ABBREVIATED ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2007

FOR

PARTNERS IN IT LTD

31/01/2008 COMPANIES HOUSE

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COMPANY INFORMATION for the year ended 31 March 2007

DIRECTORS:

I G Macdonald

P D Cash
P Jenkins
L M Donnelly

SECRETARY:

L M Donnelly

REGISTERED OFFICE:

7 Bracknell Beeches

Old Bracknell Lane

Bracknell Berkshire RG12 7BW

REGISTERED NUMBER:

3261946 (England and Wales)

AUDITORS:

Griffins

Chartered Accountants & Registered Auditor

Griffins Court 24-32 London Road NEWBURY

Berkshire RG14 IJX

REPORT OF THE DIRECTORS for the year ended 31 March 2007

The directors present their report with the accounts of the company for the year ended 31 March 2007

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of information technology consultancy, support and software product sales

REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed accounts

This year saw the company make tremendous progress towards meeting strategic targets but at the same time improving underlying profitability

Strategically the board expanded the services offered by the company from Product, Services and Support to also include Managed Services that have been marketed as On Demand services. The rationale of this decision is to increase the recurring revenues that the business can rely upon on a year to year basis.

The Managed Services investment during the course of the year was substantial and included hardware, software and services to create a highly available resilient platform that can be used to deliver a variety of services. The first customer contracted to receive the service this year has proven to be very successful, generating good quality references and recommendations.

During the course of the year the company has changed its existing accounting policy in relation to support contracts sold together with product sales to reflect changes in regulatory requirements. The principle now to be applied is that the support element of the product sales will now be time apportioned over the period to which the support contract relates. This then ensures that revenue is recognised at the same time the cost of support is incurred, over the life of the contract. The financial effect of this is that revenue of support contracts sold with products is no longer recognised when it is invoiced, but time apportioned over the life of the contract.

The change of accounting policy requires that the company restates its previous year's financial statements on the basis that the correct policy was used in prior years. This adjustment is shown in the accounts as a Prior Year Adjustment. The effect of this is that the previous year's figures now show a trading loss.

Our key supplier, Hewlett-Packard, has executed a number of large acquisitions in the last year and we anticipate that the integration of these businesses may have a slowing effect on the demand for some products in the year to come. We have seen this slow down in demand in the last quarter of the year and we anticipate that it will be towards the end of 2007 that the integration issues will be resolved. However, once this transition period is complete we anticipate increased opportunities for Product and Services as a result of new additions to the HP product portfolio, strengthening HP and our capability in the market and increased demand for Services to assist customers with the transition to new Product releases

The development of the On Demand services has expanded our addressable customer base and we anticipate that in the year to come we will see growth in annuity revenues and the number of available services

DIVIDENDS

No dividends will be distributed for the year ended 31 March 2007

DIRECTORS

The directors shown below have held office during the whole of the period from I April 2006 to the date of this report.

I G Macdonald

P D Cash

P Jenkins

L M Donnelly

REPORT OF THE DIRECTORS for the year ended 31 March 2007

DIRECTORS - continued

Other changes in directors holding office are as follows

P J Lawler - resigned 18 December 2006

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to 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 these 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,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 234ZA of the Companies Act 1985) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

AUDITORS

The auditors, Griffins, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985

ON BEHALF OF THE BOARD:

L M Donnelly - Secretary

Date 19/12/03

REPORT OF THE INDEPENDENT AUDITORS TO PARTNERS IN IT LTD
UNDER SECTION 247B OF THE COMPANIES ACT 1985

We have examined the abbreviated accounts set out on pages five to twenty, together with the financial statements of Partners In IT Ltd for the year ended 31 March 2007 prepared under Section 226 of the Companies Act 1985

This report is made solely to the company, in accordance with Section 247B of the Companies Act 1985. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special auditors' 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, for our work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with Section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Act to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with that provision and to report our opinion to you

Basis of opinion

We conducted our work in accordance with Bulletin 2006/3 "The Special Auditor's Report on Abbreviated Accounts in the United Kingdom" issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Companies Act 1985, and the abbreviated accounts have been properly prepared in accordance with that provision

Griffins

Chartered Accountants & Registered Auditor

19/12/07

Griffins Court

24-32 London Road

NEWBURY

Berkshire

RGI4 IJX

Date

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ABBREVIATED PROFIT AND LOSS ACCOUNT for the year ended 31 March 2007

		2007	2006
			as restated
	Notes	Ĺ	£
GROSS PROFIT		2,125,805	1,681,279
Administrative expenses		1,788,708	1,820,143
OPERATING PROFIT/(LOSS)	3	337,097	(138,864)
Interest receivable and similar income		27,716	19,732
		364,813	(119,132)
Interest payable and similar charges	4	13,452	2,695
PROFIT/(LOSS) ON ORDINARY ACTI	VITIES		
BEFORE TAXATION		351,361	(121,827)
Tax on profit/(loss) on ordinary activities	5	48,038	
PROFIT/(LOSS) FOR THE FINANCIAL	YFΔR		
AFTER TAXATION		303,323	(121,827) ======

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current year or previous year

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES for the year ended 31 March 2007

		2007	2006
			as restated
		£	£
PROFIT/(LOSS) FOR THE FI	NANCIAL YEAR	303,323	(121,827)
TOTAL RECOGNISED GAIN	IS AND LOSSES		
RELATING TO THE YEAR		303,323	(121,827) ———
	Note		
Prior year adjustment	6	(239,479)	
			
TOTAL GAINS AND LOSSE	S RECOGNISED		
SINCE LAST ANNUAL REPO	ORT	63,844	

ABBREVIATED BALANCE SHEET 31 March 2007

		2007	•	2006	
				as restat	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		304,946		194,497
CURRENT ASSETS					
Stocks	8	87,777		-	
Debtors	9	2,426,270		2,921,919	
Cash at bank		1,336,156		456,910	
		3,850,203		3,378,829	
CREDITOR\$					
Amounts falling due within one year	10	3,455,922		3,082,201	
NET CURRENT ASSETS			394,281		296,628
TOTAL ASSETS LESS CURRENT LIABILITIES			699,227		491,125
CREDITORS					
Amounts falling due after more than one year	11		(104,658)		(82,890)
PROVISIONS FOR LIABILITIES	15		(2,131)		•
NET ASSETS			592,438		408,235
CAPITAL AND RESERVES					
Called up share capital	16		719		959
Share premium	17		2,311		2,311
Capital redemption reserve	17		2,311		<u> -</u>
Profit and loss account	17		589,168		404,965
From and ioss account	17				
SHAREHOLDERS' FUNDS	19		592,438		408,235

These abbreviated accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium-sized companies

The financial statements were approved by the Board of Directors on

19/12/07

onnelly - Dir**∉**ctor

of and were signed on its behalf by

P D Cash - Director

P Jenkins - Director

The notes form part of these abbreviated accounts

CASH FLOW STATEMENT for the year ended 31 March 2007

		2007	•	2006	
				as restate	ed .
	Notes	£	£	£	£
Net cash inflow					
from operating activities	ı		1,197,435		87,645
Returns on investments and					
servicing of finance	2		14,264		17,037
Taxation			(26,412)		(47,495)
Capital expenditure	2		(244,739)		(219,254)
			940,548		(162,067)
Financing	2		(61,302)		105,957
Increase/(Decrease) in cash in the peri	od		879,246		(56,110)
Reconciliation of net cash flow		***	-		
to movement in net funds	3				
Increase/(Decrease)					
in cash in the period Cash inflow		879,246		(56,110)	
from increase in debt and lease financing		(57,817)		(105,957)	
Change in net funds resulting					
from cash flows			821,429		(162,067)
Movement in net funds in the period			821,429		(162,067)
Net funds at I April			350,953		513,020
Net funds at 31 March			1,172,382		350,953

NOTES TO THE CASH FLOW STATEMENT for the year ended 31 March 2007

RECONCILIATION OF OPERATING PROFIT/(LOSS) TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2007	2006 as restated
	£	£
Operating profit/(loss)	337,097	(138,864)
Depreciation charges	133,832	81,922
Loss/(Profit) on disposal of fixed assets	457	(5,162)
Increase in stocks	(87,77 <i>1</i>)	-
Decrease/(Increase) in debtors	322,061	(1,304,837)
Increase in creditors	291,765	1,454,586
Net cash inflow from operating activities	1,197,435	87,645

2 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2007	2006
		as restated £
Returns on investments and servicing of finance	~	-
Interest received	27,716	19,732
Interest paid	(13,452)	(2,695)
Net cash inflow for returns on investments and servicing of finance	14,264	17,037
Capital expenditure		
Purchase of tangible fixed assets	(244,739)	(226,743)
Sale of tangible fixed assets	•	7,489
Net cash outflow for capital expenditure	(244,739)	(219,254)
Financing		
New loans in year	•	83,137
Loan repayments in year	(15,337)	-
Capital repayments in year	73,155	22,820
Share issue	(240)	-
Share buyback	(118,880)	
Net cash (outflow)/inflow from financing	(61,302)	105,957

NOTES TO THE CASH FLOW STATEMENT for the year ended 31 March 2007

ANALYSIS OF CHANGES IN NET FUNDS

3

Net cash	At 1/4/06 £	Cash flow £	At 31/3/07 £
Cash at bank	456,910	879,246	1,336,156
	456,910	879,246	1,336,156
Debt. Hire purchase	(22,820)	(73,155)	(95,975)
Debts falling due within one year	(15,339)	(1,351)	(16,690)
Debts falling due after one year	(67,798)	16,689	(51,109)
	(105,957)	(57,817)	(163,774)
Total	350,953	821,429	1,172,382

NOTES TO THE ABBREVIATED ACCOUNTS for the year ended 31 March 2007

ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention

Turnover

Turnover represents net invoiced sales of goods and services, excluding value added tax

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter

Improvements to leasehold property

- over the length of the lease

Fixtures and fittings

- 25% on cost

Computer equipment

- Straight line over 3 years

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date

Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

Pensions

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the profit and loss account.

2 STAFF COSTS

	2007	2006
		as restated
	£	£
Wages and salaries	3,029,644	2,868,365
Social security costs	45,357	48,901
Other pension costs	77,854	79,250
	3,152,855	2,996,516

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

2. STAFF COSTS - continued

Emoluments etc

Pension contributions to money purchase schemes

3

The average monthly number of employees during the year was as follows		
The average monthly number of employees during the year was as follows	2007	2006
		as restated
Management	4	5
Sales	6	7
Finance and Administration	3	3
Consultants	17	19
Support	6	2
	36	36
		===
OPERATING PROFIT/(LOSS)		
The operating profit (2006 - operating loss) is stated after charging/(crediting)		
	2007	2006
		as restated
	£	£
Hire of plant and machinery	100	100
Depreciation - owned assets	96,545	76,391
Depreciation - assets on hire purchase contracts	37,288	5,531
Loss/(Profit) on disposal of fixed assets	457	(5,162)
Foreign exchange differences	-	922
Auditor's remuneration	10,400	4,200
Directors' emoluments	385,931	413,419
Directors' pension contributions to money purchase schemes	11,500	10,583
Director's pension contributions to money parenase senemes	====	
The number of directors to whom retirement benefits were accruing was as follows		
Money purchase schemes	4	4
		<u>—</u> —
Information regarding the highest paid director is as follows	2007	2004

2006 as restated £

145,308

2,500

2007

£

126,380 2,500

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

INTEREST PAYABLE AND SIMILAR CHARGES

•	2007	2006
		as restated
	£	£
Bank interest	-	25
Bank loan interest	13,452	2,670
		
	13,452	2,695

5 TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows

	2007	2006 as restated
	£	£
Current tax UK corporation tax	45,907	-
Deferred tax	2,131	-
Tax on profit/(loss) on ordinary activities	48,038	

Factors affecting the tax charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below

	2007	2006
		as restated
	£	£
Profit/(loss) on ordinary activities before tax	351,361	(121,827)
Profit/(loss) on ordinary activities		
multiplied by the standard rate of corporation tax		
in the UK of 19% (2006 - 0%)	66,759	-
Effects of		
Depreciation	25,514	-
Non allowable expenses	3,791	-
Capital Allowances	(26,050)	-
Losses brought forward	(24,107)	-
Current tax charge	45,907	
		

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

6 PRIOR YEAR ADJUSTMENT

In order to comply with correct income recognition principals the income and related costs on support contracts sold together with product sales are now being accounted for in the accounting period to which they relate Previously the whole of the income was recognised in the initial year of the contract. As a result of the adjustments the following balance sheet items have been affected

Sheet items have been anected		DVA
	£	PYA £
I) Deferred Income	L	_
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
At 1 April 2006 (as previously stated)	674,980	
Prior year adjustment - Contracts	1,212,429	1,212,429
- Rebates	43,621	43,621
At I April 2006 restated	1,931,030	
Movements in the year	443,200	
As at 31 March 2007	2,374,230	
75 at 31 Fiat Cit 2007	2,37 4,230	
2) Other Debtors		
,		
At I April 2006 (as previously stated)	174,828	
Prior year adjustment	14,834	(14,834)
At I April 2006 restated	189,662	
Movements in the year	(66,225)	
As at 31 March 2007	123,437	
, <u> </u>	,,,	
3) Prepayments and Accrued Income		
At I April 2006 (as previously stated)	141,532	
Prior year adjustment	975,325	(975,325)
As I Anni 2004 received	1 114 057	
At 1 April 2006 restated Movements in the year	1,116,857 160,185	
Tovernents in the year	100,103	
As at 31 March 2007	1,277,042	
4) Corporation Tax		
As at I April 2006 (as previously stated)	26,412	(24.412)
Prior year adjustment	(26,412)	(26,412)
At I April 2006 restated	NIL	
Movement in year	38,194	
	·	
As at 31 March 2007	38,194	
Total Prior Year Adjustment		239,479

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

TANGIBLE FIXED ASSETS

	Improvements			
	to	Fixtures		
	leasehold	and	Computer	
	property	fittings	equipment	Totals
	£	£	Ĺ	£
COST				
At I April 2006	-	135,350	237,347	372,697
Additions	2,349	2,148	240,242	244,739
Disposals	-	•	(747)	(747)
At 31 March 2007	2,349	137,498	476,842	616,689
DEPRECIATION				
At I April 2006	-	25,181	153,019	178,200
Charge for year	587	32,908	100,338	133,833
Eliminated on disposal	•	· •	(290)	(290)
At 31 March 2007	587	58,089	253,067	311,743
NET BOOK VALUE		· -		
At 31 March 2007	1,762	79,409	223,775	304,946
At 31 March 2006		110,169	84,328	194,497

The depreciation rate for the computer equipment changed at the start of the year from straight line over 2 years to straight line over 3 years. Had the change not been made the profit for the year would have been £45,370 less due to the higher level of depreciation.

Fixed assets, included in the above, which are held under hire purchase contracts are as follows

	Fixtures		
	and	Computer	
	fittings	equipment	Totals
	£	£	£
COST			
At 1 April 2006	10,831	16,721	27,552
Additions	<u> </u>	104,421	104,421
At 31 March 2007	10,831	121,142	131,973
DEPRECIATION			
At I April 2006	1,355	4,176	5,531
Charge for year	2,708	34,580	37,288
At 31 March 2007	4,063	38,756	42,819
NET BOOK VALUE		 -	
At 31 March 2007	6,768	82,386	89,154
At 31 March 2006	9,476	12,545	22,021

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

8	STOCKS		
		2007	2006
			as restated
		£	£
	Software for resale	87,777	-
9	DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2007	2006
			as restated
		£	£
	Trade debtors	999,379	1,615,400
	Other debtors	123,437	189,662
	Tax	26,412	-
	Prepayments and accrued income	988,072	1,031,666
	Amounts recoverable under		
	contracts	288,970	85,191
		2,426,270	2,921,919
10	Bank loans and overdrafts (see note 12) Hire purchase contracts (see note 13) Trade creditors Tax Social security and other taxes Other creditors Accrued expenses Deferred income	2007 £ 16,690 42,426 528,145 45,907 196,013 38,582 213,929 2,374,230 3,455,922	2006 as restated £ 15,339 7,728 631,006 - 239,963 38,379 218,756 1,931,030
11	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	2007	2006 as restated
	Bank loans (see note 12)	51,109	67,798
	Hire purchase contracts (see note 13)	53,549	15,092
	The parameter and the root for		
		104,658	82,890
			

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

12 LOANS

An analysis of the maturity of loans is given below

	2007	2006
		as restated
	£	£
Amounts falling due within one year or on demand		
Bank loans	16,690	15,339
		===
Amounts falling due between two and five years		
Bank loans - 2-5 years	51,109	67,798
•	-	

13 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	purc	re hase racts
	2007	2006
		as restated
	£	£
Net obligations repayable		
Within one year	42,426	7,728
Between one and five years		15,092
	95,975	22,820

The following operating lease payments are committed to be paid within one year:

Land	and
build	ings

	2007	2006
		as restated
	£	£
Expiring:		
Between one and five years	55,176	49,995

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

14 SECURED DEBTS

15

16

The following secured debts are included within creditors

Bank loans Hire purchase	contracts			2007 £ 67,799 95,975 163,774	2006 as restated £ 83,137 22,820 105,957
The loans are s	secured against the a	ssets to which they rel	ate		
PROVISION Deferred tax	S FOR LIABILITII	ES		2007 £ 2,131	2006 as restated £
Provision in ye	March 2007				Deferred tax £ 2,131
	SHARE CAPITA	L			
Authorised Number	Class		Nominal value	2007	2006 as restated £
10,125	Ordinary		10р	1,013	1,013
Allotted, issued Number	d and fully paid Class		Nominal value	2007 £	2006 as restated £
7,195 (2006 - 9,590)	Ordinary		10 _P	719	959

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

17 RESERVES

	Profit and loss account £	Share premium £	Capital redemption reserve £	Totals £
At I April 2006	644,444	2,311	-	646,755
Prior year adjustment	(239,479)			(239,479)
	404,965			407,276
Profit for the year	303,323			303,323
Purchase of own shares	(119,120)		240	(118,880)
At 31 March 2007	589,168	2,311	240	591,719
	=	=======================================		

18 TRANSACTIONS WITH DIRECTORS

During the year the company incurred £5,490 (2006 £20,004) fees from Collaborate Limited P J Lawler has a material interest in this company

19 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2007	2006 as restated
	£	£
Profit/(Loss) for the financial year	303,323	(121,827)
Purchase of own shares	(119,120)	-
Net addition/(reduction) to shareholders' funds	184,203	(121,827)
Opening shareholders' funds		
(originally £647,714 before		
prior year adjustment of £(239,479))	408,235	530,062
Closing shareholders' funds	592,438	408,235

20 CAPITAL REDEMPTION RESERVE

Purchase of own shares

During the year 2,395 Ordinary 10p shares were purchased by the company for a total consideration of £119,120

The reason for the purchase was the acquisition of the shares in relation to departing participators

NOTES TO THE ABBREVIATED ACCOUNTS - continued for the year ended 31 March 2007

21 PURCHASE OF OWN SHARES

During the year the following amounts were paid by the company to buy back shares from participators wishing to leave

Date	No of Shares	Consideration
December 2006	1200	66,000
April 2006	320	6,410
January 2007	875	46,710

The April 2006 and January 2007 tranches of shares were purchased by the company during the year and transfered to trustees, but have been subsequently bought back by the company after the year end and therefore are disclosed as a buyback of shares in this year