DIRECTORS' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2000



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#### **COMPANY INFORMATION**

**Directors** 

J Parton

O Rasmussen T Morgan C E Parton J K Shaw P Stott

Secretary

C Richards

Company number

3161100

Registered office

North Mills Frog Island Leicester LE3 5DH

**Auditors** 

Thomas May & Co Allen House Newarke Street Leicester LE1 5SG

**Bankers** 

National Westminster Bank plc

Bede House

11 Western Boulevard

Leicester LE2 7EJ

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#### **DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2000**

The directors present their annual report together with the audited consolidated financial statements for the year ended 31 December 2000 comprising the results of the company and its subsidiaries.

#### Results and dividends

The profit for the year, after taxation, amounted to £96,216 (1999 - £89,009 loss).

The directors recommend a dividend of £25,000 (1999 - Nil) leaving a balance of £71,216 which is transferred to retained reserves.

#### Principal activity and review of business

The principal activity of the company during the year was that of a parent company to its wholly owned subsidiaries Autosigns Limited and Retail Site Enhancement Limited.

The principal activity of Autosigns Limited was the manufacture and distribution of display and promotional materials for the motor industry.

Retail Site Enhancement Limited has remained dormant throughout the period and has not traded during the year. The directors do not anticipate that trading will recommence in the foreseeable future.

The directors are very pleased with the results for the year after the disappointing performance in the previous year. Prospects for the current year are encouraging.

#### **Directors**

The following directors have held office since 1 January 2000 and their interests in the company's issued share capital at the balance sheet date and at the start of the year were:

	Ordinary £1 shares	
	2000	1999
J Parton	125,000	125,000
O Rasmussen	25,000	25,000
I S Foster (resigned 1 March 2000)	-	25,000
T Morgan	5,000	5,000
C E Parton	25,000	25,000
J K Shaw	5,000	5,000
P Stott (appointed 2 October 2000)	10,000	-

During the year the company purchased 25,000 ordinary shares of £1 each from I S Foster for £18,000.

#### Charitable donations

During the year no payments (1999 - £370) were made to charitable organisations.

#### Payment policy and practice

It is the policy of the directors to pay creditors in accordance with the terms and conditions agreed.

At the year end trade creditors shown in the balance sheet represented 68 days worth of supplies invoiced during the year (1999 - 64 days).

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2000 (Continued)

#### Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed subject to any material departures disclosed and explained in the financial statements;
- 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 Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Auditors**

Thomas May & Co were appointed auditors to the company and in accordance with Section 385 of the Companies Act 1985, a resolution proposing that they be re-appointed will be put to the Annual General Meeting.

The Directors' Report was approved by the Board of Directors on 29 March 2001.

On behalf of the Board

MUCCONELLE COMPANIENT OR Rasmussen

Director

#### AUDITORS' REPORT TO THE SHAREHOLDERS OF AUTOSIGNS HOLDINGS PLC AND SUBSIDIARY COMPANIES

We have audited the financial statements on pages 4 to 18 which have been prepared under the historical cost convention and the accounting policies set out on page 8 to 9.

#### Respective responsibilities of directors and auditors

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

### Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and 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 affairs of the company and the group as at 31 December 2000 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

The May Ha

Allen House Newarke Street Leicester LE1 5SG

29 March 2001

Thomas May & Co

Chartered Accountants and Registered Auditors

## CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2000

	Notes	2000	1999
	Notes	£	£
Turnover	2	2,758,706	2,883,926
Cost of sales		(1,848,871)	2,086,563
Gross profit		909,835	797,363
Distribution costs Administrative expenses		(417,674) (317,290)	(552,801) (319,967)
Operating profit/(loss)	3	174,871	(75,405)
Interest received Interest payable and similar items	6	115 (39,626)	(38,388)
Profit/(loss) on ordinary activities before taxation		135,360	(113,793)
Taxation	7	(39,144)	24,784
Profit/(loss) for the financial year		96,216	(89,009)
Dividends	8	(25,000)	-
Retained profit/(loss) for the year		71,216	(89,009)

All amounts relate to continuing operations.

Movements in reserves are set out in note 20.

There were no recognised gains or losses for the year other than those included in the profit and loss account.

## CONSOLIDATED BALANCE SHEET 31 DECEMBER 2000

ì	Notes	£	2000 £	£	1999 £
ixed assets		_			
ntangible	9		89,767		95,676
angible	10		335,737		431,556
			425,504		527,232
Current assets					
tocks	12	166,417		186,942	
ebtors	13	416,019		419,326	
ash at bank and in hand		2,217		10,680	
		584,653		616,948	
Creditors: amounts falling due vithin one year	14	(635,023)		(745,174)	
Net current liabilities		<del></del>	(50,370)		(120 226)
ver current naphilies			(30,370)		(128,226)
otal assets less current liabilitie	S		375,134		399,006
Creditors: amounts falling due ofter more than one year	15		(149,543)		(236,361)
Provisions for liabilities and charges	18		-		(270)
let assets			225,591		162,375
Capital and reserves					
Called up share capital	19		195,000		210,000
Capital redemption reserve	20		25,000		-
Profit and loss account	20		5,591		(47,625)
Shareholders' funds	21		225,591		162,375
			=====		

The accounts were approved by the board of directors on 29 March 2001.

Signed on behalf of the board of directors

O Rasmussen

Director

T Morgan Director

## **AUTOSIGNS HOLDINGS PLC**

## BALANCE SHEET 31 DECEMBER 2000

	Notes	£	2000 £	£	1999 £
Fixed assets Investments	11		525,000		525,000
Current assets Cash at bank and in hand		41		41	
		41		41	
Creditors: amounts falling due within one year	14	(249,299)		(234,597)	
Net current liabilities			(249,258)		(234,556)
Total assets less current liabilit	ies		275,742		290,444
Creditors: amounts falling due after more than one year	15		(43,695)		(70,023)
Net assets			232,047		220,421
Capital and reserves Called up share capital Capital redemption reserve Profit and loss account	19 20 20		195,000 25,000 12,047		210,000
Equity shareholders' funds	21		232,047		220,421

The financial statements were approved by the board on 29 March 2001.

Signed on behalf of the board of directors

O Rasmussen

Director

T Morgan

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2000

	<b>2000</b> £	<b>1999</b> £
Reconciliation of operating profit/(loss) to net cash		
inflow/(outflow) from operating activities		
Operating profit/(loss)	174,871	(75,405)
Amortisation of intangible assets	5,909	5,909
Depreciation of tangible fixed assets (Profit)/loss on sale of fixed assets	115,181 (2,846)	110,279 1,268
(Increase)/decrease in debtors	(21,693)	186,578
Decrease/(increase) in stocks	20,525	(24,641)
Decrease in creditors	(74,701)	(110,844)
	<del></del>	
Net cash inflow from operating activities	217,246	93,144
Cash flow statement (note 22)		
Net cash inflow from operating activities	217,246	93,144
Returns on investments and servicing of finance	(39,511)	(88,388)
Taxation	4,527	(4,853)
Capital expenditure	(16,515)	(11,235)
	165,747	(11,332)
Financing	(121,404)	(158,366)
		<del></del>
Increase/(decrease) in cash	44,343	(169,698)
	<u> </u>	
Reconciliation of net cash flow to movement in net debt (note 23 increase/(decrease) in cash in the period	3) 44,343	(169,698)
Cash flow from decrease/(increase) in debt and lease financing	113,405	(17,083)
		<del></del>
Change in net debt	157,748	(186,781)
Net debt at 1 January 2000	(495,323)	(308,542)
Net debt at 31 December 2000	(337,575)	(495,323)

#### **AUTOSIGNS HOLDINGS PLC**

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2000

#### 1 ACCOUNTING POLICIES

#### (a) Basis of preparation of financial statements

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

#### (b) Basis of consolidation

The financial statements of the company and its group undertakings have been consolidated to 31 December 2000. The profit and loss of the company is not presented as permitted by Section 230 of the Companies Act 1985.

## (a) Turnover

Turnover comprises the invoiced value of goods and services supplied by the group, net of value added tax and trade discounts.

#### (b) Intangible fixed assets

Goodwill arising on consolidation represents the excess of the fair value of the consideration given over the fair value of the separable net assets acquired and is amortised over a period of 20 years.

## (c) Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off their cost over their expected useful lives on the following bases:

Freehold land and buildings Improvements to leasehold buildings Plant and equipment 4% over the period of the lease 10%-20%

#### (d) Finance and operating leases

Tangible fixed assets acquired under finance lease or hire purchase are capitalised on the basis of actual cost or discounted minimum lease payments. Instalments payable under each agreement are apportioned between capital and revenue to write off the finance charge in equal amounts over the period of the agreement.

Operating lease rentals are charged in the profit and loss account as they fall due.

#### (e) Investments

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

### (f) Stocks and work in progress

Stocks and work in progress are stated at the lower of cost and net realisable value. Cost comprises the direct cost of acquisition and includes direct labour with a relevant proportion of direct overheads. Net realisable value is based on estimated selling price allowing for all further costs of completion and disposal.

Provision has been made, where necessary, for obsolete, slow moving and defective stocks.

## (g) Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate ruling when settlement occurs. Normal fluctuations on trading are dealt with in the results for the year.

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2000

## (h) Deferred taxation

Provision is made for deferred tax using the liability method to the extent that it is probable that a liability will crystallise.

2	Turnover	2000	1999
	Turnover is attributable to one class of business.	£	£
	Turnover is analysed by geographical market as follows: United Kingdom European Union Other	2,161,599 510,961 86,146	2,329,716 498,675 55,535
	Total	2,758,706	2,883,926
3	Operating profit/(loss)	2000 £	1999 £
	The operating profit/(loss) is stated after charging:	~	~
	Amortisation of intangible assets Depreciation of tangible fixed assets:	5,909	5,909
	- owned by the company	65,256	68,811
	- held under finance lease or hire purchase contracts	49,925	41,468
	Audit fees	5,250	5,670
	Auditors' remuneration – non-audit services Operating lease rentals:	1,200	4,395
	- plant and machinery	59,572	51,390
	- land and buildings	34,500	34,500
			<del></del>
4	Directors' emoluments and benefits	<b>2000</b> £	<b>1999</b> £
	Emoluments for qualifying services Compensation for loss of office	174,821 17,993	186,000
		192,814	186,000

No directors (1999 - none) were members of company pension schemes.

5	Staff costs	2000	1999
	Staff costs, including directors' emolument, were as follows:	£	£
	Wages and salaries Social security costs	780,108 67,254	881,646 77,376
		847,362	959,022
	The average monthly number of employees, including executive	directors,	during the year was:
		No	No
	Production Sales and distribution Administration and management	31 6 12	32 9 10
		49 <del></del>	51 
6	Interest payable and similar items	2000 £	<b>1999</b> £
	Bank loans and overdrafts Other loans Finance charges under finance lease and hire purchase contracts	26,277 3,433 9,916	25,806 2,772 9,810
		39,626	38,388
7	Taxation	2000	1999
	Current year taxation UK corporation tax at 30% (1999 – 30%) Deferred taxation	£ 39,414 (270)	£ (24,784) -
		39,144	(24,784)

8	Dividends	<b>2000</b> £	<b>1999</b> £
	Ordinary shares Final proposed – equity shares	25,000	-
9	Intangible fixed assets		
	Group	Goodwill £	
	At 1 January 2000 and 31 December 2000	118,182 =	
	Amortisation At 1 January 2000 Charge for the year	22,506 5,909	
	At 31 December 2000	28,415	
	Net book amount At 31 December 2000	89,767	
	At 31 December 1999	95,676	

# NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2000

### 10 Tangible fixed assets

Group	Freehold land and buildings £	Leasehold improvements £	Plant and equipment	Total £
Cost At 1 January 2000 Additions Disposals 2000	160,857 - -	68,746 - -	1,313,564 21,262 (3,471)	1,543,167 21,262 (3,471)
At 31 December 2000	160,857	68,746	1,331,355	1,560,958
Depreciation At 1 January 2000 Charge for year On disposals	33,249 6,432 -	63,179 4,409	1,025,183 104,340 (1,571)	1,111,611 115,181 (1,571)
At 31 December 2000	39,681	67,588	1,117,952	1,225,221
Net book amount At 31 December 2000	121,176	1,158	213,403	335,737
At 31 December 1999	127,608	5,567	298,381	431,556

The net book amounts of plant and equipment above include £126,704 (1999 - £165,629) in respect of assets held under finance leases or hire purchase contracts.

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2000

#### 11 Fixed asset investments

	Shares in subsidiary undertakings £	Participating interests £	Total £
Cost At 1 January 2000 and 31 December 2000	526,000	6,000	532,000
Provisions At 1 January 2000 and 31 December 2000	1,000	6,000	7,000
Net book amount 31 December 2000 and 31 December 1999	525,000		525,000
	<del></del>	<del></del>	

The company owned the entire share capital of Autosigns Limited and Retail Site Enhancement Limited at the year end, both of which are incorporated in Great Britain. The former manufactures and distributes display and promotional materials to the motor industry, while the latter produced and sold specialised window and floor graphics to the retail market until it became dormant in the previous year.

The participating interest represents an investment in Uni-shields Limited, a company registered in the Isle of Man.

12	Stocks	G	Group		Company	
		2000 £	1999 £	<b>2000</b> £	1999 £	
	Finished goods	166,417	186,942	-		

13	Debtors	G	roup	Cor	npany
		2000	1999	2000	1999
		£	£	£	£
	Due within one year				
	Trade debtors	393,744	376,954	_	_
	Other debtors	7,942	150	_	_
	Prepayments and accrued income	14,333	17,222	_	_
	Corporation tax recoverable	- 1,000	4,527	_	
	onportation tax root or abio		1,0221		
			<del></del>		
		416,019	398,853	_	_
	Due after one year	110,010	000,000		
	Advance corporation tax recoverable	_	20,473	_	_
	Advance corporation tax recoverable	_	20,410	_	_
		416,019	440 226		
		410,019	419,326	-	-
14	Creditors	G	roup	Co	mnan.
14	Creditors	2000	roup 1999		mpany
	Amounta falling due within one was	2000 £	£	2000	1999
	Amounts falling due within one year	T.	ı.	£	£
	Bank loans and overdrafts	145,463	100.050	25 427	05 407
	Trade creditors	,	190,850	25,137	25,137
		251,942	292,403	400.070	400.000
	Amounts owed to group undertakings	40.044	-	190,973	166,603
	Corporation tax	18,941	45.000	-	-
	Other tax and social security	74,911	45,066	-	-
	Net obligations under finance lease	44.700	40 -00		
	and hire purchase contracts (note 17)	44,786	43,792		
	Other creditors	5,597	128,918	5,182	41,857
	Accruals and deferred income	68,383	44,145	3,007	1,000
	Proposed dividends	25,000	-	25,000	-
		<del></del>	<del></del>		
		635,023	745,174	249,299	234,597
		<del></del>			
4-		_		_	
15	Creditors		iroup		mpany
	A contraction of the contraction	2000	1999	2000	1999
	Amounts falling due after more than one	year £	£	£	£
	5 11 ( 10)	100.004	4.40 =00	10.00	70.000
	Bank loans (note 16)	100,334	149,520	43,695	70,023
	Net obligations under finance lease and				
	hire purchase contracts (note 17)	49,209	86,841	-	-
		<del></del>			
			000 554	40	
		149,543	236,361	43,695	70,023

# NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2000

Loans	Group Compa			mpany
	2000	1999	2000	1999
Loans fall due for payment as follows:	£	£	£	£
Bank loans				
Within one year	44,556	37,137	25,137	25,137
Between one and two years	54,375	34,000	34,956	22,000
Between two and five years	45,959	84,023	8,739	48,023
After more than five years	-	31,497	-	-
		<del></del>		
	144,890	186,657	68,832	95,160
		<u> </u>		

The bank loan is secured by a mortgage debenture incorporating a specific equitable charge over the leasehold factory and a charge over the freehold building.

4-	<b>-</b>	•		_	
17	Finance leases	Group		Con	npany
		2000	1999	2000	1999
	Net obligations under finance lease and hire purchase agreements fall due as follows:	£	£	£	£
	Within one year	44,786	43,792	-	_
	Between one and five years	49,209	86,841	-	-
			<del></del>		
		93,995	130,633	-	-
			<del></del>		
18	Provisions for liabilities and charges				
	Group		ovided	•	rovided
	Deferred tax is analysed as follows:	2000 £	1999 £	<b>2000</b> £	<b>1999</b> £

The company has no potential deferred tax liability.

Capital allowances

19	Share capital	Authorised	Allotted, called up and fully paid	
	At 31 December 2000	£	No.	£
	Ordinary shares of £1 each	220,000	195,000	195,000

During the year the company allotted 10,000 ordinary shares of £1 each at par value.

270

20	Reserves	ac	and loss count Company £	rese	edemption erve Company £
	At 1 January 2000 Retained profit for the year Repurchase of 25,000 ordinary	(47,625) 71,216	10,421 19,626	-	-
	shares of £1 each	(18,000)	(18,000)	25,000	25,000
	At 31 December 2000	5,591	12,047	25,000	25,000
21	Equity shareholders' funds  Group		<del></del>	2000 £	<b>1999</b> £
	Shareholders' funds at 1 January 2000 Profit/(loss) for the year Dividends Allotment of 10,000 ordinary shares of £1 each Repurchase of 25,000 ordinary shares of £1 each			162,375 96,216 (25,000) 10,000 (18,000)	251,384 (89,009) - - -
	Shareholders' funds at 31 December 2000			225,591	162,375
	Company			2000 £	1999 £
	Shareholders' funds at 1 January 2000 Profit/(loss) for the year Dividends Allotment of 10,000 ordinary shares of £1 each Repurchase of 25,000 ordinary shares of £1 each			220,421 44,626 (25,000) 10,000 (18,000)	239,137 (18,716) - - -
	Shareholders' funds at 31 December 2000			232,047	220,421

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## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2000

### 24 Capital commitments

At 31 December 2000 the group had capital commitments as follows:

	<b>2000</b> £	1999 £
Contracted for but not provided in the financial statements	20,440	-
	<del></del>	<del></del>

The company had no capital commitments at 31 December 2000.

#### 25 Other commitments

At 31 December 2000 the group had annual commitments under operating leases as follows:

	Land and buildings		Other	
	<b>2000</b> £	1999 £	<b>2000</b> £	1999 £
Expiry date: Within 1 year Between 1 and 5 years	- 34,500	34,500	33,335 19,653	2,888 51,685
,			<del></del>	
	34,500	34,500	52,988	54,573

The company had no leasing commitments.

## 26 Controlling party

Ultimate control of the company lies with J Parton, a director of the company.