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J Trevor & Webster (Holdings) Limited

Report and Financial Statements

10 Months Ended

30 April 1998

REGISTRAR OF COMPANIES





Report and financial statements for the 10 months ended 30 April 1998

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Directors

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Notes forming part of the financial statements

Directors

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J F Livingston M J Roberts J D Phillips N G Rees

Secretary and registered office

A McGreal, 58 Grosvenor Street, London, W1X ODD.

Company number

3104920

Auditors

BDO Stoy Hayward, 8 Baker Street, London, W1M 1DA.

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Report of the directors for the 10 months ended 30 April 1998

The directors present their report together with the audited financial statements for the period ended 30 April 1998.

Results and dividends

The results of the group are set out on page 5.

The directors do not recommend the payment of a dividend.

Principal activities, trading review and future developments

The principal activity of the company is that of a holding company. The group's activity is that of chartered surveyors, property managers, investment advisers and valuers.

On 30 April 1998 the directors reached agreement to combine the existing business of J Trevor & Webster with that of Gooch & Wagstaff to form Gooch Webster. The merged entity commenced operating on 1 May 1998.

The directors believe that the merger brings together businesses with complimentary strengths and will facilitate the overall range and quality of services available to its clients. In addition, it places the company in a strategically stronger position to compete in an ever increasingly competitive and demanding market.

Although the costs related to the merger have been significant, and have adversely impacted on short term profitability, the directors are confident that the company is well placed to return to profit and to capitalise on the opportunities available to it. The directors therefore view the future with cautious optimism.

Post balance sheet events

Other than as noted above there have been no significant events since the balance sheet date.

Employee Share Ownership Plan

During the year a subsidiary company, Gooch Webster Limited (formerly J Trevor & Webster Limited), set up an Employee Share Ownership Plan to facilitate the future development of the Group.

Report of the directors for the 10 months ended 30 April 1998 (Continued)

Directors

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As noted above, on 30 April 1998, Gooch Webster Holdings Limited became the ultimate parent company.

The directors of the company during the period and their interests in the ordinary share capital of the ultimate parent company of those who were directors at 30 April 1998 were:

	30 April 1998 Ordinary shares	30 June Ordinary sh	1997 * ares of £1 each
	of £1 each	'A'	'B'
J F Livingston	68,676	60,000	-
M J Roberts	37,272	-	-
J D Phillips	37,273	-	-
N G Rees	34,337	=	30,000

^{*} The shareholdings at 30 June 1997 refer to shareholdings in this company.

C G Connor resigned as a director on 26 March 1998. A Clery, A W Kelly, D Jerdan, R C Hart, D R Livingston, A McGreal and P S Tickell resigned as directors on 30 April 1998.

Year 2000

The group is currently reviewing its operating systems to assess the risks to its business in relation to Year 2000 compliance. From this review a prioritised action plan will be developed and implemented. Costs of the review, which are not expected to be significant, are to be written off to the profit and loss account as incurred.

Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial period which give a true and fair view of the state of affairs of the group and of the profit or loss of the group 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; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

Report of the directors for the 10 months ended 30 April 1998 (Continued)

Directors' responsibilities (Continued)

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

BDO Stoy Hayward have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

By order of the Board

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Date 6/1/99.

Report of the auditors

To the shareholders of J Trevor & Webster (Holdings) Limited

We have audited the financial statements on pages 5 to 19 which have been prepared under the accounting policies set out on pages 10 and 11.

Respective responsibilities of directors and auditors

As described on pages 2 and 3 the company's directors are responsible for the preparation of the financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

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

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

Opinion

In our opinion the financial statements give a true and fair view of the state of affairs of the company and group as at 30 April 1998 and of the result of the group for the period then ended and have been properly prepared in accordance with the Companies Act 1985.

BDO STOY HAYWARD

Chartered Accountants and Registered Auditors

London

6 January 1999

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Consolidated profit and loss account for the 10 months ended 30 April 1998

	Note	10 months ended 30 April 1998 £	Year ended 30 June 1997 £
Turnover	2	7,615,215	9,420,795
Administrative expenses		7,729,501	9,713,519
		(114,286)	(292,724)
Other operating income		16,819	15,099
Operating loss		(97,467)	(277,625)
Interest receivable		43,805	52,379
Loss on ordinary activities before exceptional items		(53,662)	(225,246)
Exceptional items - costs of office closures - merger and related costs		(226,195)	(137,480)
Loss on ordinary activities before taxation	4	(279,857)	(362,726)
Taxation on loss on ordinary activities	6	(5,822)	(50,431)
Loss for the period		(274,035)	(312,295)

All amounts relate to continuing activities.

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Consolidated statement of total recognised gains and losses for the 10 months ended 30 April 1998

	10 months ended 30 April 1998 £	Year ended 30 June 1997 £
Loss for the period	(274,035)	(312,295)
Unrealised surplus on revaluation of properties	64,132	-
Total recognised gains and losses for the period	(209,903)	(312,295)

${\bf J}~{\bf TREVOR}~\&~{\bf WEBSTER}~({\bf HOLDINGS})~{\bf LIMITED}$

Consolidated balance sheet at 30 April 1998

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	Note	30 Ap	ril 1998	30 June 1997	
		£	£	£	£
Fixed assets		•			
Tangible assets	8		449,565		406,161
Current assets					
Work in progress		213,000		301,810	
Debtors	10	2,516,415		2,365,937	
Cash at bank and in hand		2,350		5,749	
				0.672.406	
		2,731,765		2,673,496	
Creditors: amounts falling due					
within one year	11	1,898,669		1,587,093	
Net current assets			833,096		1,086,403
Total assets less current liabilities			1,282,661		1,492,564
Capital and reserves			400.000		400.000
Called up share capital	13		490,000		490,000
Capital reserve	14		1,156,823		1,156,823
Revaluation reserve	14		64,132		(154.050)
Profit and loss account	14		(428,294)		(154,259)
Shareholders' funds - equity			1,282,661		1,492,564
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The financial statements were approved by the Board on $6 \cdot 1 \cdot 99$

J F Livingston

Director

Company balance sheet at 30 April 1998

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	Note 30 April 1998				30 Jun	June 1997	
		£	£ .	£	£		
Fixed assets							
Investments	9		4		4		
Current assets							
Debtors	10	490,000		490,000			
Creditors: amounts falling due				·			
within one year	11	4		4			
N			489,996		489,996		
Net current assets			409,990				
Total assets less current liabilities			490,000		490,000		
Capital and reserves	13		490,000		490,000		
Called up share capital	13						
Shareholders' funds - equity			490,000		490,000		
~ -							

The financial statements were approved by the Board on $6 \cdot 1 \cdot 99$

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JF Livingston **Director**

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Consolidated cash flow statement for the 10 months ended 30 April 1998

	Note		hs ended il 1998		ended 1e 1997
		£	£	£	£
Net cash outflow from operating activities	17		(86,512)		(435,177)
Returns on investments and servicing of finance Interest received			43,805	v	52,379
Taxation UK corporation tax			(14,555)		(75,000)
Capital expenditure and financial investment Purchase of tangible fixed assets Sale of tangible fixed assets		(90,378) 133,600		(107,323) 12,212	
Sale of taligible fixed assets			43,222		(95,111)
Acquisitions and disposals Purchase of business			_		(2,199)
Decrease in cash	18,19		(14,040)		(555,108)

Notes forming part of the financial statements for the 10 months ended 30 April 1998

1 Accounting policies

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The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards. The following principal accounting policies have been applied:

Basis of consolidation

The consolidated financial statements incorporate the results of J Trevor & Webster (Holdings) Limited and all of its subsidiary undertakings as at 30 April 1998 using the acquisition method of accounting. The results of subsidiary undertakings are included from the date of acquisition.

Turnover

Turnover represents fees rendered excluding value added tax and allows for attributable work performed but not yet invoiced at the balance sheet date.

Work in progress

Work in progress is valued at the lower of cost and net realisable value. Cost represents the salaries of the relevant professional staff and attributable establishment costs.

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all fixed assets, except freehold land, over their expected useful lives. It is calculated at the following rates:

Freehold buildings - 2% per annum
Fixtures and fittings - 12% per annum
Refurbishments - 18% per annum
20% 50% per annum

Computers - 20%-50% per annum

Deferred taxation

Provision is made for timing differences between the treatment of certain items for taxation and accounting purposes, except that no provision is made where it can be reasonably foreseen that such deferred taxation will not be payable in future.

Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

1 Accounting policies (Continued)

Leased assets

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Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account.

Lease payments are analysed between capital and interest components so that the interest element of the payment is charged to the profit and loss account over the year of the lease and represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor. All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

2 Turnover

Turnover is derived entirely from the group's principal activity conducted within the United Kingdom.

3	Employees	10 months ended 30 April 1998 £	Year ended 30 June 1997 £
	Staff costs consist of:		
	Wages and salaries	4,184,046	5,211,500
	Social security costs	417,663	521,865
	Other pension costs	59,517	118,232
	Shares gifted from ESOP	60,000	-
		4,721,226	5,851,597

The average monthly number of employees during the period was 170 (1997 - 190).

Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

4	Loss on ordinary activities before taxation	10 months ended 30 April 1998 £	Year ended 30 June 1997 £
	This is arrived at after charging/(crediting):		
	Depreciation Auditors' remuneration Payments under operating leases - plant and machinery - other Profit on disposal of fixed assets	62,189 20,000 31,891 364,616 (84,683)	85,808 20,000 37,198 465,040 (8,750)
5	Directors' emoluments		
	Remuneration Contributions towards a defined contribution	658,229	798,919
	pension scheme Compensation for loss of office Shares gifted from ESOP	8,600 - 43,086	10,320 78,500
		709,915	887,739
		Number	Number
	Directors in a defined contribution pension scheme	4	4
	Highest paid director:	£	£
	Remuneration Contribution towards a defined contribution	109,058	92,484
	pension scheme Shares gifted from ESOP	1,800 8,675	2,160
		119,533	94,644

Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

6 Taxation on loss on ordinary activities

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•	10 months ended 30 April 1998 £	Year ended 30 June 1997 ₤
U.K. corporation tax	-	(35,000)
Overprovision in respect of prior period	(11,314)	(15,431)
Capital gains tax arising in the ESOP on the gifting of shares	5,492	-
	(5,822)	(50,431)

7 Loss for the financial period

The company has taken advantage of the exemption allowed under section 230 of the Companies Act 1985 and has not presented its own profit and loss account in these financial statements. No profit arose during the period in the company (1997 - Nil).

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Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

Tangible assets				
Group	Freehold properties £	Fixtures, fittings and refurbishments £	Computer £	s Total
Cost or valuation				
At 1 July 1997	223,601	405,160	311,790	940,551
Additions	<u></u>	22,405	67,973	90,378
Disposals	-	(69,943)	(36,417)	(106,360
Surplus on revaluation	46,399	-	-	46,399
At 30 April 1998	270,000	357,622	343,346	970,968
Depreciation				
At 1 July 1997	14,006	246,788	273,596	534,390
Depreciation charge	3,727	33,701	24,761	62,189
Released on disposal	-,	(23,414)	(34,029)	(57,443
Elimination on revaluation	(17,733)	-		(17,733
At 30 April 1998	_	257,075	264,328	521,403
Net book value				
At 30 April 1998	270,000	100,547	79,018	449,565
At 30 June 1997	209,595	158,372	38,194	406,161
The historical cost of freehold prope	erties is:	20.4 :11		20 7 1002
		30 April 1 £	.998	30 June 1997 £
Cost Accumulated depreciation based on	historical cost	223,601 (17,733		223,601 (14,006)
Historical cost net book value		205,868	•	209,595

The group's freehold properties were revalued on 30 April 1998 by J F Livingston FRICS, a director of the company, based on their open market value.

At 30 April 1998

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Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

9	Fixed asset investments	
-		Investment
		in own
	Group	shares
	Стоир	£

At 1 July 1997
Additions 75,000
Disposals (75,000)

During the period a subsidiary company, Gooch Webster Limited (formerly J Trevor & Webster Limited), set up an Employee Share Option Plan (ESOP) to facilitate the future development of the Group.

Movement in the shares held by the ESOP are shown above. At 30 April 1998 the ESOP held no shares in the company.

Company	Group undertakings £
Cost and net book value As at 30 June 1997 and 30 April 1998	4

The following were subsidiary undertakings at the end of the period and have all been included in the consolidated financial statements:

Name	Country of incorporation or registration	Proportion of voting rights and ordinary share capital held	Nature of business
Gooch Webster Limited (formerly J Trevor & Webster Limited)	England	100%	Chartered surveyors, property managers, investment advisers and valuers.
J Trevor & Webster			
Management Services Limited	England	100%	Dormant
Webster and Co Limited	Scotland	100% *	Dormant

^{*} Held indirectly through Gooch Webster Limited.

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Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

	Group		Company	
	1998 £	1997 £	1998 £	1997 £
Trade debtors Amounts due from group undertakings Other debtors Prepayments and accrued income	2,240,256 - 64,568 211,591	2,069,389 - 19,143 277,405	490,000	490,000
repayments and accraca meesine	2,516,415	2,365,937	490,000	490,000

Included within other debtors is an amount of £5,000 (1997 - Nil) owed by A Clery, which has been repaid in full after the period end.

All amounts shown under debtors fall due for payment within one year.

11 Creditors: amounts falling due within one year

•	G	Group		apany
	1998	1997	1998	1997
	£	£	£	£
Bank overdraft (secured)	376,874	366,233	_	-
Trade creditors	180,272	418,945	-	-
Amounts owed to group undertakings	· -	-	4	4
Other creditors	19,512	47,452	-	-
Creditors for taxation and social security	438,328	345,251	•	-
Corporation tax	5,492	25,869	-	-
Accruals	878,191	383,343	-	-
	1,898,669	1,587,093	4	4
				

The bank overdraft is secured by a debenture over the assets and the undertakings of the company.

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Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

12	Deferred taxation	19	98 Provided	1	997 Provided
		Unprovided £	in accounts £	Unprovided £	in accounts £
	Accelerated capital allowances Revaluation of freehold properties Losses	10,345 38,067 (9,570)	- - -	(14,722)	- - -
		38,842	_	(14,722)	-
13	Share capital			1998	1997
	Authorised 60,000 'A' ordinary shares of £1 each 940,000 'B' ordinary shares of £1 each			£ 60,000 940,000	£ 60,000 940,000
				1,000,000	1,000,000
	Allotted, called up and fully paid 60,000 'A' ordinary shares of £1 each 430,000 'B' ordinary shares of £1 each			60,000 430,000	60,000 430,000
				490,000	490,000
14	Reserves				TD . 6" /
	Group		apital serve £	Revaluation reserve	Profit and loss account £
	Balance at 1 July 1997 Loss for the period Revaluation in the period	1,1	56,823	64,132	(154,259) (274,035)
	Balance at 30 April 1998	1,1:	56,823	64,132	(428,294)
		=			

The amount of unprovided deferred taxation relating to the revaluation surplus is shown in note 12.

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Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

15 Reconciliation of movement in shareholders' funds

	Group		Company	
	1998 £	1997 £	1998 £	1997 £
Loss in period Capital reserve arising on acquisition	(274,035)	(312,295)	-	-
of business	-	(2,199)	. -	-
Revaluation in the period	64,132	-	•	-

	(209,903)	(314,494)	-	-
Opening shareholders' funds	1,492,564	1,807,058	490,000	490,000

Closing shareholders' funds	1,282,661	1,492,564	490,000	490,000
		 		

16 Commitments under operating leases

As at 30 April 1998, the group had annual commitments under non-cancellable operating leases as set out below:

1998 Land and buildings £	1998 Other £	1997 Land and buildings £	1997 Other £
38,500	55,796	13,000	41,731
232,972	312,000	232,972	324,590
166,068	4,027	191,568	4,027
437,540	371,823	437,540	370,348
	Land and buildings € 38,500 232,972 166,068	Land and buildings £ 38,500 55,796 232,972 312,000 166,068 4,027	Land and buildings £ £ Land and buildings £ £ £ 38,500 55,796 13,000 232,972 312,000 232,972 166,068 4,027 191,568

${\bf J\,TREVOR\,\&\,WEBSTER\,(HOLDINGS)\,LIMITED}$

Notes forming part of the financial statements for the 10 months ended 30 April 1998 (Continued)

17 Reconciliation of operating loss to net cash outflow from operating activities

	•	10 months end 30 April 1998 £		Year ended 30 June 1997 £
	Operating loss	(97,467)		(277,625)
	Exceptional item - cost of office closures	-		(137,480)
	 merger and related costs 	(226,195)		-
	Depreciation	62,189		85,808
	Decrease/(increase) in work in progress	88,810		(25,650)
	(Increase) in debtors	(150,478)		(241,896)
	Increase in creditors	321,312		170,416
	Profit on disposal of fixed assets	(84,683)		(8,750)
	Net cash outflow from operating activities	(86,512)		(435,177)
		and the state of t		
18	Reconciliation of net cash flow to movement in net debt			
	Decrease in cash in the period	(14,040)		(555,108)
	Opening net debt	(360,484)		194,624
		(0.5.4.5.4.)		(0.50.40.4)
	Closing net debt	(374,524)		(360,484)
				
19	Analysis of changes in net debt			
		At 1 July 1997 £	Cash flows £	At 30 April 1998 £
	Cash at bank and in hand	5,749	(3,399)	2,350
	Overdrafts	(366,233)	(10,641)	•
				
		(360,484)	(14,040)	(374,524)

20 Ultimate parent company

The ultimate parent company at 30 April 1998 was Gooch Webster Holdings Limited.