Company Number: 3198330

# ROUSE & CO INTERNATIONAL LIMITED FINANCIAL STATEMENTS

30 APRIL 2000



River House 6 Walnut Tree Park Walnut Tree Close Guildford Surrey GU1 4TW



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## **DIRECTORS AND OFFICERS**

#### **DIRECTORS**

P E Rouse R A Ross-Macdonald S D Adams A J T Willoughby

#### **SECRETARY**

J J Byrne

#### **REGISTERED OFFICE**

The Isis Building Thames Quay 193 Marsh Wall London E14 9SG

#### **AUDITORS**

Bessler Hendrie Chartered Accountants River House 6 Walnut Tree Park Walnut Tree Close Guildford Surrey GU1 4TW

#### **DIRECTORS' REPORT**

The directors submit their report and the financial statements of Rouse & Co International Limited for the year ended 30 April 2000.

#### PRINCIPAL ACTIVITIES

The principal activity of the group is the management, protection and exploitation of intellectual property throughout the world.

#### REVIEW OF THE BUSINESS

The consolidated results for the year are set out on page 6. The directors are satisfied with the results for the year. With a significant increase in turnover during the year and a minimal increase in overhead costs the group showed a satisfactory level of profitability for the year.

The directors consider the trading results of the year to 30 April 2001 will show further growth in turnover and an improvement in profitability.

#### RESULTS AND DIVIDENDS

The group profit for the year after taxation was £605,498 (1999: loss £650,904).

The directors do not recommend the payment of a dividend on ordinary shares of the company and therefore the profit of £605,498 (1999: loss £650,904) has been taken to reserves.

#### **DIRECTORS**

The following directors have held office since 1 May 1999:-

P E Rouse R A Ross-Macdonald S D Adams A J T Willoughby

#### **DIRECTORS' REPORT**

#### **DIRECTORS' INTERESTS IN SHARES**

Directors' interests in the shares of the company, were as follows:-

	Ordinary shares of 10p each 30 April 2000	Ordinary shares of 10p each 30 April 1999
P E Rouse	56,099	157,473
R A Ross-Macdonald	101,316	101,316
S D Adams	88,177	88,177
A J T Willoughby	106,301	106,301

#### PURCHASE OF OWN SHARES

During the year the company reduced its share capital by the purchase 101,374 ordinary shares with a nominal value of £10,137, representing 17.3% of the total issued share capital at that date. The shares were cancelled. The aggregate consideration paid was £182,473.

#### POLITICAL AND CHARITABLE DONATIONS

The group made charitable donations totalling £1,965 during the year.

#### POST BALANCE SHEET EVENT

In September 2000 the 94,500 shares held in Geodesia Limited were sold realising total proceeds of £170,000. This resulted in a loss on disposal of £133,440, which has been reflected by a write-down of the value of the investment in these accounts.

#### **AUDITORS**

A resolution to reappoint Bessler Hendrie, Chartered Accountants, who were appointed during the year, as auditors will be put to the members at the Annual General Meeting.

By order of the Board

Secretary

**26FEB** 2001

# DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

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 requirements of 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' REPORT TO THE MEMBERS OF

#### ROUSE & CO INTERNATIONAL LIMITED

We have audited the financial statements on pages 6 to 19.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 4 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 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 of the group at 30 April 2000 and of the group profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Bessler Herdie Registered Auditor

River House

6 Walnut Tree Park

Walnut Tree Close

Guildford

Surrey GU1 4TW

27 February 2001

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

for the year ended 30 April 2000

	Notes		2000		1999
TURNOVER	1		6,173,285		5,226,716
Change in value of work in progress			389,029		61,935
		-	6,562,314	_	5,288,651
Other operating charges	2		5,722,601		5,769,807
OPERATING PROFIT/(LOSS)			839,713		(481,156)
Interest receivable	3		2,258		349
		-	841,971	•	(480,807)
Interest payable	4	-	122,508		81,708
PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION	5		719,463		(562,515)
Taxation	7		113,965		88,389
PROFIT/(LOSS) ON ORDINARY ACTIVITIES AFTER TAXATION	18	£	605,498	£	(650,904)

The operating loss for the year arises from the company's continuing operations.

No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses have been dealt with in the Profit and Loss Account.

# CONSOLIDATED BALANCE SHEET 30 April 2000

	Notes		2000		1999
FIXED ASSETS					
Tangible assets	8		693,576		744,448
Investments	9		170,000	_	
			863,576		744,448
CURRENT ASSETS					
Work in progress	10		543,373		153,720
Debtors	11		2,618,426		2,285,230
Cash at bank and in hand			272,854	_	97,054
			3,434,653		2,536,004
CREDITORS		_		=	<del></del>
Amounts falling due within one year	12		3,102,280		2,486,515
NET CURRENT ASSETS/(LIABILITIES)			332,373	-	49,489
TOTAL ASSETS LESS CURRENT LIABILITIES		_	1,195,949	-	793,937
CREDITORS					
Amounts falling due after more than one year	13		265,196		423,592
		£	930,753	£	370,345
		=		,	<del></del>
CAPITAL AND RESERVES					
Called up share capital	16		54,189		58,527
Share premium account	17		859,818		892,954
Capital reserve	17		87,563		87,563
Profit and loss account	18	_	(70,817)		(668,699)
SHAREHOLDERS' FUNDS	19	£	930,753	£	370,345

Approved by the Board on **26 FEB** 2001

Director

# PARENT COMPANY BALANCE SHEET 30 April 2000

	Notes		2000	•	1999
FIXED ASSETS					
Tangible assets	8		499,551		504,270
Investments	9		206,752		36,752
		<del></del>	706,303	-	541,022
CURRENT ASSETS					
Stock and work in progress	10		150,049		110,389
Debtors	11		2,380,383		2,510,368
Cash at bank and in hand			89,510		15,251
			2,619,942	-	2,636,008
CREDITORS					
Amounts falling due within one year	12		3,030,925		2,735,501
NET CURRENT (LIABILITIES)		_	(410,983)	_	(99,493)
TOTAL ASSETS LESS CURRENT LIABILITIES		•	295,320	•	441,529
CREDITORS		_		-	
Amounts falling due after more than one year	13		265,196		423,592
		£	30,124	£	17,937
CAPITAL AND RESERVES					
Called up share capital	16		54,189		58,527
Share premium account	17		859,818		892,954
Profit and loss account	18		(883,883)		(933,544)
SHAREHOLDERS' FUNDS	19	£	30,124	£	17,937

Approved by the Board on **26 FEB** 2001

Director

#### Financial statements for the year ended 30 April 2000

#### **ACCOUNTING POLICIES**

#### BASIS OF ACCOUNTING

The financial statements have been prepared under the historical cost convention.

#### **BASIS OF CONSOLIDATION**

The group accounts consolidate the accounts of the company and all of its subsidiary undertakings.

As permitted by Section 230 of the Companies Act 1985, the profit and loss of the parent company has not been presented.

Subsidiaries acquired during the year are consolidated using the acquisition method. Their results are incorporated from the date that control passes.

#### TANGIBLE FIXED ASSETS

Fixed assets are stated at historical cost.

Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life, as follows:-

Leasehold improvements over lease term

Computer equipment 33% on reducing balance

Office equipment, fixtures and fittings 25% on reducing balance

Motor vehicle 20% straight line

#### **INVESTMENTS**

Unlisted investments are stated at cost. Provision is made for any permanent diminution in value.

#### STOCKS AND WORK IN PROGRESS

Stocks and work in progress are valued at the lower of cost and net realisable value. Cost of work in progress includes direct salary costs, plus an apportionment of related overhead costs. Net realisable value is based upon estimated normal selling price less further costs expected to be incurred to completion. Provision is made for unbillable time.

Financial statements for the year ended 30 April 2000

#### **ACCOUNTING POLICIES**

#### **DEFERRED TAXATION**

Taxation deferred or accelerated by the effect of timing differences is accounted for on the liability method to the extent that it is probable that a liability will crystallise.

#### FOREIGN CURRENCY TRANSLATION

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange at the accounting date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to the profit and loss account.

Fixed asset investments denominated in foreign currencies are translated into sterling at the rates of exchange current at the dates of the transactions except when financed by borrowings denominated in foreign currencies when both the investments and the borrowings are retranslated at the rates of exchange ruling at the end of the period.

#### LEASED ASSETS AND OBLIGATIONS

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 during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the profit and loss account in proportion to the remaining balance outstanding.

All other leases are operating leases and the annual rentals are charged to profit and loss on a straight line basis over the lease term.

#### **TURNOVER**

Turnover represents fees receivable during the period in respect of the company's principal activity.

### NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 April 2000

# 1. TURNOVER AND PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION

The group's turnover and profit before taxation were all derived from its principal activity. Sales were made in the following geographical markets:

			2000		1999
	United Kingdom		2,460,953		2,107,517
	Hong Kong		432,537		958,761
	China		1,484,566		1,046,090
	Indonesia		497,617		380,032
	Middle East	_	1,297,612	_	734,316
		£	6,173,285	£	5,226,716
2.	OTHER OPERATING CHARGES				
	Staff costs		4,260,861		3,078,243
	Operating expenses		1,668,855		2,810,141
	Other operating income	نو	(207,115)	_	(118,577)
		£	5,722,601	£	5,769,807
3.	INTEREST RECEIVABLE				
	Bank interest		2,258	-	349
		£	2,258	£	349
			<del></del>	=	
4.	INTEREST PAYABLE				
	Bank interest payable		92,367		44,830
	Finance lease interest		23,255		33,814
	Other interest		6,886		3,064
		£	122,508	£	81,708

_	DDOCKT ON ODDINA DV	2000		1999
Э,	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			
	Profit/(loss) on ordinary activities before taxation is stated			
	after charging:			
	Depreciation and amounts written off tangible fixed:			
	Charge for the year:			
	owned assets	166,773		199,406
	leased assets	85,505		114,019
	(Profit)/Loss on disposal Auditors' remuneration	37,196 45,404		5,152
	(Profit)/Loss on exchange of foreign currency	45,404 16,773		24,812 (68,610)
	Operating lease rentals:	10,773		(00,010)
	Land and buildings	310,935		343,813
	Office equipment	59,694		9,252
	Write down of fixed asset investment	133,440		-
	Profit on sale of fixed asset investment	(55,810)		_
	•		=	<del></del> -
6.	EMPLOYEES			
	The average weekly number of persons (including directors) employed by the group during the year was:	No.		No.
	Administration	133		111
	Management	18	_	18
		151		129
	Staff costs for the above persons:	<del></del>	<b>=</b>	<del></del>
	Wages and salaries	3,989,828		3,014,267
	Social security costs	246,886	_	41,120
	£	4,236,714	£	3,055,387
	DIRECTORS' REMUNERATION		=	<del></del>
	Aggregate emoluments £	384,242	£	519,989
	Highest paid director:	- — <del>— — —</del>	-	
	Aggregate emoluments £	150,000	£	207,706

No pension costs were incurred in respect of the directors.

		2000		1999
7. TAXATION				
Based on the profit for the year:				
UK Corporation tax at 30% (1999: 31%	5)	52,105		62,242
Over provision in earlier years		-		(1,126)
Double taxation relief		(24,040)		(28,566)
Overseas taxation suffered		85,900		55,839
	£	113,965	£	88,389
			==	

There are tax losses in the parent company of £142,000 available to be set against future trading profits in the company.

# 8. TANGIBLE FIXED ASSETS

**GROUP** 

	Leasehold improvements	Furniture, fixtures and fittings	Office and computer equipment	Motor Vehicles		TOTAL
Cost:						
1 May 1999	5,200	453,837	681,118	41,185		1,181,340
Additions	2,220	29,274	218,633	-		250,127
Disposals	-	(27,227)	(107,676)	-		(134,903)
Exchange differences	150	1,571	6,509	-	_	8,230
30 April 2000	7,570	457,455	798,584	41,185		1,304,794
Depreciation:					_	
1 May 1999	2,175	150,208	278,331	6,178		436,892
Charge in the year	851	79,283	163,907	8,237		252,278
Disposals	~	(15,630)	(66,148)	-		(81,778)
Exchange differences	63	621	3,142		_	3,826
30 April 2000	3,089	214,482	379,232	14,415		611,218
Net book value:			<del></del>		•	
30 April 2000	4,481	242,973	419,352	26,770	£	693,576
30 April 1999	3,025	303,629	402,787	35,007	£	744,448
					•	

The net book value of furniture, fixtures and fittings, office and computer equipment, and motor vehicles includes £18,004 (1999: £27,619), £167,991 (1999: £245,705) and £26,770 (1999: £35,007) respectively in respect of assets held under hire purchase contracts. The depreciation charge on those assets was £85,505 (1999: £114,019).

#### 8. TANGIBLE FIXED ASSETS continued

**COMPANY** 

	Computer equipment	Office equipment	Furniture, fixtures and fittings	Motor Vehicles		TOTAL
Cost:						
1 May 1999	338,188	135,513	181,615	41,185		696,501
Additions	153,712	15,806	2,596	-		172,114
Disposals	(11,517)	(4,872)	~	<u>.</u>	_	(16,389)
30 April 2000	480,383	146,447	184,211	41,185		852,226
Depreciation:						
1 May 1999	108,996	33,758	43,299	6,178		192,231
Charge in the year	96,975	23,460	35,184	8,237		163,856
Disposals	(2,194)	(1,218)	-	<u>-</u>		(3,412)
30 April 2000	203,777	56,000	78,483	14,415	,	352,675
Net book value:						
30 April 2000	276,606	90,447	105,728	26,770	£	499,551
30 April 1999	229,192	101,755	138,316	35,007	£	504,270

The net book value of computer equipment, office equipment, furniture, fixtures and fittings and motor vehicles includes £111,772 (1999: £172,511), £56,219 (1999: £73,194), £18,004 (1999: £24,390) and £26,770 (1999: £35,007) respectively in respect of assets held under hire purchase contracts. The depreciation charge on those assets was £85,505 (1999: £111,821).

### NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 April 2000

		Group			Company		
		2000		1999	2000		1999
9.	FIXED ASSET INVESTMENTS						
	At cost						
	1 May 1999	-		-	36,752		36,752
	Additions	350,000		-	350,000		-
	Disposals	(46,560)		~	(46,560)		-
	Write down of investment	(133,440)	_		(133,440)		
	30 April 2000 £	170,000	£	- £	206,752	£	36,752

The company's investments at the balance sheet date in the share capital of unlisted companies include the following:

Name	Country of Incorporation	Class of shares	Percentage	Nature of business
Rouse & Co International				Consultancy
(UK) Limited	United Kingdom	Ordinary	100	services
Rouse & Co International	*			Consultancy
(Overseas) Limited	Hong Kong	Ordinary	100	services
Beijing Jieding	*			Consultancy
Consultancy	China	Ordinary	100	services
Linkway Limited	*	Ordinary	100	Consultancy
	Hong Kong			services
P T Rouse & Co	#			Consultancy
International (Indonesia)	Indonesia	Ordinary	95	services
Rouse & Co International	Thailand	Ordinary	100	Non-Trader
(Thailand) Limited				
Geodesia Limited	United Kingdom	Ordinary	17	Internet portal developer
Rouse & Co International				•
Services Limited	United Kingdom	Ordinary	100	Non-trader
Rouse & Co International		<b>y</b>	<del>-</del>	
(ME) Limited	United Kingdom	Ordinary	100	Non-Trader
` /	<b>3</b>	3		

<sup>\*</sup> This company is a subsidiary undertaking of Rouse & Co International (UK) Limited.

<sup># 5%</sup> of this company is owned by Rouse & Co International (UK) Limited so that it is a wholly owned subsidiary undertaking.

		Group				Company		
		2000		1999		2000		1999
10. STOCKS								
Work in progress	£	543,373	£	153,720	£	150,049	£	110,389

This represents unbilled costs in respect of consultancy services.

#### TES TO THE FINANCIAL STATEMENTS

the year ended 30 April 2000

	G	roup	Co	mpany
	2000	1999	2000	1999
DEBTORS				
Due within one year:				
Trade debtors	2,230,552	1,895,366	994,401	1,876,408
Amounts due from subsidiary undertakings	-		- 1,147,621	403,094
Other debtors	125,191	109,550	6 47,083	27,200
Prepayments and accrued income	262,683	280,30	8 191,278	203,666
	£ 2,618,426	£ 2,285,230	0 £ 2,380,383	£ 2,510,368

Included in trade debtors is an amount of £Nil (1999: £181,494) owed by Willoughby & Partners, a firm in which A J T Willoughby is a partner.

#### CREDITORS

Amounts falling due within one year:				
Bank loans and overdraft	959,063	654,336	959,063	654,336
Obligations under finance leases	108,394	160,964	108,394	160,343
Trade creditors	1,164,178	935,964	1,053,482	846,554
Amounts owed to subsidiary undertakings	-	-	247,867	433,107
Corporation tax	67,686	32,450	14,000	-
Other taxation and social security costs	151,300	410,129	138,969	391,166
Other creditors	252,378	8,677	228,680	3,017
Accruals and deferred income	399,281	283,995	280,470	246,978
	£ 3,102,280	£ 2,486,515	£ 3,030,925	£ 2,735,501

The bank loans and overdraft are secured by a fixed charge over the group's assets.

Composite guarantees are in place between all United Kingdom group companies.

Included in trade creditors is an amount of £105,940 (1999: £Nil) owed to Willoughby & Partners, a firm in which A J T Willoughby is a partner.

Included in other creditors is a loan of £162,000 from P E Rouse, a director of the company. The loan is interest free with no set terms of repayment.

# NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 April 2000

	Group		Comp	any
	2000	1999	2000	1999
13. CREDITORS				
Amounts falling due after one year:				
Bank loans	225,000	275,000	225,000	275,000
Obligations under finance leases	40,196	148,592	40,196	148,592
	£ 265,196	£ 423,592	£ 265,196 £	423,592
		: <del></del>		

The obligations under finance leases include £40,196 (1999: £148,592) in respect of instalments payable between 2 and 5 years.

		2000		1999
14. OBLIGATIONS UNDER HIRE PURCHASE AND				
FINANCE LEASES				
GROUP				
Disclosed as payable:				
Within one year		117,485		179,500
In more than one year	_	41,522	_	163,725
Gross liability	£	159,007	£	343,225
Finance charges allocated to future periods	£	10,417	£	33,668

### 15. PROVISIONS FOR LIABILITIES AND CHARGES

Deferred taxation provided in the financial statements and the unprovided potential liability are as follows:-

GROUP		Amount 2000	provided 1999		Unprovid 2000	ed I	iability 1999
Excess of tax allowances depreciation	over	<del>-</del>	-		18,000		12,000
Losses, in excess of	_	<del></del>			(18,000)	_	(10,500)
	£	-	£ -	£	-	£	1,500
COMPANY							
Excess of tax allowances depreciation	over	-	-		18,000		10,500
Losses, in excess of	_				(18,000)	_	(10,500)
	£	-	£ -	£ = :	-	£	-

16. SHARE CAPITAL Authorised:		2000		1999
3,000,000 ordinary shares of 10p each	£	300,000	£	300,000
Allotted, issued and fully paid: 541,893 ordinary shares of 10p each (1999: 582,267)	£	54,189	£	58,527

On 7 July 1999 the company allotted 58,000 ordinary shares of 10p at a premium of £2.40 per share. On 14 February 2000 the company purchased 101,374 of its own ordinary shares of 10p for cancellation at a premium of £1.70 per share.

#### 17. CAPITAL RESERVES

	Share Premium Account		Capital Reserve
1 May 1999	892,954		87,563
Issue of shares	139,200		-
Purchase of own shares	(172,336)	_	
30 April 2000	£ 859,818	£	87,563

The movements in the share premium account reflect the transactions in the company's shares set out in Note 16.

#### 18. PROFIT AND LOSS ACCOUNT

		Group	•		Comp	any	ay		
		2000	1999		2000		1999		
1 May 1999		(668,699)	(14,192)		(933,544)		••		
Profit/(Loss) for the year		605,498	(650,904)		49,661		(933,544)		
Exchange difference on consolidation		(7,616)	(3,603)		-		-		
30 April 2000	£	(70,817) £	(668,699)	£	(883,883)	£	(933,544)		

### OTES TO THE FINANCIAL STATEMENTS

or the year ended 30 April 2000

. RECONCILIATION OF MOVEMENTS		2000		1999
IN SHAREHOLDERS' FUNDS				
GROUP				
Profit/(Loss) for the financial period		605,498		(650,904)
Issue of share capital		145,000		945,481
Purchase of own shares		(182,474)		-
Exchange difference on consolidation		(7,616)		(3,603)
		560,408		290,974
Opening shareholders' funds	-	370,345	-	79,371
Closing shareholders' funds	£	930,753	£	370,345
COMPANY	•	<del></del>	=	
Profit/(Loss) for the financial period		49,661		(933,544)
Issue of share capital		145,000		945,481
Purchase of own shares		(182,474)		
		12,187		11,937
Opening shareholders' funds		17,937	-	6,000
Closing shareholders' funds	£	30,124	£	17,937
D. COMMITMENTS UNDER OPERATING				
LEASES				
At 30 April 2000, the group had annual commitments				
under non-cancellable operating leases as follows:				
Land and buildings:		01 170		<b>50</b> 000
expiring within 1 year		81,170 32,266		52,000 59,078
expiring between 2 and 5 years expiring in 5 years or more		232,735		232,735
Equipment:		434,133		434,133
expiring within 1 year		_		_
expiring between 2 and 5 years		20,870	•	9,252
	£	367,041	£	353,065

### . TRANSACTIONS WITH DIRECTORS

During the year the group invoiced administration charges of £1,439,700 (1999: £611,006) to Willoughby & Partners, a firm in which A J T Willoughby is a partner.