

Company No. 03596968

**Financial Statements** 

For the year ended

31 December 2006

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## Destini Swift Financial Planning Limited Company Information

### Directors

JRE Everill R Rennison R Lindley

### Secretary

R Rennison

### Registered Office

Devonshire House 60 Goswell Road London EC1M 7AD

#### Bankers

Bank of Scotland plc 14 Friar Lane Leicester LE1 5RA

### Auditors

Kingston Smith LLP Devonshire House 60 Goswell Road London EC1M 7AD

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# Directors' Report For the year ended 31 December 2006

The directors present their report and financial statements for the year ended 31 December 2006

#### Principal activities and review of the business

The principal activity of the company throughout the year was the receipt of ongoing trail commission from business originally submitted by the company. The servicing of clients whose policies and plans generate the trail income is handled by a fellow group undertaking, Thinc Group Limited, which the company's advisers joined in 2005. Since the merger with Thinc in 2005 new business for both existing and new clients has been transacted through Thinc Group Limited.

The company is authorised by the Financial Services Authority ("FSA")

During 2006, the boards of Thinc Destini and Advisory Services Limited ("ASL"), a subsidiary of AXA UK plc, reached agreement on the terms of the acquisition to be made for the entire issued share capital of Thinc Group Holdings Limited (formerly Thinc Destini Group Limited) The offer became unconditional on the 10 November 2006 and ASL acquired control of Thinc Group Holdings Limited, the former ultimate parent undertaking of the company

Turnover from trail income in 2006 of £95,875 was similar to 2005 (£88,758 for 11 months)

The operating profit of £76,700 is after taking account of the management charges from the group service company, Thinc Management Services Limited, of £19,175 Following the centralisation of group services the company does not employ any staff or pay any costs directly

The company has processes for risk acceptance and risk management which are addressed through a framework of policies, procedures and internal controls. All policies are subject to board approval and ongoing review by management, the risk management committee and internal audit. Compliance with regulation, legal and ethical standards is a high priority for the company and the compliance and finance teams take on an important oversight role in this regard.

The principal risks for this business are from factors outside our control. Trail commission is only paid out on policies that are in force and serviced by the company. Policies may expire, become paid up, be transferred or terminated by the client for various reasons.

The company is part of a group that is one of the largest independent financial advisers in the UK. In reviewing the performance of the company the Board, inter alia, monitors the following Key Performance Indicator

Turnover from trail £95,875 (11 months to 31 December 2005 - £88,758)

### Results and dividends

The results for the year are set out on page 5

During the year an interim dividend of £100,000 was paid. The directors do not recommend payment of a final dividend

### Future developments

The company will continue receiving trail income for the foreseeable future although as policies end the trail on them will cease. However, increments on existing policies will generate initial commission and additional trail.

### Directors

The following directors have held office since 1 January 2006

J R E Everill R. Rennison R. Lindley

(Appointed 27 April 2006)

# Directors' Report (continued) For the year ended 31 December 2006

### Directors' interests

No director had any shares or beneficial interest in the company. During the period J R E. Everill, R. Rennison and R. Lindley had interests in the shares of the former ultimate parent undertaking, Thinc Group Holdings Limited, and their interests are disclosed in that company's accounts

	Ordina	Ordinary shares of £1 each	
	31 December 2006	1 January 2006	
JRE Evenil	-	-	
R. Rennison	-	-	
R. Landley	_	_	

#### Employee involvement

The company's policy is to consult and discuss with employees at staff councils and at meetings, matters likely to affect employees' interests

Information of matters of concern to employees is given through information bulletins and reports which seek to achieve a common awareness on the part of all employees of the financial and economic factors affecting the group's performance

### Disabled persons

The company's policy is to recruit disabled workers for those vacancies that they are able to fill. All necessary assistance with initial training courses is given. Once employed, a career plan is developed so as to ensure suitable opportunities for each disabled person. Arrangements are made, wherever possible, for retraining employees who become disabled, to enable them to perform work identified as appropriate to their aputudes and abilities.

#### 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 0 (2005-8) days' purchases

There were no trade creditors at the year end

### Auditors

Kingston Smith LLP were appointed auditors to the company and in accordance with section 385 of the Companies Act 1985, a resolution proposing that they be re-appointed will be put to the Annual General Meeting

# Directors' Report (continued) For the year ended 31 December 2006

#### Directors' responsibilities

The directors are responsible for preparing the financial statements in accordance with applicable law and United Kingdom Generally Accounting Practice

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 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 of disclosure to auditor

- (a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board

R. Rennison

Director

# Independent Auditors' Report To the Shareholders of Destini Swift Financial Planning Limited

We have audited the financial statements of Destini Swift Financial Planning Limited for the year ended 31 December 2006 set out on pages 5 to 12 These financial statements have been prepared under the accounting policies set out therein

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

### Respective responsibilities of the directors and auditors

As described in the Statement of Directors' Responsibilities on page 3 the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

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, and whether in our opinion the information given in the directors' report is consistent with the financial statements. We also report to you if, in our opinion, 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 other transactions 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 International Standards on Auditing (UK and Ireland) 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 in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2006 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985, and

the information given in the directors' report is consistent with the financial statements

Wingston Smith LLP

Chartered Accountants

Registered Auditors

Date 11/4/)

Devonshire House 60 Goswell Road London EC1M 7AD

# Profit And Loss Account For the year ended 31 December 2006

			Year ended 31 December		11 Months ended 31 December
			2006		2005
	Notes		£		£
Turnover	2				
Continuing operations		95,875		88,758	
Discontinued activities				106,104	
			95,875		194,862
Cost of sales			-		(137,847)
Gross profit			95,875		57,015
Administrative expenses			(19,175)		(48,505)
Operating profit	4				
Continuing operations		76,700		81,523	
Discontinued activities		-		(73,013)	
			76,700		8,510
Other interest receivable and similar income	5		-		988
Profit on ordinary activities before					
taxation			76,700		9,498
Tax on profit on ordinary activities	6		(23,124)		3,745
Profit for the year	12		53,576		13,243

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

# Balance Sheet As at 31 December 2006

		200	06	2005	
	Notes	£	£	£	£
Current assets					
Debtors	8	43,737		100,512	
Cash at bank and in hand		31,357		8,535	
		75,094	-	109,047	
Creditors amounts falling due within one year	9	(49,090)	_	(36,619)	
Total assets less current liabilities			26,004	=	72,428
Capital and reserves					
Called up share capital	11		10,000		10,000
Profit and loss account	12		16,004		62,428
Shareholders' funds	13		26,004		72,428

Approved by the Board and authorised for issue on 18/04/2007

R. Rennison

Director

### Notes To The Financial Statements For the year ended 31 December 2006

### 1 Accounting policies

### 11 Accounting convention

The financial statements are prepared under the historical cost convention

The company has taken advantage of the exemption in Financial Reporting Standard No 1 (Revised 1996) from the requirement to produce a cash flow statement on the grounds that it is a subsidiary undertaking where 90 percent or more of the voting rights are controlled within the group

### 12 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 1.3 Turnover

Turnover represents renewal commission receivable on the sale of various investment products to clients and is recognised as it falls due

### 14 Deferred taxation

In accordance with FRS 19, deferred tax is recognised as a liability or asset if transactions or events that give the company the obligation to pay more tax in future or a right to pay less tax in future have occurred by the balance sheet date

### 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 Cost of sales and net operating expenses

		2006			2005	
	Continuing	Discontinued	Total	Continuing	Discontinued	Total
	£	£	£	£	£	£
Cost of sales	-	-	-	-	137,847	137,847
Administrative expenses	19,175		19,175	7,235	41,270	48,505
	19,175	-	19,175	7,235	179,117	186,352

### Notes To The Financial Statements (continued) For the year ended 31 December 2006

4	Operating profit	2006	2005
		£	£
	Operating profit is stated after charging		
	Depreciation of tangible assets	-	1,750
	Hire of plant and machinery	-	1,321
	Operating lease rentals	-	18,959
	Auditors' remuneration	-	(416)
	and after crediting		
	Profit on disposal of tangible assets	-	(10,583)
	Audit costs for the company in the current period of £5,900 were borne by a fellow subside	uary undertaking	
5	Investment income	2006 £	2005 £
	Bank interest	-	988

# Notes To The Financial Statements (continued) For the year ended 31 December 2006

6	Taxation	2006 £	2005 £
	Domestic current year tax	£	£
	Adjustment for prior years	114	(183)
	Payment in respect of group relief	23,010	-
	Current tax charge	23,124	(183)
	Deferred tax		
	Deferred tax credit current year	-	(3,562)
		23,124	(3,745)
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	76,700	9,498
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00% (2005 - 30 00%)	23,010	2,849
	Effects of		
	Accelerated capital allowances	-	525
	Adjustments to previous periods	114	(183)
	Group relief	(23,010)	(3,374)
	Payment in respect of group relief	23,010	-
		114	(3,032)
	Current tax charge	23,124	(183)
7	Dividends	2006	2005
		£	£
	Ordinary interim paid	100,000	
0	Debtors	2006	2005
8	Deptots	2006 £	2005 £
	Amounts owed by parent and fellow subsidiary undertakings	43,737	100,512
	, ,		

# Notes To The Financial Statements (continued) For the year ended 31 December 2006

9	Creditors amounts falling due within one year	2006 £	2005 £
		~	
	Trade creditors	40.000	2,905
	Amounts owed to parent and fellow subsidiary undertakings  Accruals and deferred income	49,090	26,479 7.235
	Accruais and deferred income		7,235
		49,090	36,619
10	Pension costs		
	Defined contribution		
		2006	2005
		£	£
	Control of the decomposition of the second		1 022
	Contributions payable by the company for the year	<del>-</del>	1,833
11	Share capital	2006	2005
		£	£
	Authorised	40.000	40.000
	10,000 Ordinary shares of £1 each	10,000	10,000
	Allotted, called up and fully paid		
	10,000 Ordinary shares of £1 each	10,000	10,000
12	Statement of movements on profit and loss account		<i>a.</i> 11
		Pi	ofit and loss account
			£
	Balance at 1 January 2006		62,428
	Profit for the period		53,576
	Dividends paid	<u>-</u>	(100,000)
	Balance at 31 December 2006		16,004

# Notes To The Financial Statements (continued) For the year ended 31 December 2006

13	Reconciliation of movements in shareholders' funds	2006 £	2005 £
	Profit for the financial year Dividends	53,576 (100,000)	13,243
	Net (depletion in)/addition to shareholders' funds Opening shareholders' funds	(46,424) 72,428	13,243 59,185
	Closing shareholders' funds	26,004	72,428
12	Directors' emoluments	2006 £	2005 £

### 13 Employees

#### Number of employees

Emoluments for qualifying services

There were no employees during the year apart from the directors. Employee services were provided to the company by the group's facilities company, Thinc Management Services Limited. Details of employee numbers and costs have been disclosed in the financial statements for that company.

Employment costs	2006 £	2005 £
Wages and salartes	-	87,709
Social security costs	-	13,483
Other pension costs	-	1,833
•		
	-	103,025
	<del></del>	

### 15 Control

In the opinion of the directors, the company's ultimate parent undertaking and controlling company is AXA, a company incorporated in France. The immediate parent company is Thinc Trail Collections Limited, a company registered in England and Wales.

The parent undertaking of the largest and smallest group for which group financial statements are prepared which include the company is Thinc Group Holdings Limited, a company registered in England and Wales Copies of the group financial statements for Thinc Group Holdings Limited can be obtained from the Company Secretary at Devonshire House, 60 Goswell Road, London EC1M 7AD

33,599

# Notes To The Financial Statements (continued) For the year ended 31 December 2006

### 15 Related party transactions

The company has taken advantage of the exemption in Financial Reporting Standard Number 8 from the requirement to disclose transactions with group companies on the grounds that consolidated financial statements which include the company are publicly available

During the period in which the company was controlled by AXA it received commission of  $\pounds$ 93 from them.