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### Company information

Directors

S W Reynolds

A Payne

Resigned 28 June 2000

Secretary

K Reynolds

Company number

3389156

Registered office

23 Halford Street

Leicester LE1 1JA

Auditors

Rowley's

Chartered Accountants Registered Auditor 20 Friar Lane Leicester LE1 5RA

# Directors' report for the year ended 31 July 2000

The directors present their report and the financial statements for the year ended 31 July 2000.

### Principal activity and review of the business

The principal activity of the company is that of Independent Financial and Mortgage advisers.

#### Results and dividends

The results for the year are set out on page 5.

The directors do not recommend payment of a final dividend.

#### Directors and their interests

The directors who served during the year and their interests in the company are as stated below:

		Ordi	nary shares
		31/07/00	01/08/99
S W Reynolds		100	50
A Payne	Resigned 28 June 2000	-	50

### 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 the affairs of the company and of the profit or loss of the company for that year. In preparing these the directors are required to:

- select suitable accounting policies and 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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Auditors

Rowley's were appointed auditors to the company and in accordance with Section 385 of the Companies Act 1985, a resolution proposing their reappointment will be put to the Annual General Meeting.

This report was approved by the Board on 12 December 2002 and signed on its behalf by

K Reynolds Secretary

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### Independent auditors' report to the shareholders of Mortgage Choices (IFA) Limited

We have audited the financial statements of Mortgage Choices (IFA) Limited for the year ended 31 July 2000 which comprise the profit and loss account, the balance sheet and the related notes. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

### Respective responsibilities of 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 company's circumstances, consistently applied and adequately disclosed.

We planned 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. However the evidence available to us was limited in that we were unable to verify the full extent of past tax liabilities, currently shown as £13,802. Furthermore transactions and balances with Insurance Choices Limitedcan also not be verified. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

### Independent auditors' report to the shareholders of Mortgage Choices (IFA) Limited continued

### Qualified opinion arising from limitation in audit scope

Except for any adjustments that might have been found to be necessary had we been able to obtain sufficient evidence concerning taxation liabilities and the balance with Insurance Choices Limited, in our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 July 2000 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

In respect alone of the limitation on our work relating to taxation liabilities and the balances with Insurance Choices Limited;

we have not obtained all the information and explanations that we considered necessary for the purpose of the audit.

Now ley's

Rowley's Registered auditors 20 Friar Lane

Leicester

LE1 5RA

12 December 2002

# Profit and loss account for the year ended 31 July 2000

	Continuing operations	
	2000	1999
Notes	£	£
2	80,370	126,789
	(73,343)	(69,515)
3	7,027	57,274
4	(3,200)	(1,604)
6	3,827 (1,434)	55,670 (11,527)
	2,393	44,143
7	-	(30,000)
	2,393	14,143
	24,354	10,211
	26,747	24,354
	2 3 4	Notes£2 $80,370$ 2 $(73,343)$ 3 $7,027$ 4 $(3,200)$ 6 $3,827$ $(1,434)$ 7 $2,393$ 7 $2,393$ 2 $24,354$

There are no recognised gains or losses other than the profit or loss for the above two financial years.

# Balance sheet as at 31 July 2000

	200	0	199	9
Notes	£	£	£	£
8		18,533		23,340
9	74,717		64.267	
	-		2,156	
	74,717		66,423	
	1		,	
10	(46,490)		(36,072)	
		28,227		30,351
		46,760		53,691
11		(19,913)		(29,237)
		26,847		24,454
17		100		100
		26,747		24,354
12		26,847		24,454
	8 9 10 11	Notes £  8 9 74,717	818,5339 $74,717$ $74,717$ $28,227$ 46,760 $(19,913)$ 11 $(19,913)$ $26,847$ 12 $26,747$ 12 $26,847$	Notes       £       £       £         8       18,533         9       74,717       64,267 / 2,156 / 66,423         74,717       66,423         10       (46,490)       (36,072)         28,227       46,760         11       (19,913) / 26,847         17       100 / 26,747

The financial statements were approved by the Board on 12 December 2002 and signed on its behalf by

S W Reynolds

Director

The notes on pages 8 to 13 form an integral part of these financial statements.

# Cash flow statement for the year ended 31 July 2000

		2000	1999
	Notes	£	£
Reconciliation of operating profit to net			
cash inflow from operating activities			
Operating profit		7,027	57,274
Depreciation		6,106	4,243
(Increase) in debtors		(10,450)	(39,269)
Increase in creditors		7,260	(3,930)
Net cash inflow from operating activities		9,943	18,318
Cash flow statement			
Net cash inflow from operating activities		9,943	18,318
Returns on investments and servicing of finance	15	(3,200)	(1,604)
Capital expenditure	15	(1,299)	(23,075)
		5,444	(6,361)
Equity dividends paid			(30,000)
Increase in cash in the year		5,444	(36,361)
Reconciliation of net cash flow to movement in net fu	ınds (Note 16)		
Increase in cash in the year		5,444	(36,361)
Net debt at 1 August 1999		(35,788)	573
Net debt at 31 July 2000		(30,344)	(35,788)

## Notes to the financial statements for the year ended 31 July 2000

### 1. Accounting policies

### 1.1. Accounting convention

The financial statements are prepared under the historical cost convention.

The company has consistently applied all relevant accounting standards.

#### 1.2. Turnover

Turnover represents the total fees value, excluding value added tax, of sales made during the year.

### 1.3. Tangible fixed assets and depreciation

Depreciation is provided at rates calculated to write off the cost less residual value of each asset over its expected useful life, as follows:

Computer equipment

33% on cost

Fixtures, fittings

and equipment

15% on reducing balance

Motor vehicles

- 25% on reducing balance

### 1.4. Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce constant periodic rates of charge on the net obligations outstanding in each period.

#### 1.5. Deferred taxation

Provision is made for deferred taxation using the liability method to take account of timing differences between the incidence of income and expenditure for taxation and accounting purposes except to the extent that the directors consider that a liability to taxation is unlikely to materialise.

#### 2. Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the UK.

3.	Operating profit	2000	1999
		${f t}$	£
	Operating profit is stated after charging:		
	Depreciation and other amounts written off tangible assets	6,106	4,243
	Auditors' remuneration	1,406	1,498

# Notes to the financial statements for the year ended 31 July 2000

•••••	continued		
4.	Interest payable and similar charges	2000 £	1999 £
	On bank loans and overdrafts	1,973	193
	Hire purchase interest	1,227	1,411
		3,200	1,604
5.	Employees	<del></del>	
	Number of employees  The average monthly numbers of employees (including the directors) during the year were:	2000	1999
		5	6
	Employment costs	2000 £	1999 £
	Wages and salaries	34,584	27.712
	Social security costs	2,940	27,713 -
		37,524	27,713
6.	Tax on profit on ordinary activities		
	Analysis of charge in period	2000 £	1999 £
	UK corporation tax	1,434	11,527
	Total current tax charge	1,434	11,527
	Tax on profit on ordinary activities	1,434	11,527
7.	Dividends	2000	1999
		£	£
	Dividends on equity shares: Ordinary shares - interim paid		20.000
	Ordinary shares - interim paid	<u> </u>	30,000

# Notes to the financial statements for the year ended 31 July 2000

..... continued

			Fixtures,		
8.	Tangible fixed assets	•	fittings and equipment	Motor vehicles £	Total £
	Cost			•	
	At 1 August 1999	3,082	2 3,728	21,995	28,805
	Additions	1,299	9 -	-	1,299
	At 31 July 2000	4,38	1 3,728	21,995	30,104
	Depreciation			<del></del>	
	At 1 August 1999	1,68	2 1,038	2,745	5,465
	Charge for the year	89	1 403	4,812	6,106
	At 31 July 2000	2,57	3 1,441	7,557	11,571
	Net book values				<del></del>
	At 31 July 2000	1,80	8 2,287	14,438	18,533
	At 31 July 1999	1,40	0 2,690	19,250	23,340
			= ====		

Included above are assets held under finance leases or hire purchase contracts as follows:

		2000		19	99 ·
	Asset description	Net book value £	Depreciation charge £	Net book value £	Depreciation charge
	Motor vehicles	14,438	4,812	19,250	2,745
9.	Debtors			2000 £	1999 £
	Trade debtors Amount owed by connected companies Other debtors			43,638 74,71	6,301

# Notes to the financial statements for the year ended 31 July 2000

 continued

10.	Creditors: amounts falling due within one year	2000 £	1999 £
	Bank overdraft	906	-
	Bank loan	4,026	3,800
	Net obligations under finance leases		
	and hire purchase contracts	5,499	4,907
	Amounts owed to connected companies	5,678	-
	Corporation tax	15,236	13,802
	Other taxes and social security costs Directors' accounts	9,419	7,318
	Accruals and deferred income	5,726	1,862 4,383
		46,490	36,072
11.	Creditors: amounts falling due after more than one year	2000 £	1999 £
	Bank loan Net obligations under finance leases	11,033	14,714
	and hire purchase contracts	8,880	14,523
		19,913	29,237
12.	Reconciliation of movements in shareholders' funds	2000	1999
		£	£
	Profit for the year	2,393	44,143
	Dividends		(30,000)
		2,393	14,143
	Opening shareholders' funds	24,454	10,311
	Closing shareholders' funds	26,847	24,454

# Notes to the financial statements for the year ended 31 July 2000

..... continued

#### 13. Transactions with directors

The following directors had interest free loans during the year. The movements on these loans are as follows:

	Amount	Amount owing	
	2000	1999	in year
	£	£	£
S W Reynolds	31,446	_	31,446
A Payne	12,192	-	20,300

During the year the company incurred management charges amounting to £12,000. These were in respect of overheads shared with Investment Choices Limited. Mr S W Reynolds and Mr A Payne were directors of both companies during the year. The company has a balance with Insurance Choices Limited a company of which Mr SW Reynolds and Mr A Payne were directors during the year.

### 14. Controlling interest

Mr S W Reynolds controls the company.

### 15. Gross cash flows

	2000	1999 £
	£	
Returns on investments and servicing of finance		
Interest paid	(3,200)	(1,604)
Capital expenditure		
Payments to acquire tangible assets	(1,299)	(23,075)

# Notes to the financial statements for the year ended 31 July 2000

..... continued

16.	Analysis of changes in net funds			
		Opening	Cash	Closing
		balance	flows	balance
		£	£	£
	Cash at bank and in hand	2,156	(2,156)	-
	Overdrafts	-	(906)	(906)
		2,156	(3,062)	(906)
	Debt due within one year	(3,800)	(226)	(4,026)
	Debt due after one year	(14,714)	3,681	(11,033)
	Finance leases and hire purchase contracts	(19,430)	5,051	(14,379)
		(37,944)	8,506	(29,438)
	Net funds	(35,788)	5,444	(30,344)
17.	Share capital		2000	1999
			£	£
	Authorised equity			
	1,000 Ordinary shares of £1 each		1,000	1,000
	Allotted, called up and fully paid equity			
	100 Ordinary shares of £1 each		100	100