### **REGISTRATION NO. 3140767**

# LEC COMMUNICATIONS LIMITED REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2003



### LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES COMPANY INFORMATION

**Directors** 

M.R. Lane

D.J. Earl P. Cox D.P. Ruback

B. Emsell

Secretary

D.P. Ruback

Registration No.

3140767 - Registered in England and Wales

**Registered Office** 

5th Floor,

71 Kingsway,

London, WC2B 6ST.

**Auditors** 

Wilson Wright & Co.,

Chartered Accountants,

71 Kingsway,

London, WC2B 6ST.

Bankers

Barclays Bank plc.

### LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES CONTENTS

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### LEC COMMUNICATIONS LIMITED REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2003

The directors submit their annual report and the financial statements for the year ended 31 December 2003.

### **Principal Activity and Review of Business**

The Group's principal activity is the operation of advertising agencies and the provision of marketing services.

A summary of the results of the year's trading is given on page 4 of the financial statements.

The directors consider the operating profit and the state of affairs of the Group to be satisfactory.

#### Dividend

No interim dividend was paid (2002 - £300,000). No final dividend is proposed (2002 - £nil).

### **Subsequent Events and Future Developments**

There have not been any important post balance sheet events nor are there any major plans for future development.

#### **Directors**

The directors who held office during the year and their beneficial interests in the issued share capital held at the beginning and at the end of the year, were as follows:

	Ordinary shares	of £1 each
	31.12.2003	1.1.2003
M.R. Lane	2,250	2,250
D.J. Earl	2,250	2,250
P. Cox	2,250	2,250
D.P. Ruback	<u>-</u>	_
B. Emsell	_	-

### **Directors' Responsibilities**

The directors are obliged under company law to prepare financial statements for each financial year.

The financial statements, of which the form and content is prescribed by the Companies Act 1985, must give a true and fair view of the state of affairs of the Company and of the Group at the end of the financial year, and of the profit or loss for that period, and they must comply with applicable accounting standards, subject to any material departures disclosed and explained in the financial statements. The directors must prepare the financial statements on a going concern basis unless it is inappropriate to presume that the Group will continue in business. The directors are also responsible for the adoption of suitable accounting policies, their consistent use in the financial statements, supported where necessary by reasonable and prudent judgements.

### LEC COMMUNICATIONS LIMITED REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2003

### **Directors' Responsibilities (continued)**

The directors confirm that the above requirements have been complied with in the financial statements.

In addition, the directors are responsible for maintaining adequate accounting records and sufficient internal controls to safeguard the assets of the Company and of the Group and to prevent and detect fraud or any other irregularities.

#### **Auditors**

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The auditors, Wilson Wright & Co., will be re-appointed in accordance with Section 385(2) of the Companies Act 1985.

BY ORDER OF THE BOARD

D.P. Ruback SECRETARY

Date:

21/5/04

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF LEC COMMUNICATIONS LIMITED

We have audited the financial statements of LEC Communications Limited on pages 4 to 17 for the year ended 31 December 2003 which have been prepared in accordance with the accounting policies set out on page 10.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of the Directors and Auditors

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it.

### **Basis of Audit Opinion**

We conducted our audit in accordance with United Kingdom 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 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 the affairs of the company and of the group at 31 December 2003 and of the group profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Wilson Wright & Co.,

Chartered Accountants and Registered Auditors,

71 Kingsway

London, WC2B 6ST.

DATE:

17 June 2004

# LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2003

	Notes	2003		2002	
		£	£	£	£
Turnover	2		5,352,684		6,915,942
Cost of sales		-	3,523,369	_	4,497,962
Gross Profit			1,829,315		2,417,980
Distribution and marketing costs		288,187		343,805	
Administrative and establishment expenses	_	1,34 <u>5,</u> 306	_	1,485,980	
		-	1,633,493	_	1,829,785
Operating Profit	3		195,822		588,195
Loss on Part Disposal of Subsidiary Undertaking			10,151		
			185,671		588,195
Interest	7		13,298	-	22,986
Profit on Ordinary Activities before Taxation			198,969		611,181
Taxation	8		74,500	-	203,051
Profit on Ordinary Activities after Taxation			124,469		408,130
Equity minority interests	16		2,047	-	47,030
Profit for the Financial Year	4		122,422		361,100
Dividends	9				300,000
Retained Profit for the Financial Year	15	,	122,422	:	61,100

The results for both years reflect the continuing operations of the Group.

### LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES **CONSOLIDATED BALANCE SHEET AT 31 DECEMBER 2003**

	Notes	2003		2002	
		£	£	£	£
Fixed Assets					
Tangible assets Investments	10 11		57,211 19,253	-	117,625
			76,464		117,625
Current Assets					
Debtors Cash at bank	12	1,259,034 1,008,209	. <u>-</u>	1,078,324 1,267,239	
		2,267,243		2,345,563	
Current Liabilities					
Creditors: amounts falling due within one year	13	1,004,961		1,209,362	
Net Current Assets			1,262,282	-	1,136,201
Total Assets less Current Liabilities			1,338,746	2	1,253,826
Capital and Reserves					
Called up share capital Profit and loss account	14 15		9,000 1,283,290	-	9,000 1,160,868
Equity Shareholders' Funds			1,292,290		1,169,868
Equity minority interests	16		46,456	-	83,958
			1,338,746	=	1,253,826

Approved by the Board

Director:

Date:

M.R.Lane M. L.

### LEC COMMUNICATIONS LIMITED BALANCE SHEET AT 31 DECEMBER 2003

	Notes	20	103	200	12
		£	£	£	£
Fixed Assets					
Tangible assets Investments	10 11		454 9,325	-	6,919 9,378
			9,779		16,297
Current Assets					
Debtors Cash at bank	12	491,798 58,927		463,354 196,886	
		550,725		660,240	
Current Liabilities					
Creditors: amounts falling due within one year	13	70,175		260,091	
Net Current Assets			480,550	-	400,149
Total Assets less Current Liabilities			490,329	=	416,446
Capital and Reserves					
Called up share capital Profit and loss account	14		9,000 481,329	-	9,000 407,446
Equity Shareholders' Funds			490,329	<u>*</u>	416,446

Approved by the Board

Director: M.R. Lane

Date: 21/5/04

ML.

### LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2003

	2003			2002	
	£	£	£	£	
Profit for the financial year		122,422		361,100	
Subsidiary undertaking's purchase of own shares	-		(25,000)		
Less: Attributable to minority interest	<u> </u>		23,007		
Table Calmand Lancas Danamica daine			_	(1,993)	
Total Gains and Losses Recognised since last Annual Report		122,422		359,107	

### RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS FOR THE YEAR ENDED 31 DECEMBER 2003

	2003	2002
	£	£
Shareholders' funds at 1 January 2003	1,169,868	1,110,761
Total gains and losses recognised since last Annual Report	122,422	359,107
	1,292,290	1,469,868
Dividends		(300,000)
Shareholders' Funds at 31 December 2003	1,292,290	1,169,868

# LEC COMMUNICATIONS LIMITED AND ITS SUBSIDIARIES CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2003

		2003		2002
	£	£	£	£
Net cash inflow from operating activities		63,319		259,400
Returns on investments and servicing of finance				
Interest received Interest paid Dividend paid to minority	16,664 - (22,500)	_	23,132 (146) (15,000)	
Net cash outflow/inflow from returns on investments and servicing of finance		(5,836)		7,986
Taxation		(197,944)		(84,963)
Capital expenditure				
Purchase of tangible fixed assets Receipts from sales of tangible fixed assets	(11,469) 12,490	_	(41,485) 3,500	
Net Cash Inflow/Outflow from Capital Expenditure		1,021		(37,985)
Acquisitions and Disposals Cash at bank and in hand less proceeds relating to part disposal of Pathfinder ICS Limited		(19,590)		-
Equity Dividends Paid	_	(100,000)	_	(300,000)
Net Cash Outflow before financing		(259,030)		(155,562)
Financing				
Payment to reacquire shares in subsidiary undertaking		-		(25,000)
Decrease in cash	=	(259,030)	-	(180,562)

1	Reconciliation of operating profit to net case	h inflow from		
	operating activities		2003	2002
			£	£
	Operating profit		195,822	588,195
	Depreciation		59,394	85,376
	Increase in debtors		(271,811)	(86,435)
	Decrease/increase in creditors		<u>79,914</u>	(327,736)
	Net cash inflow from operating activities		63,319	259,400
2	Analysis of net funds	1.1.2003	Cash Flow	31.12.2003
		£	£	£
	Cash at bank	1,267,239	(259,030)	1,008,209
3	Reconciliation of net cash flow to movemen	t in net funds	2003	2002
			£	£
	Decrease in cash in the year		(259,030)	(180,562)
	Opening net funds		1,267,239	1,447,801
	Closing net funds		1,008,209	1,267,239
4	D 4 D 4 C 1 (C 1 100 1 2 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2 4 6 2	. ( . 44.0)		
4	Part Disposal of Pathfinder ICS Limited (See	e note 11.2)		
	Net assets disposed of:			£
	Debtors			106,600
	Cash at bank and in hand			19,643
	<u>Less</u> : Liabilities			(68,487)
				57,756
	Less: Attributable to minority			(28,299)
	Language part diagonal			29,457 (10,151)
	Loss on part disposal			(10,151)
	Satisfied by:			19,306
	Cash			53
	Addition to investment in associated undertaking	g		19,253
				19,306

#### 1 Accounting Policies

#### 1.1 Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with applicable Accounting Standards.

#### 1.2 Basis of consolidation

The Group financial statements include the audited financial statements of the Company and of its subsidiary undertakings, together with the group's share of the results of associated undertakings drawn up to 31 December 2003. Profits or losses on intra-group transactions are eliminated in full.

The results of the subsidiaries are consolidated from their effective date of acquisition until their effective date of disposal.

#### 1.3 Turnover

Turnover represents net invoiced fees and recharged expenses, excluding value added tax.

#### 1.4 Investments

Fixed asset investments are stated at cost less provision for diminution in value.

#### 1.5 Tangible fixed assets

Depreciation is provided on a straight line basis at the following annual rates in order to write off each asset over its estimated useful life:

Furniture, fixtures and equipment

- 20% / 33 1/3%

Motor vehicles

- 25%

#### 1.6 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. Deferred tax assets are recognised when it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax balances are not discounted.

#### 1.7 Operating leases

Rentals payable under operating leases are charged to the profit and loss account as incurred.

### 1.8 Pensions

The Group contributes to a defined contribution pension scheme. The contributions are charged to the profit and loss account in the year to which they relate.

2	Turnover	2003 £	2002 £
	Turnover is attributable to the principal activity of the group.  An analysis of turnover is as follows:	£	r
	United Kingdom Overseas	5,023,318 329,366	6,464,891 451,051
		5,352,684	6,915,942
3	Operating Profit	2003	2002
	The operating profit is stated after charging:	£	£
	Depreciation of tangible fixed assets  Auditors' remuneration - audit  - other services  Operating lease rentals - land and buildings  - other	59,394 14,250 41,317 242,205 74,028	85,376 15,000 37,463 235,510 68,014

### 4 Profit for the Financial Year

The Company has taken advantage of Section 230 of the Companies Act 1985 and has not included its own profit and loss account in these financial statements. The Group profit for the financial year includes a profit of £73,883 (2002 - £253,955) which is dealt with in the financial statements of the Company.

5	Employees (including directors)	2003	2002
		£	£
	Salaries Social security costs Other pension costs	2,147,392 244,859 63,570	2,476,662 271,104 35,950
	·	2,455,821	2,783,716
	The average number of employees during the year was as follows:	Number	Number
	Cost of sales Administrative and establishment	44 6 50	49 6 55

6	Directors' Emoluments	2003	2002
		£	£
	Emoluments	402,274	484,255
	Pension contributions to money purchase scheme	63,570	35,950
		465,844	520,205
	Retirement benefits are accruing for one director under a money purcha	ase pension sche	me
		2003	2002
		£	£
	The amounts set out above include remuneration in respect of the highest paid director as follows:		
	Emoluments	112,784	149,151
7	Interest	2003	2002
		£	£
	Interest receivable	16,664	23,132
	Interest payable	(3,366)	(146)
		13,298	22,986
8	Taxation	2003	2002
		£	£
	UK corporation tax	74,500	196,756
	Adjustment to previous years		17,495
	Current tax charge	74,500	214,251
	Deferred taxation	<u> </u>	(11,200)
		74,500	203,051
	To saking December 18 at the		
	Taxation Reconciliation		
	Profit on ordinary activities before taxation	198,969	611,181
	Taxation at the standard UK corporation tax rate of 30%	59,691	183,354
	·	<u></u>	
	Effects of:	44.470	45.050
	Non-deductible expenses	11,476	15,656
	Depreciation in excess of capital allowances Unutilised losses carried forward	4,793	7,247
	Adjustment to previous years	8,550	17,495
	Effects of small company and marginal tax rates	(11,294)	(7,436)
	Other differences	1,284	(2,065)
		14,809	30,897
		<del></del>	
	Current Tax	74,500	214,251

£       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £       £        £       £       £       £       £       £       £       £       £       £       £       £       £       £       £        £       £       £       £       £       £       £       £       £       £       £       2       2       3       3	9	Dividends		2003	2002
First Interim dividend "A Shares				£	£
Yk Shares   150,000   Second Interim dividend   Yk Shares   - 75,000     'B' Shares   - 75,000   - 25,000     'B' Shares   - 75,000   - 300,000     'B' Shares   - 75,000   - 300,000     'Cost   Equipment   Vehicles   Total     'Equipment   Vehicles   Total     'Equipment   Yehicles   Yehicles     'Equipment   Yehicles   Yehicles   Yehicles     'Equipment   Yehicles   Yehicles   Yehicles     'Equipment   Yehicles   Yehicles   Yehicles   Yehicles     'Equipment   Yehicles   Yehi					
Fi Shares					150,000
Second Interim dividend 'A' Shares				-	
'A' Shares       - 75,000         10 Tangible Fixed Assets       Furniture, Fixtures and Equipment       Motor Vehicles         10.1 Group       £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £					00,000
10   Tangible Fixed Assets   Furniture, Fixtures and Equipment   Vehicles   Total Equipment   Total				-	75,000
Tangible Fixed Assets		'B' Shares			
Total   Fixtures and   Equipment   Vehicles   Total				- -	300,000
Total   Fixtures and   Equipment   Vehicles   Total	10	Tangible Eived Assets	Eurnituro		
10.1 Group         Equipment         Vehicles         Total           Cost         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         £         <	10	rangible rixed Assets		Motor	
£     £     £     £     £       At 1 January 2003     458,914     44,202     503,116       Additions     11,469     - 11,469       Disposals     (82,924)     (33,299)     (116,223)       At 31 December 2003     387,459     10,903     398,362       Depreciation       At 1 January 2003     351,534     33,957     385,491       Charge for the year     61,664     2,437     64,101       Disposals     (82,496)     (25,945)     (108,441)       At 31 December 2003     330,702     10,449     341,151       Net book values       At 31 December 2003     56,757     454     57,211       At 31 December 2002     107,380     10,245     117,625       10.2 Company       Motor Vehicles       £       Cost       At 1 January 2003     30,998     (19,995)       At 31 December 2003     10,903     23,979       Charge for the year     1,883     (15,413)       Disposals     (15,413)     (15,413)       At 31 December 2003     10,449       Net book values     454	10.1	Group		=	Total
Cost At 1 January 2003			• •		
Additions Disposals Disposals Disposals Disposals At 31 December 2003 At 31 December 2003 At 31 December 2003 Bepreciation At 1 January 2003 Charge for the year Disposals At 31 December 2003 Bepreciation At 31 December 2003 At 3		Cost	*	~	~
Additions Disposals Disposals Disposals Disposals At 31 December 2003 At 31 December 2003 At 31 December 2003 Bepreciation At 1 January 2003 Charge for the year Disposals At 31 December 2003 Bepreciation At 31 December 2003 At 3		At 1 January 2003	458,914	44,202	503,116
At 31 December 2003 387,459 10,903 398,362  Depreciation  At 1 January 2003 351,534 33,957 385,491 Charge for the year 61,664 2,437 64,101 Disposals (82,496) (25,945) (108,441)  At 31 December 2003 330,702 10,449 341,151  Net book values  At 31 December 2003 56,757 454 57,211 At 31 December 2002 107,380 10,245 117,625  Cost  At 1 January 2003 3,898 (19,995)  At 31 December 2003 50,757 454 57,211 At 31 December 2002 107,380 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 117,625 10,245 10,245 117,625 10,245 117,625 117,625 10,245 117,625 10,245 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,625 117,6			•	-	
Depreciation		Disposals	(82,924)	(33,299)	(116,223)
At 1 January 2003 Charge for the year Charge f		At 31 December 2003	387,459	10,903	398,362
Charge for the year Disposals       61,664 (82,496) (25,945) (108,441)         At 31 December 2003       330,702       10,449       341,151         Net book values         At 31 December 2003       56,757       454       57,211         At 31 December 2002       107,380       10,245       117,625         Motor Vehicles         £         Company       Motor Vehicles         £         Cost         At 1 January 2003       30,898         Disposals       (19,995)         At 31 December 2003       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values         At 31 December 2003       454		Depreciation			
Disposals (82,496) (25,945) (108,441) At 31 December 2003 330,702 10,449 341,151  Net book values At 31 December 2003 56,757 454 57,211 At 31 December 2002 107,380 10,245 117,625  10.2 Company Motor Vehicles  Cost At 1 January 2003 30,898 Disposals (19,995) At 31 December 2003 10,903  Depreciation At 1 January 2003 23,979 Charge for the year 1,883 Disposals At 31 December 2003 10,449  Net book values At 31 December 2003 454		At 1 January 2003	351,534	33,957	385,491
At 31 December 2003 330,702 10,449 341,151  Net book values  At 31 December 2003 56,757 454 57,211  At 31 December 2002 107,380 10,245 117,625  10.2 Company Motor Vehicles   Cost  At 1 January 2003 30,898 Disposals (19,995)  At 31 December 2003 23,979 Charge for the year 1,883 Disposals At 31 December 2003 23,979 Charge for the year 1,883 Disposals At 31 December 2003 10,449  Net book values  At 31 December 2003 454		Charge for the year		2,437	64,101
Net book values         At 31 December 2003       56,757       454       57,211         At 31 December 2002       107,380       10,245       117,625         Motor Vehicles         £       Cost         At 1 January 2003       30,898         Disposals       (19,995)         At 31 December 2003       10,903         Depreciation         At 1 January 2003       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values       454		Disposals	(82,496)	<u>(25,945)</u>	(108,441)
At 31 December 2003 56,757 454 57,211  At 31 December 2002 107,380 10,245 117,625  10.2 Company Motor Vehicles  £  Cost  At 1 January 2003 30,898 Disposals (19,995)  At 31 December 2003 10,903  Depreciation  At 1 January 2003 23,979 Charge for the year 1,883 Disposals  At 31 December 2003 10,449  Net book values  At 31 December 2003 454		At 31 December 2003	330,702	10,449_	341,151
At 31 December 2002 107,380 10,245 117,625  10.2 Company Motor Vehicles  £  Cost  At 1 January 2003 30,898 Disposals (19,995) At 31 December 2003 10,903  Depreciation At 1 January 2003 23,979 Charge for the year 1,883 Disposals At 31 December 2003 10,449  Net book values  At 31 December 2003 454		Net book values			
## Motor Vehicles    Cost		At 31 December 2003	<u>56,757</u>	454	57,211
Vehicles         Cost       £         At 1 January 2003       30,898         Disposals       (19,995)         At 31 December 2003       10,903         Depreciation         At 1 January 2003       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values         At 31 December 2003       454		At 31 December 2002	107,380	10,245	117,625
Cost  At 1 January 2003 30,898 Disposals (19,995)  At 31 December 2003 10,903  Depreciation  At 1 January 2003 23,979 Charge for the year 1,883 Disposals (15,413)  At 31 December 2003 10,449  Net book values  At 31 December 2003 454	10.2	Company			Motor
Cost         At 1 January 2003       30,898         Disposals       (19,995)         At 31 December 2003       10,903         Depreciation         At 1 January 2003       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values         At 31 December 2003       454					Vehicles
At 1 January 2003 Disposals At 31 December 2003  Depreciation At 1 January 2003 Charge for the year Disposals At 31 December 2003  At 31 December 2003  Net book values  At 31 December 2003		Cont			£
Disposals       (19,995)         At 31 December 2003       10,903         Depreciation       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values       454					20.000
At 31 December 2003 10,903  Depreciation At 1 January 2003 23,979 Charge for the year 1,883 Disposals (15,413) At 31 December 2003 10,449  Net book values At 31 December 2003 454					
Depreciation         At 1 January 2003       23,979         Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values       454		·			
At 1 January 2003 23,979 Charge for the year 1,883 Disposals (15,413)  At 31 December 2003 10,449  Net book values  At 31 December 2003 454		At 31 December 2003			10,903
Charge for the year       1,883         Disposals       (15,413)         At 31 December 2003       10,449         Net book values       454		Depreciation			
Disposals       (15,413)         At 31 December 2003       10,449         Net book values       454					
At 31 December 2003       10,449         Net book values       454					
Net book values At 31 December 2003 454		Disposais			(15,413)
At 31 December 2003 454		At 31 December 2003			10,449
<del>21213</del>		Net book values			
At 31 December 2002 6.919		At 31 December 2003			454
		At 31 December 2002			6,919

11	Fixed Asset Investments			Interest in Associated Undertaking £
11.1	Group			-
	Addition and at 31 December 2003			19,253
		Shares in Group Undertakings	Shares in Associated Undertaking	Total
11.2	Company	£	£	£
	Cost			
	At 1 January 2003 Part disposal Reclassification on part disposal	9,378 (53) (100)	- - 100	9,378 (53)
				<del>-</del> -

During the year, the Company reduced its holding in Pathfinder ICS Limited from 51% to 33%, consequently the investment has been reclassified from that of a subsidiary undertaking to an associated undertaking.

11.3 The company's subsidiaries and associate, all operating in the United Kingdom, are:-

	Shares Held	Nature of	
Name of Company	Class	%	Business
Lane, Earl & Cox Advertising Limited	Ordinary	100	Advertising agents
Leavold Pollard Bardsley Limited	Ordinary 'A'	65	Advertising agents
Athena Medical PR Limited	Ordinary 'A'	85	Marketing services
Pathfinder MMI Limited	Ordinary 'A'	85	Non-trading
Pathfinder ICS Limited	Ordinary	33	Marketing services

12	Debtors	Group		Company	
		2003	2002	2003	2002
	Amounts falling due within one year:	£	£	£	£
	Trade debtors Amounts owed by subsidiary	899,481	891,871	-	-
	undertakings Amounts owed by associated	-	-	474,369	453,453
	undertaking	3,708	-	3,708	_
	Corporation tax recoverable	15,500	-	-	-
	Other debtors	30,837	45,433	2,600	4,025
	Prepayments and accrued income _	309,508	141,020	11,121	5,876
	=	1,259,034	1,078,324	491,798	463,354

13	Creditors Group		p Company		
		2003	2002	2003	2002
		£	£	£	£
	Amounts falling due within one year	r:			
	Trade creditors	324,553	252,115	9,881	2,256
	Corporation tax	75,107	196,756	3,000	_
	Social security and other taxes	299,448	235,135	39,194	48,619
	Other creditors	-	32,052	-	4,042
	Accruals and deferred income	305,853	393,304	18,100	105,174
	Dividend		100,000		100,000
		1,004,961	1,209,362	70,175	260,091

14	Called Up Share Capital	2003 £	2002 £
	Authorised	~	<b>~</b>
	6,750 ordinary 'A' shares of £1 each 3,250 ordinary 'B' shares of £1 each	6,750 3,250	6,750 3,250
		10,000	10,000
	Allotted, called up and fully paid		
	6,750 ordinary 'A' shares of £1 each 2,250 ordinary 'B' shares of £1 each	6,750 2,250	6,750 2,250
		9,000	9,000

All the ordinary shares in the company notwithstanding the division into separate classes, rank pari passu in all material respects except for the entitlement to participate in dividends.

15	Statement of Movements on Reserves	2003	2002
		£	£
	Profit and loss account		
	At 1 January 2003	1,160,868	1,101,761
	Retained profit for the financial year	122,422	61,100
	On subsidiary undertaking's purchase of own shares		<u>(1,993)</u>
	At 31 December 2003	1,283,290	1,160,868
16	Minority Interests	2003 £	2002 £
	At 1 January 2003	83,958	82,288
	Retained profit for year	2,047	47,030_
	Attributable to minority on part disposal of Pathfinder ICS Limited On subsidiary undertaking's purchase of own shares Minority interest in share capital of new subsidiary Distribution to minority	86,005 (28,299) - - (11,250)	129,318 (23,007) 147 (22,500)
	At 31 December 2003	46,456	83,958

#### 17 Financial Commitments

At 31 December 2003 the Group had annual commitments under non-cancellable operating leases as follows:

	Land and Buildings		Other	
	2003	2002	2003	2002
	£	£	£	£
Operating leases which expire:				
Within one year	91,857	63,500	4,733	14,756
Within two to five years		100,210	42,866	44,882
	<u>9</u> 1,857	163,710	47,599	59,638

The leases of land and buildings are subject to rent reviews.

#### 18 Pension Costs

The Group operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the Group in an independently administered fund. The pension cost charge represents contributions payable by the Group to the fund and amounted to £63,570 (2002 - £35,950).