

Company Registration No. 3447312 (England and Wales)

**WOOLJON LIMITED**

**REPORT AND GROUP FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 30 JUNE 2002**



# WOOLJON LIMITED

## COMPANY INFORMATION

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<b>Directors</b>	N D J Woolven D Jones
<b>Secretary</b>	J Rutter
<b>Company number</b>	3447312
<b>Registered office</b>	Grenville Court Britwell Road Burnham SL1 8DF
<b>Auditors</b>	Eacott Worrall Grenville Court, Britwell Road Burnham Buckinghamshire SL1 8DF
<b>Business address</b>	Grenville Court Britwell Road Burnham SL1 8DF

# WOOLJON LIMITED

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# WOOLJON LIMITED

## DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2002

The directors present their report and financial statements of the group for the year ended 30 June 2002.

### Principal activities and review of the business

The principal activity of the group in the year under review were the provision of financial advice and related services.

The results for the year and the financial position at the year end were considered satisfactory by the directors who expect continued growth in the foreseeable future.

### Results and dividends

The results for the year are set out on page 4.

The directors have paid interim dividends amounting to £171,361 (2001: £132,466) during the year and do not propose a final dividend (2001: none).

### Post balance sheet events

No matters or circumstances have been arisen since the end of the financial year which significantly affected or may significantly affect the operations of the group.

### Future developments

The group is continued to provide financial advice and the related services.

### Directors

The following directors have held office since 1 July 2001:

D A Jones  
N D J Woolven

### Directors' interests

The directors' interests in the shares of the company were as stated below:

		Ordinary shares of £ 1 each	
		30 June 2002	1 July 2001
D A Jones	Ordinary A shares of £1 each	66,749	74,999
	Ordinary C shares of £1 each	1	1
N D J Woolven	Ordinary B shares of £1 each	66,749	74,999
	Ordinary D shares of £1 each	1	1
Charitable donations		2002	2001
		£	£
During the year the company made the following payments:			
Charitable donations		1,395	2,350

# WOOLJON LIMITED

## DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2002

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### Creditor payment policy

The company's current policy concerning the payment of trade creditors is to:

- settle the terms of payment with suppliers when agreeing the terms of each transaction;
- ensure that suppliers are made aware of the terms of payment by inclusion of the relevant terms in contracts; and
- pay in accordance with the company's contractual and other legal obligations.

On average, trade creditors at the year end represented 60 (2001 - 61) days' purchases.

### Auditors

Eacott Worrall were appointed auditors to the group 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.

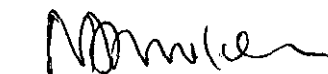
### Directors' responsibilities

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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

On behalf of the board



N D J Woolven

Director

15 November 2002

# WOOLJON LIMITED

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF WOOLJON LTD

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We have audited the financial statements of Wooljon Ltd on pages 4 to 17 for the year ended 30 June 2002. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

### **Respective responsibilities of the directors and auditors**

As described in the statement of directors' responsibilities on page 2 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.

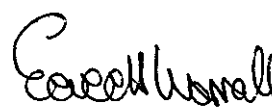
We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity 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 group's affairs as at 30 June 2002 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**Eacott Worrall**

Chartered Accountants  
Registered Auditor



Grenville Court, Britwell Road  
Burnham  
Buckinghamshire  
SL1 8DF

15 November 2002

# WOOLJON LIMITED

## CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 2002

	Notes	2002 £	2001 £
Turnover	2	2,203,817	1,770,623
Cost of sales		<u>(235,886)</u>	<u>(150,732)</u>
Gross profit		1,967,931	1,619,891
Administrative expenses		<u>(1,706,650)</u>	<u>(1,506,603)</u>
Operating profit	3	261,281	113,288
Other interest receivable and similar income		6,545	6,037
Interest payable and similar charges	4	<u>(14,948)</u>	<u>(22,179)</u>
Profit on ordinary activities before taxation		252,878	97,146
Tax on profit on ordinary activities	5	<u>(61,052)</u>	<u>(24,122)</u>
		191,826	73,024
Dividends	6	<u>(171,361)</u>	<u>(132,466)</u>
		<u>20,465</u>	<u>(59,442)</u>

The profit and loss account has been prepared on the basis that all operations are continuing operations.

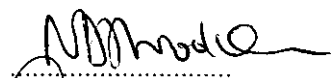
There are no recognised gains and losses other than those passing through the profit and loss account.

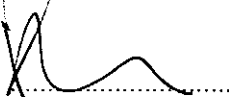
# WOOLJON LIMITED

## CONSOLIDATED BALANCE SHEET AS AT 30 JUNE 2002

	Notes	£	2002 £	£	2001 £
<b>Fixed assets</b>					
Intangible assets	8		311,696		333,832
Tangible assets	7		76,685		124,674
			<u>388,381</u>		<u>458,506</u>
<b>Current assets</b>					
Debtors	10	378,337		329,337	
Cash at bank and in hand		243,501		134,775	
		<u>621,838</u>		<u>464,112</u>	
<b>Creditors: amounts falling due within one year</b>	11	(388,257)		(355,976)	
<b>Net current assets</b>			<u>233,581</u>		<u>108,136</u>
<b>Total assets less current liabilities</b>			621,962		566,642
<b>Creditors: amounts falling due after more than one year</b>	12		(138,046)		(133,027)
<b>Provisions for liabilities and charges</b>	13		(208,999)		(179,163)
			<u>274,917</u>		<u>254,452</u>
<b>Capital and reserves</b>					
Called up share capital	15		150,000		150,000
Profit and loss account	16		124,917		104,452
<b>Shareholders' funds - equity interests</b>	17		<u>274,917</u>		<u>254,452</u>

The financial statements were approved by the Board on 15 November 2002  
and sign on its behalf by:

  
N D J Woolven  
Director

  
D A Jones  
Director

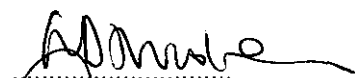


# WOOLJON LIMITED

## COMPANY BALANCE SHEET AS AT 30 JUNE 2002

	Notes	£	2002 £	£	2001 £
<b>Fixed assets</b>					
Investments	9		505,523		505,523
<b>Creditors: amounts falling due within one year</b>	11	(204,814)		(204,814)	
<b>Net current liabilities</b>			(204,814)		(204,814)
<b>Total assets less current liabilities</b>			300,709		300,709
			300,709		300,709
<b>Capital and reserves</b>					
Called up share capital	15		150,000		150,000
Profit and loss account	16		150,709		150,709
<b>Shareholders' funds - equity interests</b>	17		300,709		300,709

The financial statements were approved by the Board on 15 November 2002 and sign on its behalf by:

  
N D J Woolven  
Director

  
D A Jones  
Director

# WOOLJON LIMITED

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2002

	2002		2001	
	£	£	£	£
<b>Net cash inflow from operating activities</b>		310,392		223,787
<b>Returns on investments and servicing of finance</b>				
Interest received	6,545		6,037	
Interest paid	<u>(14,738)</u>		<u>(21,740)</u>	
<b>Net cash outflow for returns on investments and servicing of finance</b>		(8,193)		(15,703)
<b>Taxation</b>		(30,039)		(45,035)
<b>Capital expenditure</b>				
Payments to acquire tangible assets	(24,996)		(26,808)	
Receipts from sales of tangible assets	<u>40,310</u>		<u>25,034</u>	
<b>Net cash inflow/(outflow) for capital expenditure</b>		15,314		(1,774)
<b>Equity dividends paid</b>		(171,361)		(132,466)
<b>Net cash inflow/(outflow) before management of liquid resources and financing</b>		<u>116,113</u>		<u>28,809</u>
<b>Financing</b>				
Other new long term loans	14,346		-	
Other new short term loans	1,898		-	
Repayment of other long term loans	-		(35,000)	
Capital element of hire purchase contracts	<u>(44,445)</u>		<u>(43,187)</u>	
<b>Net cash outflow from financing</b>		<u>(28,201)</u>		<u>(78,187)</u>
<b>Increase/(decrease) in cash in the year</b>		<u>87,912</u>		<u>(49,378)</u>

# WOOLJON LIMITED

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2002

1	Reconciliation of operating profit to net cash inflow from operating activities	2002 £	2001 £
	Operating profit	350,707	113,288
	Depreciation of tangible assets	39,811	51,082
	Amortisation of intangible assets	22,136	31,113
	Profit on disposal of tangible assets	(7,136)	(8,449)
	Decrease/(increase) in debtors	(53,038)	163,968
	(Decrease)/Increase in creditors within one year	(12,596)	(127,215)
	Payment against pension mis-selling provision	(29,492)	-
	<b>Net cash inflow from operating activities</b>	<b>310,392</b>	<b>223,787</b>

2	Analysis of net funds/(debt)	1 July 2001 £	Cash flow £	Other non-cash changes £	30 June 2002 £
	Net cash:				
	Cash at bank and in hand	134,775	108,726	-	243,501
	Bank overdrafts	-	(20,814)	-	(20,814)
		134,775	87,912	-	222,687
	Debt:				
	Finance leases	(53,772)	44,445	-	(9,327)
	Debts falling due within one year	(56,250)	(1,898)	-	(58,148)
	Debts falling due after one year	(123,700)	(14,346)	-	(138,046)
		(233,722)	28,201	-	(205,521)
	<b>Net (debt)/funds</b>	<b>(98,947)</b>	<b>116,113</b>	<b>-</b>	<b>17,166</b>

3	Reconciliation of net cash flow to movement in net funds/(debt)	2002 £	2001 £
	Increase in cash in the year	87,912	(49,378)
	Net cash outflow/(inflow) from debt financing	28,201	35,959
	<b>Movement in net funds/(debt) in the year</b>	<b>116,113</b>	<b>(13,419)</b>
	Opening net debt	(98,947)	(85,528)
	<b>Closing net funds/(debt)</b>	<b>17,166</b>	<b>(98,947)</b>

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

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### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

#### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable accounting standards.

#### 1.3 Turnover

Turnover represents commissions receivable during the year stated net of a provision for clawback of commissions received on indemnity terms.

#### 1.4 Goodwill

Acquired goodwill is written off in equal annual instalments over directors' estimate of its useful economic life of 20 years.

#### 1.5 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Computer equipment	33% per annum on cost
Fixtures, fittings & equipment	15% reducing balance
Motor vehicles	25% reducing balance

#### 1.6 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 a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

#### 1.7 Investments

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

#### 1.8 Pensions

The company contributes to a defined contribution pension scheme for the benefit of the directors and eligible employees. The company's liability is limited to the premiums actually paid which are charged to the profit and loss account in the period of payment.

#### 1.9 Deferred taxation

The accounting policy in respect of deferred tax has been changed to reflect the requirements of FRS19 - Deferred tax. 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. The deferred tax balance has not been discounted.

The adoption of the standard requires a prior period adjustment to be made to recognise the liability which existed at the start of the financial year and which was not recognised under the old accounting policy. This has increased the deferred tax liability and reduced the retained profits by £3,007.

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 1.10 Basis of consolidation

The group financial statements consolidate the financial statements of the company and all its subsidiary undertakings made up to 30 June 2002; the group profit and loss account includes the results of all subsidiary undertakings for the year.

Turnover and profits arising on trading between group companies are excluded.

No profit and loss account is presented for Wooljon Limited as provided by s.230 of the Companies Act 1985.

### 2 Turnover

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

3	Operating profit	2002 £	2001 £
	Operating profit is stated after charging:		
	Amortisation of intangible assets	22,136	31,113
	Depreciation of tangible assets	36,138	30,854
	Depreciation of leased assets	3,673	20,228
	Land and building operating lease rentals	79,505	69,663
	Plant and machinery operating lease rentals	1,269	4,059
	Auditors' remuneration	8,294	6,815
	Remuneration of auditors for non-audit work	11,167	30,102
	Profit on disposal of tangible assets	(7,136)	(8,449)
		<u>2002</u>	<u>2001</u>
		£	£
4	Interest payable	2002 £	2001 £
	On loans repayable after 5 years	12,802	9,498
	Hire purchase interest	2,146	11,213
	On overdue tax	-	1,468
		<u>14,948</u>	<u>22,179</u>

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

5	Taxation	2002 £	2001 £
	<b>Domestic current year tax</b>		
	U.K. corporation tax	52,908	24,800
	Adjustment for prior years	(37)	(678)
	<b>Current tax charge</b>	<u>52,871</u>	<u>24,122</u>
	<b>Deferred tax</b>		
	Deferred tax charge/credit current year	5,174	-
	Deferred tax adjustment previous year	3,007	-
		<u>8,181</u>	<u>-</u>
		<u>61,052</u>	<u>24,122</u>
	<b>Factors affecting the tax charge for the year</b>		
	Profit on ordinary activities before taxation	<u>275,015</u>	<u>128,259</u>
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 19.75% (2001 : 20.00%)	<u>54,315</u>	<u>25,652</u>
	Effects of:		
	Non deductible expenses	1,162	3,378
	Depreciation	7,863	10,216
	Capital allowances	(9,024)	(12,794)
	Adjustments to previous periods	(37)	(678)
	Chargeable disposals	-	(1,689)
	Other tax adjustments	(1,408)	37
		<u>(1,444)</u>	<u>(1,530)</u>
	<b>Current tax charge</b>	<u>52,871</u>	<u>24,122</u>

If provision were to be made for deferred taxation on the basis of the full potential liability, the tax charge for the year would increase by £ 1,552 (2001 : £ 601).

6	Dividends	2002 £	2001 £
	Dividends on equity shares:		
	Ordinary interim paid	<u>171,361</u>	<u>132,466</u>

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 7 Tangible fixed assets Group

	Plant and machinery £	Fixtures, fittings & equipment £	Motor vehicles £	Total £
<b>Cost</b>				
At 1 July 2001	85,748	107,226	111,795	304,769
Additions	24,308	688	-	24,996
Disposals	(3,060)	-	(90,426)	(93,486)
At 30 June 2002	106,996	107,914	21,369	236,279
<b>Depreciation</b>				
At 1 July 2001	42,270	73,115	64,710	180,095
On disposals	(2,280)	-	(58,032)	(60,312)
Charge for the year	30,988	5,150	3,673	39,811
At 30 June 2002	70,978	78,265	10,351	159,594
<b>Net book value</b>				
At 30 June 2002	36,018	29,649	11,018	76,685
At 30 June 2001	43,478	34,111	47,085	124,674

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

	Motor vehicles £
<b>Net book value</b>	
At 30 June 2002	11,018
At 30 June 2001	47,085
<b>Depreciation charge for the year</b>	
At 30 June 2002	3,673
At 30 June 2001	20,228

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 8 Intangible fixed assets Group

#### Goodwill

#### Cost

At 1 July 2001 and at 30 June 2002

£  
442,728

#### Amortisation

At 1 July 2001

108,896

Charge for the year

22,136

At 30 June 2002

131,032

#### Net book value

At June 2002

311,696

At June 2001

333,832

### 9 INVESTMENT

#### Company

£

At 1 July 2001 and at 30 June 2002

505,523

The company owns 100% of the ordinary share capital of the following company:

#### Name and nature of business

#### Capital and reserve

#### Profit for the year

Parnell Fisher Child & Co Ltd

- Independent Financial Adviser

168,034

42,602

### 10 Debtors

	Group		Company	
	2002	2001	2002	2001
	£	£	£	£
Trade Debtors	260,387	131,368	-	-
Other Debtors	108,248	181,171	-	-
Prepayments	9,702	16,798	-	-
	<u>378,337</u>	<u>329,337</u>	<u>-</u>	<u>-</u>



# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 11 Creditors: amounts falling due within one year

	Group		Company	
	2002	2001	2002	2001
	£	£	£	£
Bank Overdrafts	20,814	-	-	-
Trade Creditors	77,851	80,607	-	-
Amount owed to subsidiary undertakings			204,814	169,939
Corporation Tax	52,908	24,800	-	-
ACT payable	-	5,700	-	-
Other taxes and social security costs	61,295	37,787	-	-
Other creditors	104,392	109,023	-	34,875
Net obligations under finance leases and hire purchase contracts	9,327	44,445	-	-
Accruals	61,670	53,614	-	-
	<u>388,257</u>	<u>355,976</u>	<u>204,814</u>	<u>204,814</u>

Net obligations under finance leases and hire purchase contract are secured on the assets acquired. Bank overdraft is secured by a fixed and floating charge over book debts and a floating charge over all other assets.

### 12 Creditors: amounts falling due after more than one year

	Group		Company	
	2002	2001	2002	2001
Net obligations under finance leases and hire purchase contracts	-	9,327	-	-
Other loans	138,046	123,700	-	-
	<u>138,046</u>	<u>133,027</u>	<u>-</u>	<u>-</u>
<b>Analysis of loans</b>				
Not wholly repayable within five years by instalments:				
Wholly repayable within five years	185,495	123,700	-	-
	10,699	-	-	-
	<u>196,194</u>	<u>123,700</u>	<u>-</u>	<u>-</u>
Included in current liabilities	(58,148)	-	-	-
	<u>138,046</u>	<u>123,700</u>	<u>-</u>	<u>-</u>
<b>Loan maturity analysis</b>				
In more than one year but not more than two years	2,012	-	-	-
In more than two years but not more than five years	6,789	-	-	-
In more than five years	185,495	123,700	-	-
	<u>194,300</u>	<u>123,700</u>	<u>-</u>	<u>-</u>

The equitable charge over the shares to be given as security for the £150,000 loan from Grahame Robert Fisher and Joan Lesley Child.

#### Net obligations under hire purchase contracts

Repayable within one year	10,416	45,896	-	-
Repayable between one and five years	-	10,416	-	-
	<u>10,416</u>	<u>56,312</u>	<u>-</u>	<u>-</u>
Finance charges and interest allocated to future accounting periods	(1,089)	(2,540)	-	-
	<u>9,327</u>	<u>53,772</u>	<u>-</u>	<u>-</u>
Included in liabilities falling due within one year	(9,327)	(44,445)	-	-
	<u>-</u>	<u>9,327</u>	<u>-</u>	<u>-</u>

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 13 Provisions for liabilities and charges

Group	Deferred taxation £	Other provision £	Total £
Balance at 1 July 2001	-	179,163	179,163
Profit and loss account	8,181	51,147	59,328
Payments against pensions mis-selling provision	-	(29,492)	(29,492)
Balance at 30 June 2002	8,181	200,818	208,999

Deferred taxation provided in the financial statements is as follows:

	2002 £	2001 £
Accelerated capital allowances	8,181	-

In the ordinary course of business the company is required to repay commissions earned where the insurance has an indemnity on certain policies which do not run beyond a specified time period. In this respect the directors have made provision of £95,000 (2001: £43,853) the likely liability arising based on past experience of these claims.

The directors have made a provision of £105,818 (2001: £135,310) for the liability to pay compensation following the review of pension transfers and possible mis-selling. The provision includes phases 1 and 2 of the review but it is not yet possible to confirm the company's final liability.

### 14 Pension costs

Defined contribution	2002 £	2001 £
Contributions payable by the company for the year	75,300	74,258

### 15 Share capital

	2002 £	2001 £
<b>Authorised</b>		
<b>Equity interests:</b>		
270,500 Ordinary shares of £1 each	270,500	350,000
133,498 Ordinary A shares of £1 each	133,498	74,999
3 Ordinary B shares of £1 each	3	74,999
95,997 Ordinary C share of £1 each	95,997	1
2 Ordinary D share of £1	2	1
	500,000	500,000
<b>Allotted, called up and fully paid</b>		
<b>Equity interests:</b>		
133,498 Ordinary A shares of £1 each	133,498	74,999
3 Ordinary B shares of £1 each	3	74,999
16,498 Ordinary C share of £1	16,498	1
1 Ordinary D share of £1	1	1
	150,000	150,000

All shares rank pari passu apart from the right to receive dividends which they may receive separately.

The company reclassified the exiting A, B, C, D and Ordinary shares during the year

N D J Woolven & D Jones transferred 8,250 share each during the year.

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 16 Statement of movements on profit and loss account

	Group £	Company £
Balance at 1 July 2001	104,452	150,709
Retained profit/(loss) for the year	20,465	-
Balance at 30 June 2002	<u>124,917</u>	<u>150,709</u>

### 17 Reconciliation of movements in shareholders' funds

	Group		Company	
	2002	2001	2002	2001
	£	£	£	£
Profit for the financial year	191,826	73,024	171,361	282,466
Dividends	(171,361)	(132,466)	(171,361)	(132,466)
Net addition to/(depletion in) shareholders' funds	20,465	(59,442)	0	150,000
Opening shareholders' funds	<u>254,452</u>	<u>313,894</u>	<u>300,709</u>	<u>150,709</u>
Closing shareholders' funds	<u>274,917</u>	<u>254,452</u>	<u>300,709</u>	<u>300,709</u>
<b>Represented By:</b>				
Equity interest	<u>274,917</u>	<u>254,452</u>	<u>300,709</u>	<u>300,709</u>

### 18 Financial commitments

At 30 June 2002 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2002	2001	2002	2001
	£	£	£	£
Expiry date:				
Between two and five years	67,000	61,636	-	6,064
In over five years	-	-	-	113
	<u>67,000</u>	<u>61,636</u>	<u>-</u>	<u>6,177</u>

### 19 Directors' emoluments

	2002 £	2001 £
Emoluments for qualifying services	361,369	268,852
Company pension contributions to money purchase schemes	45,231	37,529
	<u>406,600</u>	<u>306,381</u>

Emoluments disclosed above include the following amounts paid to the highest paid director:

Emoluments for qualifying services	148,785	116,440
Company pension contributions to money purchase schemes	<u>6,100</u>	<u>4,515</u>

Retirement benefits are accruing to seven directors under a money purchase pension scheme.

# WOOLJON LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2002

### 20 Employees

#### Number of employees

The average monthly number of employees (including directors) during the year was:

	2002 Number	2001 Number
Financial adviser	7	7
Administration	21	21
	<u>28</u>	<u>28</u>

#### Employment costs

	£	£
Wages and salaries	803,797	736,889
Social security costs	80,256	45,993
Other pension costs	75,300	74,258
	<u>959,353</u>	<u>857,140</u>

### 21 Controlling party

The group's ultimate controlling parties are N Woolven and D Jones, the joint owners and directors of the company.

### 22 Related party transactions

The company had loans from G R Fisher and J L Child during the year. The maximum liability during the year was £102,162 and £47,838 respectively. Interest paid on loans during the year ended 30 June 2002 was £2,450 to G R Fisher and £1,147 to J L Child. The interest rate charged on the loans is equivalent to the bank base rate.

During the year, commissions were payable to Stuchberry Stone Financial Services Limited of £5,195, Bowker Orford Financial Services Limited of £54,534, Eacott Worrall Financial Services Limited of £29,564 and Kershen Fairfax Financial Services Limited of £6,836, companies in which D A Jones is also a director. At the balance sheet date, the company was owed £1,262 to Stuchberry Stone Financial Services Limited, £5,298 to Bowker Orford Financial Services Limited, £1,236 to Eacott Worrall Financial Services Limited and £849 to Kershen Fairfax Financial Services Limited.

The company has taken advantage of the exemption contained in Financial Reporting Standard No. 8 concerning the disclosure of transactions with other group companies.