LFPV LIMITED

FINANCIAL STATEMENTS

3 IST MARCH 2006

COMPANY NO. 4138030



# LFPV LIMITED FINANCIAL STATEMENTS 31ST MARCH 2006 COMPANY NO. 4138030

## DIRECTORS' REPORT

The directors present their annual report and the accounts for the year ended 31st March 2006.

#### PRINCIPAL ACTIVITY & REVIEW OF BUSINESS

The principal activities of the company are the distribution and export of motor vehicles and related spare parts. The Company is engaged in the supply of Land Rover and Ford project vehicles to a variety of customers around the world.

During this first full year of trading following acquisition of the Company by Conrico International Limited the directors are pleased to report a year of profitable trading. Gross profit has improved from 6.8% to 12.8% due to a richer mix of business.

It is envisaged that turnover will increase in the current year and that a further increase in profitability will result as the benefits of the franchise relationships with Land Rover and Ford strengthen.

#### FINANCIAL RISK MANAGEMENT

The company's operations expose it to a variety of financial risks that include the effects of changes in credit risk, liquidity risk and interest rate risk. The company has in place a risk management programme that seeks to limit the adverse effects on the financial performance of the company by monitoring levels of debt finance and the related finance costs. The company does not use derivative financial instuments to manage interest rate costs and as such, no hedge accounting is applied.

Given the size of the company, the directors have not delegated the responsibility of monitoring financial risk management to a sub-committee of the board. The policies set by the board of directors are implemented by the company's finance department.

#### Price risk

The company is exposed to price risk due to normal inflationary increases in the purchase price of the goods and services in purchases worldwide. The company has no exposure to equity securities price risk as it holds no listed or other equity investments.

#### Credit risk

The company has implemented policies that require appropriate credit checks on potential customers before sales are made. The amount of exposure to any individual counterparty is subject to a limit, which is reassessed annually by the board.

#### Liquidity risk

The company has no long-term or short-term debt finance, therefore has no exposure to liquidity risk.

#### Interest rate risk

The company has interest bearing assets. Interest bearing assets include only cash balances which earn interest at the prevailing rate.

#### RESULTS FOR THE YEAR AND DIVIDENDS

The profit for the year after taxation was £222,833 (2005: Loss of £733,173).

The directors do not recommend the payment of a dividend.

#### DIRECTORS AND THEIR INTERESTS

The directors of the company during the year, and their interests in the share capital of the company at 31st March 2006 were:

	Ordinary shares	
	31/03/06	31/03/05
	No.	No.
J.M. Benzimra (deceased 22nd January 2006)	-	-
P. Benzimra	-	-
A.P.W. Durrant	-	-
D.M. Selden FCA	-	-

No director had the right to subscribe for shares or debentures in the company during the year. Directors' shareholdings and right to subscribe for shares in the parent company are disclosed in the accounts of that company.

#### DISCLOSURE OF INFORMATION TO THE AUDITORS

Each director of the company has confirmed that in fulfilling their duties as a director they have

- -taken all necessary steps to make themselves aware of any information relevant to the audit and to establish that the auditors are aware of that information; and
- so far as they are aware, there is no relevant information of which the auditors have not been made aware.

#### **AUDITORS**

After the year end our auditors, Nexia Audit Limited changed their name to Nexia Smith and Williamson Audit Limited and now trade as Nexia Smith & Williamson. A resolution to re-appoint the auditors, Nexia Smith & Williamson, will be proposed at the next Annual General Meeting.

# STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and of the profit and loss of the company for that period. In preparing these accounts, 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 accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business;
- state whether applicable Accounting Standards have been followed subject to any material departures disclosed and explained in the financial statements.

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 accounts 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.

Fishers House,

Portsmouth Road,

Ripley,

Surrey.

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By order of the Board

# Nexia Smith & Williamson

## Independent auditors report to the shareholders of LFPV Limited

We have audited the accounts of LFPV Limited for the year ended 31st March 2006 which comprise the profit and loss account, the balance sheet, the cashflow statement and the related notes 1 to 18 and A to C. These accounts have been prepared under the historical cost convention and 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 auditor's 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 directors and auditors

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

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

We read the information contained within the Directors' Report and consider whether it is consistent with the audited accounts. Our responsibilities do not extend to any other information.

We report to you our opinion as to whether the accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We state in our report whether in our opinion the information given in the Directors' Report is consistent with the accounts. 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 the information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

#### 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts 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 accounts.

#### Opinion

In our opinion the accounts 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 31st March 2006 and of its profit for the year then ended; the accounts have been properly prepared in accordance with the Companies Act 1985; and the information given in the Directors' Report is consistent with the accounts.

Nexia Smith & Williamson
Chartered Accountants

Registered Auditors

Date 1712 August 2006

I Bishops Wharf Walnut Tree Close Guildford Surrey GUI 4RA

# PROFIT AND LOSS ACCOUNT

# FOR THE YEAR ENDED 31ST MARCH 2006

		2mths to 3   /03/06	15mths to 31/03/05
	Note	£	£
TURNOVER	2	8,793,977	14,796,467
Cost of sales		(7,669,770)	(13,789,727)
GROSS PROFIT		1,124,207	1,006,740
Administrative expenses		(904,896)	(1,588,063)
OPERATING PROFIT / (LOSS)	3	219,311	(581,323)
Interest receivable Interest payable and similar charges PROFIT / (LOSS) ON ORDINARY ACTIVITIES	4	7,974 (3,350)	5,414 (157,264)
BEFORE TAXATION		223,935	(733,173)
Taxation on profit / (loss) on ordinary activities	7	(1,102)	0
RETAINED PROFIT / (LOSS) FOR THE YEAR	13	222,833	(733,173)

All of the company's operations are classed as continuing.

A statement of the movement on shareholders funds appears as note 15 to the accounts.

The company had no recognised gains or losses other than the result stated above.

# BALANCE SHEET

# 31ST MARCH 2006

	Note	31/03/06 £	31/03/05 £
FIXED ASSETS			
Tangible assets	8	2,156	38,651
		2,156	38,651
CURRENT ASSETS			
Stock	9	3,003,141	1,103,975
Debtors	10	2,179,905	1,473,854
Cash at bank and in hand		93,151	182,081
		5,276,197	2,759,910
CREDITORS: amounts falling			
due within one year	11	(5,825,915)	(3,568,956)
NET CURRENT LIABILITIES		(549,718)	(809,046)
		(547,562)	(770,395)
CAPITAL AND RESERVES			
Called up share capital	12	850,000	850,000
Profit and loss account	13	(1,397,562)	(1,620,395)
equity shareholders' funds		(547,562)	(770,395)

These accounts were approved by the Board of Directors on 16th August 2006.

D.M. Selden FCA

# CASHFLOW STATEMENT

# FOR THE YEAR ENDED 31ST MARCH 2006

	Note	12mths to 31/03/06 £	15mths to 31/03/05 £
NET CASH (OUTFLOW) / INFLOW FROM OPERATING ACTIVITIES	А	(122,634)	2,100,240
RETURNS ON INVESTMENT AND SERVICING OF FINANCE Interest paid		(3,350)	(157,264)
Interest paid  Interest received		7,974	5,414
NET CASH INFLOW / (OUTFLOW) FROM RETURNS	SON		
INVESTMENTS AND SERVICING OF FINANCE		4,624	(151,850)
TAXATION			
U. K. Corporation tax paid		0	0
TAXATION PAID		0	0
CAPITAL EXPENDITURE			
Payments to acquire tangible fixed assets		(789)	(3,527)
Receipts from sales of tangible fixed assets		29,869	40,491
NET CASH INFLOW FROM CAPITAL		29,080	36,964
EXPENDITURE			36,704
NET CASH (OUTFLOW) / INFLOW BEFORE FINANC	CING	(88,930)	1,985,354
NET CASH (OUTFLOW) / INFLOW	B/C	(88,930)	1,985,354
THE TOTAL CONTECUTOR AND THE CONTECUTOR	D/C	(00,730)	1,700,001

See notes to cashflow statement on page 12.

## NOTES TO THE ACCOUNTS

#### 31ST MARCH 2006

#### I. ACCOUNTING POLICIES

#### 1.1 Accounting convention

The accounts have been prepared under the historical cost convention and in accordance with applicable Accounting Standards.

#### 1.2 Depreciation

Depreciation is calculated so as to write off the cost of tangible fixed assets over their estimated useful economic lives as follows:

Fixtures and fittings

25% Straight line

Computer equipment

25% Straight line

Motor vehicles

25% Straight line

#### 1.3 Stock

Stock is valued at the lower of cost and estimated net realisable value, after making due allowance for obsolete and slow moving items.

#### 1.4 Deferred taxation

Deferred taxation is provided on a full provision basis on all timing differences which have arisen but not reversed at the balance sheet date. A deferred tax asset is not recognised to the extent that the transfer of economic benefit in the future is uncertain. Any assets and liabilities recognised have not been discounted.

#### 1.5 Foreign exchange

Monetary assets and liabilities in foreign currencies are translated at the rate of exchange ruling at the balance sheet date unless such balances are covered by a forward contract in which case the contracted rate has been used. Transactions in foreign currencies are translated monthly at a rate fixed at the end of the month in question. Foreign exchange differences have been charged to the profit and loss account.

## 1.6 Pensions

The pension costs charged in the financial statements represent the contributions payable by the company during the year in accordance with FRS17.

#### 1.7 Operating lease rentals

Rentals payable under operating leases are charged to the profit and loss account on a straight line basis over the lease term.

## 2. TURNOVER

Turnover is stated net of VAT and after trade discounts. The company carries on only one class of business. Geographical analysis of turnover is not given.

Turnover and associated costs are recognised when a product is invoiced and available for despatch.

# NOTES TO THE ACCOUNTS

# 31ST MARCH 2006

3.	OPERATING PROFIT / (LOSS)	12mths to $31/03/06$	15mths to 31/03/05 <i>£</i>
	The operating profit / (loss) is stated after charging/(crediting):	~	_
	Depreciation (Profit) / loss on sale of fixed assets Staff costs (note 5) Auditors' remuneration Amounts paid to related companies of the Auditors - non audit Foreign exchange differences Operating lease rentals - Land and Buildings	10,926 (3,511) 0 12,000 2,845 201,999	93,033 5,240 644,628 8,750 0 74,928 126,912
4.	INTEREST PAYABLE		
	On bank loans and overdrafts On other sums	0 3,350 3,350	157,264 0 157,264
5.	DIRECTORS AND EMPLOYEES		
	Staff costs: Wages and salaries Social security costs Other pension costs	0 0 0 0	574,376 51,112 19,140 644,628
	The average number of employees during the year was made up as follows:	No.	No.
	Management and administration Workshop	0 0 0	14 

The company has contributed to employees individual pension schemes; total pension costs paid for the period were  $\pounds$  NIL (2005: £19,140). There were no outstanding contributions at the balance sheet date. Staff costs are covered by the holding company and recharged by way of a monthly management charge.

## NOTES TO THE ACCOUNTS

#### 3 LST MARCH 2006

6.	DIRECTORS AND EMPLOYEES cont.	12mths to	15mths to
		31/03/06	31/03/05
	Directors' emoluments	£	£
	Remuneration including benefits in kind	0	176,888

No directors received remuneration from the company during the year. Details of remuneration paid by the holding company are disclosed in the accounts of that company.

No directors are accruing retirement benefits

# 7. TAX ON PROFIT / (LOSS) ON ORDINARY ACTIVITIES

### a. Analysis of charge in year

U. K. corporation tax at 30% based on the profits		
for the year	1,102	0
	1,102	0

## b. Factors affecting tax charge for year

The tax assessed for the period is lower than the standard rate of corporation tax in the UK (30%). The differences are explained below:

Profit / (loss) on ordinary activities before tax	223,935	(733,173)
Profit / (loss) on ordinary activities multiplied by the standard rate		
of corporation tax in the UK of 30%	67,181	(219,952)
Depreciation in excess of capital allowances	1,571	27,910
Loss on disposal of fixed assets	0	1,572
Fixed asset profit on disposal in excess of balancing charge	(759)	0
Expenses not deductible for tax purposes	3,578	31,026
Marginal rate relief adjustment	(652)	0
Losses utilised	(69,817)	0
Tax losses carried forward	0	159,444
Current tax charge for year (note 7 (a))	1,102	0

## c. Factors that may affect future tax charges

The company has tax losses of approximately £881,837 (2005: £1,152,528) to carry forward and offset against future profits from the same trade. This has not been recognised in the financial statements.

#### d. Deferred tax

No provision has been made in these accounts for a potential deferred tax asset of £290,397 (2005:£345,758) resulting from the excess of depreciation over accelerated capital allowances. A deferred tax asset would only be recognised where there is reasonable certainty that the company will be able to claim capital allowances in excess of depreciation in the future or where a balancing allowance would arise on the disposal of the asset and where there is reasonable certainty that suitable taxable profits will be generated in the foreseeable future.

# NOTES TO THE ACCOUNTS

# 3 | ST MARCH 2006

# 8. TANGIBLE FIXED ASSETS

0.	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Fixtures fittings & equipment £	Computer equipment £	Motor vehicles £	Total £
	Cost:				
	At 1st April 2005	108,527	80,759	53,307	242,593
	Additions	789	0	0	789
	Disposals	0	0	(53,307)	(53,307)
	At 31st March 2006	109,316	80,759	0	190,075
	Depreciation:				
	At 1st April 2005	100,618	78,013	25,311	203,942
	Charge for period	7,812	1,476	1,638	10,926
	On disposals	0	0	(26,949)	(26,949)
	At 31st March 2006	108,430	79,489	0	187,919
	Net book value:				
	At 31st March 2006	886	1,270	0	2,156
	At 31st March 2005	7,909	2,746	27,996	38,651
9.	STOCKS			31/03/06 £	31/03/05 £
	Vehicles			2,958,611	1,103,975
	Parts			44,530	0
	i are			3,003,141	1,103,975
10.	DEBTORS				
	Trade debtors			2,147,786	1,306,892
	Other debtors			32,119	153,726
	Prepayments and accrued income			0	13,236
	,			2,179,905	1,473,854
11.	CREDITORS: amounts falling due v	vithin one year			
	Trade creditors			2,973,022	1,589,008
	Amounts owed to group undertaking	ngs		2,196,539	1,625,267
	Payments on account			79,262	65,375
	Other taxes and social security costs	S		1,102	6,584
	Other creditors			163,227	138,586
	Accruals and deferred income		_	412,763 5,825,915	144,136 3,568,956

## NOTES TO THE ACCOUNTS

#### 31ST MARCH 2006

12.	SHARE CAPITAL	31/03/06 £	31/03/05 £
	Authorised: 1,000,000 Ordinary shares of £1 each	1,000,000	1,000,000
	Allotted, called up and fully paid: 850,000 Ordinary shares of £1 each	850,000	850,000
13.	PROFIT AND LOSS ACCOUNT	2mths to   3   /03/06	I 5mths to 3 1/03/05
	Retained losses at 1st April 2005 Profit / (loss) for the year Retained losses at 31st March 2006	(1,620,395) 222,833 (1,397,562)	(887,222) (733,173) (1,620,395)

#### 14. CONTINGENT LIABILITIES

The company has a contingent liability in respect of retention guarantees, performance and tender bonds amounting to £24,068 (2005 : £ NIL) on transactions carried out up to 31st March 2006.

The following guarantees have been given by the company's parent, Conrico International Limited:

Guarantee Limited to £500,000 to the company's banker Unlimited guarantee to Land Rover Unlimited guarantee to Ford Credit

## 15. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

Profit / (loss) for the financial year	222,833	(733,173)
Shareholders' funds at 1st April 2005	(770,395)	(37,222)
Shareholders' funds at 31st March 2006	(547,562)	(770,395)

#### 16. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemptions provided by financial reporting standard number 8: Related party transactions, and has not disclosed transactions with fellow group undertakings, where more than 90% of the voting rights are controlled within the group.

## 17. ULTIMATE HOLDING COMPANY

The ultimate holding company is Conrico Overseas Inc., a company incorporated in Liberia.

# 18. PARENT UNDERTAKING

The immediate parent undertaking is Conrico International Limited. Consolidated accounts for the group are prepared and filed and can be obtained from Companies House.

# NOTES TO THE CASHFLOW STATEMENT

# FOR THE YEAR ENDED 3 IST MARCH 2006

			2mths to   3   /03/06   £	15mths to 31/03/05 <i>£</i>
Ţ	CONCILIATION OF OPERATING PROFIT / (LO O NET CASH (OUTLOW),INFLOW FROM OP CTIVITIES	•		
De (Pr (Ind (Ind	perating profit / (loss) epreciation charges rofit) / loss on sale of tangible fixed assets crease) / decrease in stock crease) / decrease in debtors crease in creditors		219,311 10,926 (3,511) (1,899,166) (706,051) 2,255,857	(581,323) 93,033 5,240 308,347 958,263 1,316,680
	ET CASH (OUTFLOW) / INFLOW FROM OPEF CTIVITIES	rating <u>.</u>	(122,634)	2,100,240
M	CONCILIATION OF NET CASH FLOW TO OVEMENTS IN NET FUNDS	-	(00.070)	1,005,054
	ecrease) / increase in cash in the year et funds at 1st April 2005		(88,930) 182,081	1,985,354 (1,803,273)
Nε	et funds at 31st March 2006	-	93,151	182,081
C. AN	JALYSIS OF CHANGES IN NET FUNDS			
		At 01.04.05	Cashflows £	At 31.03.06 £
Са	sh at bank and in hand	182,081	(88,930)	93,151
TC	DTAL	182,081	(88,930)	93,151

# ANALYSIS OF EXPENSES

FOR THE YEAR ENDED 31ST MARCH 2006	12mths to 31/03/06 £	15mths to 31/03/05 £
ADMINISTRATIVE EXPENSES		
Establishment:		
Rent	(1,377)	126,912
Rates	(1,112)	2,667
Repairs and maintenance	10,753	23,371
Insurance	(5,174)	30,803
Light and heat	0	0_
	3,090	183,753
Administration:		<del></del>
Wages and salaries	(2,546)	644,628
Management charge	600,000	0
Staff training	577	3,033
Telephone, telex and postage	8,494	8,160
Advertising	8,945	52,384
Office supplies and consumables	402	14,397
Computer costs	3,628	45,402
Motor expenses	7,708	20,634
Travelling	30,426	67,207
Entertaining	1,926	4,431
Audit and taxation	1 <b>4,</b> 845	10,000
Distribution costs	0	0
Professional fees	684	271,526
Recruitment fees	3,550	4,451
Subscriptions	188,⊺	1,123
Sundry expenses	2,424	5,878
(Profit) / loss on disposal of fixed assets	(3,511)	5,240
Depreciation	10,926	93,033
	690,359	1,251,527
Finance:		
Bank charges	7,757	27,214
Foreign exchange differences	201,999	74,928
Bad debts	1,691	50,641
	2 1,447	152,783
	904,896	1,588,063