set limits. | 'Preference' dividend<br>being 10p per share<br>net per annum. |
|-------------------------------|--|--|--|
| Ordinary                      | 'Initial' dividend per<br>share being equal to<br>the 'Participating'<br>dividend paid per<br>share. |  |  |
| Voting                        | One vote per share   | One vote per share   | No voting rights   |
| Capital                       |  |  |  |
| Winding up priority           | Third  | Second   | First  |
| Receivable upon<br>winding-up | £4.86 per share plus<br>any accrued dividend<br>and the balance<br>remaining shared<br>pari pasu.    | £4.54 per share plus<br>any accrued dividend<br>and the balance<br>remaining shared pari<br>pasu.  | £1 per share plus<br>any accrued<br>dividend.                  |

The 'A' ordinary shares carry the right to be converted at any time into ordinary shares on a one to one basis.

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 17. Called Up Share Capital (Continued)

To the extent that they have not previously been redeemed, the company must redeem the remaining preference shares in the proportions and on the dates set out below:

| Redemption Date | Number<br>of Shares |
|-----------------|---------------------|
| 30 June 2000    | £70,000             |
|                 | <del></del>         |

#### 18. Reconciliation of Movements in Shareholders' Funds

|   | (        | Group       | Company            |                    |
|---|----------|-------------|--------------------|--------------------|
|   | 1999     | 1998        | 1999               | 1998               |
| Opening Shareholders' Funds<br>Profit on Ordinary Activities, | 533,061  | 515,378     | 380,700            | 380,700            |
| after Taxation  | 139,640  | 171,706     | 80,500             | 154,023            |
| Dividends   | (81,825) | (84,023)    | (10,500)           | (84,023)           |
| Redemption of Preference Shares                               | (70,000) | (70,000)    | (70,000)           | (70,000)           |
|   |          |             |                    |                    |
| Closing Shareholders' Funds                                   | £520,876 | £533,061    | £380,700           | £380,700           |
|   |          | <del></del> | <del>=======</del> | <del>=====</del> = |
| Equity Interests  | 450,876  | 393,061     | 310,700            | 240,700            |
| Non-Equity Interests  | 70,000   | 140,000     | 70,000             | 140,000            |
|   |          |             |                    |                    |
|   | £520,876 | £533,061    | £380,700           | £380,700           |
|   |          |             | ====               |                    |

#### NOTES TO THE ACCOUNTS (CONTINUED)

#### 19. Contingent Liabilities and Commitments

The company's borrowings are guaranteed by its subsidiary undertakings.

The company has undertaken to provide financial support to J. Rixon Matthews & Appleyard Limited, a subsidiary undertaking, so as to enable that company to meet its liabilities as they fall due.

At 31<sup>st</sup> December, 1999 the group had commitments to make the following payments in the year to 31<sup>st</sup> December, 1999 in respect of non-cancellable operating leases.

|                                     | <>                    |         | <>                    |             |
|-------------------------------------|-----------------------|---------|-----------------------|-------------|
|                                     | Land and<br>Buildings | Other   | Land and<br>Buildings | Other       |
| Expiring between one and five years | £39,850               | £42,000 | £38,500               | £42,000     |
|                                     |                       |         |                       | <del></del> |

Neither the group nor the company had any contracted capital commitments at 31<sup>st</sup> December, 1999 (1998-£Nil).

#### 20. Pensions

The contributions to the defined benefit scheme operated by a group company are determined by an independent qualified actuary on the basis of valuations prepared using the attained age method. The most recent valuation was carried out by a qualified actuary at 31<sup>st</sup> March, 1999. The assumptions which have the most significant effect on the valuations are those relating to investment returns and increases in salaries and pensions. It was assumed that the investment returns would be 8% per annum, that salary increases would average 6.5% per annum and that present and future pensions would increase at a rate of 4% per annum.

The pension charge for the year was £102,511 (1998-£97,500).

The most recent actuarial valuation showed that the market value of the scheme's assets at 31<sup>st</sup> March, 1999 was £1,538,077 and that the actuarial value of those assets represented 104.6% of the benefits accrued to members after allowing for expected future increases in earnings.

# NOTES TO THE ACCOUNTS (CONTINUED)

## (a) Reconciliation of Operating Profit to Net Cash Inflow Notes to the Cash Flow Statement

## from Operating Activities

| from Operat   |   |
|---|---|
| Operating Profit Depreciation Amortisation of Goodwill Amortisation of Fixed Assets Loss on Sale of Fixed Assets Decrease/(Increase) in Debtors (Decrease)/Increase in Creditors (Decrease)/Increase in Provisions (Decrease)/Increase in Business Loss on Sale of Business |   |
| Loso  | g |

## Net Cash Inflow from Operating Activities

# (b) Returns of Investments and Servicing of Finance

| a revestments and Sec  |               |
|--|---------------|
| eturns of Investments and Sea  | -nts          |
| Interest Receivable Interest Payable Interest Payable Dividends Paid-Non Equity Dividends Paid-Non Hire Purchase Agreem Interest Element of Hire | ient Payments |
| Interest Payable Non Equity  Interest ads Paid-Non Equity  Chire Purchase Agree  |               |
| Dividends Element Of The   |               |
| Interco  |               |

# (c) Capital Expenditure and Financial Investment

Purchase of Tangible Fixed Assets Proceeds from Sales of Tangible Fixed Assets Sale of Business

### (d) Financing

Capital Element of Hire Purchase Agreement Payments Redemption of Preference Share Capital Repayment of Secured Loan Other Loan - Capital Advance

1999

177,388

63,612

56,784

4,255

52,559

(86,139)

5,930

£274,389 

37,461

(5,767)

(7,000)

\_\_\_\_

181,985 60,650 58,016

87 410,289 (179,199)

(4,000)

£527,828 

> 40,713 (23,54?

(17,67 (7,2

(8,526) £ (7 £16,168-----

> (7,540) 31,983

121,000

£145,443 

> (000,000) (000,00)(87,888) 16,864

(1,125)

£(242,145

5 -0,870) -0,000) -0,4,493)

£(265,363)

#### NOTES TO THE ACCOUNTS (CONTINUED)

| 21. | Notes to the Cash Flow Statemen   | nt (Continued) |               | 1999                          | 1998       |
|-----|---|----------------|---------------|-------------------------------|------------|
|     | (e) Taxation  |                |               |                               |            |
| -   | Corporation Tax Paid<br>Corporation Tax Received<br>ACT Paid              |                | -             | (48,093)<br>45,405<br>(8,189) | (137,384)  |
|     |   |                |               | £(10,877)                     | £(137,384) |
|     | (f) Analysis of Net Funds   |                |               |                               |            |
|     |   |                |               | Other<br>Non-Cash             |            |
|     |   | 1998           | Cashflows     | Changes                       | 1999       |
|     | Cash at Bank and in Hand  | 520,320        | 102,489       |                               | 622,809    |
|     | Debts falling due after more than one year Debts falling due in less than | -              | -             | (12,969)                      | (12,969)   |
|     | one year  | (100,000)      | 84,261        | 12,969                        | (2,770)    |
|     | Hire Purchase Agreements  | (81,312)       | 87,888        | (114,032)                     | (107,456)  |
|     |   | <del></del>    | <del></del> _ |                               |            |
|     | Total   | £339,008       | £274,638      | £(114,032)                    | £499,614   |
|     |   |                |               | <del></del> _                 |            |

#### 22. Related Party Transactions

The company has taken advantage of the exemption provided by Financial Reporting Standard No.8 "Related Party Transactions" not to disclose transactions with members of the group.

#### **Major Non-Cash Transactions**

During the year the company entered into hire purchase arrangements in respect of assets with a capital value at the inception of the agreements of £114,032.