Insec-G Limited
(formerly Industrial Securities Group Limited)
Directors' Report and Consolidated Accounts

for the year ended 31 December 2010

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# Insec-G Limited Directors' report and consolidated accounts Contents

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**Directors' report** 

The directors present their annual report and the audited financial statements of the company and its subsidiaries for the year ended 31 December 2010

Principal activities

The group's principal activities during the year continued to be property management and investment

On the 8th June 2011 the company changed its name from Industrial Securities Group Limited to Insec-G Limited

Results and dividends

The group's loss for the year before taxation amounted to £783,416 (2009 Loss (£5,210,255) and this was transferred to reserves

The directors do not recommend payment of a final dividend

Review of the business and future developments

The directors consider the level of business and the financial position at the year end to be disappointing. The group had undertaken tax planning arrangements in prior years, which have subsequently been challenged by H. M. Revenue & Customs. This is expected to give rise to a potential tax liability and interest charge of £6,439,224, should the outcome be adverse, and therefore full provision of this amount was made in the accounts for the the prior year.

The principal risks facing a property management company are

I) A rise in recovery levels

2) Late payment of management fees

The directors will continue to ensure that it manages its cashflow and costs in this uncertain market.

Key performance indicators (KPI)

The directors are of the opinion that given the nature of this business, KPI's are not necessary

Financial instruments

The group's principal financial instruments comprise bank balances, loans to related companies, other debtors, other creditors and bank loans. These instruments finance the group's operations. The bank loans and overdrafts facilities are secured by charges over the group's assets. Loans to related companies and other debtors are managed in respect of credit and cash flow by regular monitoring. Other creditors' liquidity risk is managed by assuring sufficient funds are available to meet amounts due.

**Directors** 

The directors who served during the year were as follows

T S Cole

N W Lax

M N Steinberg

Insec-G Limited Directors' report

Political and charitable donations

During the year, the company made no charitable contributions and no donations were made to political parties

Policy and practice on payment of creditors

The group's policy is to pay suppliers by the due date specific to each transaction. At 31 December 2010 the group had 5 days (2009 2 days) purchases outstanding and the company had 5 days (2009 5 days) purchases outstanding

Statement of disclosure to auditor

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of the relevant audit information and to establish that the company's auditors are aware of that information

**Auditors** 

A resolution to reappoint J B Klein & Partners as auditors will be put to the members at the Annual General Meeting

By order of the board

M/N Steinberg

Secretary

10 Upper Berkeley Street

London

WIH 7PE

3 0 JAN 2012

# Insec-G Limited Statement of directors' responsibilities

The directors are responsible for preparing the financial statements in accordance with applicable law and United Kingdom Generally Accepted 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 the group and of the profit or loss for that period. 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). 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 UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company and group will continue in business

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and group and to enable them to ensure that the accounts comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors of a company must, in determining how amounts are presented within items in the profit and loss account and balance sheet, have regard to the substance of the reported transaction or arrangement, in accordance with generally accepted accounting principles and practice

# Independent auditors' report to the members of Insec-G Limited

We have audited the financial statements of Insec-G Limited which comprise the consolidated profit and loss account, the consolidated balance sheet, the company balance sheet, the consolidated cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's shareholders, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's shareholders 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 shareholders as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 1 and 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards requires us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the Group's and the company's circumstances and have been consistently applied and adequately disclosed, and the overall presentation of the financial statements.

#### Opinion

In our opinion

- the financial statements give a true and fair view of the state of the Group's and of the Company affairs as at 31 December 2010 and of the Group's loss for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Fundamental Uncertainty - Going Concern

In forming our opinion, we have considered the adequacy of the disclosures made in the financial statements, concerning the possible outcome of the tax planning case against HM Revenue & Customs. The future settlement could result in substantial additional liabilities which would have a serious impact on the continuity of the business. These circumstances indicate the existence of a material uncertainty which may cast significant doubt about the group's ability to continue as a going concern. The financial statements include full provision for these additional liabilities.

Details of the circumstances relating to this fundamental uncertainty are described in Note 19. Our opinion is not qualified in this respect.

Independent auditors' report to the members of Insec-G Limited (continued)

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Director's report for the financial year for which the financial statements are prepared is consistent with the financial statements

#### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion,

- -adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- -the financial statements are not in agreement with the accounting records and returns, or
- -we have not received all the information and explanations we require for your audit.

Raju Fatel (Senior Statutory Auditor)

For and on behalf of

JB Klein & Partners

Chartered Certified Accountants and Statutory Auditors

3rd Floor

10 Argyll Street

London

WIF 7TQ

3 0 JAN 2012

Insec-G Limited
Consolidated profit and loss account
for the year ended 31 December 2010

·	Notes	2010 £	2009 £
Turnover: Group and share of joint ventures	2	2,384,871	2,529,576
Group Turnover		2,384,871	2,529,576
Cost of sales	3	(70,000)	-
Gross profit		2,314,871	2,529,576
Administrative expenses		(2,107,512)	(2,305,871)
Exceptional item	5	(782,555)	(3,958,758)
Group operating loss		(575,196)	(3,735,053)
Amounts written-off investments		(2,027)	
Bank interest receivable and similar income		23,095	19,460
Interest payable and similar charges	6	(209,204)	(1,494,662)
Contributions from/(due to) joint venturers		(20,084)	-
Loss on ordinary activities before taxation	7	(783,416)	(5,210,255)
Tax on loss on ordinary activities	8	50,000	(5,292,712)
Loss on ordinary activities after taxation		(733,416)	(10,502,967)
Minority interest		(494)	689
Loss for the financial year	15	(733,910)	(10,502,278)

All the above amounts relate to continuing activities

#### Statement of total recognised gains and losses

The company has no recognised gains or losses other than the loss for the above two financial years

The notes on pages 10 - 20 form part of these financial statements

# Insec-G Limited Consolidated balance sheet as at 31 December 2010

1	Notes		2010		2009
			£		£
Fixed assets					
Intangible assets	9		1,209		1,815
Tangible assets	10	_	66,412	_	75,210
			67,621		77,025
Current assets					
Debtors amounts falling due within one year	12	1,324,824		2,220,376	
Cash at bank and in hand		466,559		502,000	
		1,791,383		2,722,376	
Creditors: amounts falling due within one year	13	(13,054,917)		(13,274,333)	
Net current liabilities			(11,263,534)		(10,551,957)
Total assets less current liabilities		-	(11,195,913)	-	(10,474,932)
Equity minority Interest			(3,039)		9,890
Net assets			(11,198,952)		(10,465,042)
Capital and reserves					
Called up share capital	14		11,897,504		11,897,504
Other reserves	15		965,834		965,834
Profit and loss account	15		(24,062,290)		(23,328,380)
Equity shareholders funds	16		(11,198,952)		(10,465,042)

These financial statements were approved by the Board of Directors on 30 January 2012

Signed on behalf of the Board of Directors

N W Lax

Director

M N Steinberg

Director

The notes on pages 10 - 20 form part of these financial statements

Company Registration number 4329790

# Insec-G Limited Company balance sheet as at 31 December 2010

	Notes		2010 £		2009 £
Fixed assets Investments	11		21,490		21,490
Current assets  Debtors amounts falling due within one year  Cash at bank and in hand	12	1,246,001 1,918 1,247,919		8,439,506 13,569 8,453,075	
Creditors: amounts falling due within one year	13	(6,356,778)		(9,578,263)	
Net current assets			(5,108,859)		(1,125,188)
Net assets			(5,087,369)	-	(1,103,698)
Capital and reserves Called up share capital Other reserves Profit and loss account	14 15 15		11,897,504 965,834 (17,950,707)		11,897,504 965,834 (13,967,036)
Equity shareholders funds	16		(5,087,369)		(1,103,698)

These financial statements were approved by the Board of Directors on 30 TANUARY 2012

Signed on behalf of the Board of Directors

N W Lax

Director

N Steinberg

Director

Company registration number 04329790

The notes on pages 10 - 20 form part of these financial statements

Insec-G Limited
Consolidated cash flow statement
for the year ended 31 December 2010

	Notes	2010	2009
		£	£
Reconciliation of operating profit to net cash			
inflow from operating activities			
Onemting loss		(575,196)	(3,735,053)
Operating loss Depreciation charges		9,370	12,164
Amortisation of goodwill		606	606
Decrease in debtors		895,552	4,569,615
Increase in creditors		4,630,439	1,063,574
Decrease/(increase) in minority interests		12,929	(687)
Net cash inflow from operating activities	- -	4,973,700	1,910,219
CASH FLOW STATEMENT			
Net cash inflow from operating activities		4,973,700	1,910,219
Dividend received	17	-	-
Returns on investments and servicing of finance	17	(208,220)	(1,475,202)
Taxation	17	1,000	(3,342)
Capital expenditure	17	(572)	2,495
Minority interest		(494)	-
		4,765,414	434,170
Equity dividends paid		•	-
Cash inflow before use of liquid resources and financing		4,765,414	434,170
Financing	17		
Increase/(decrease) in Cash		4,765,414	434,170
Reconciliation of net cash flow to movement in net debt			
Increase in cash in the period		4,765,414	434,170
		4,765,414	434,170
Net debt at I January	18	(4,308,755)	(4,742,925)
Net funds/(net debt) at 31 December	18	456,659	(4,308,755)

The notes on pages 10 - 20 form part of these financial statements

#### Notes

#### I Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the Group's financial statements except as noted below. The Group has adopted FRS 18 'Accounting policies' and FRS 19 'Deferred tax' in these financial statements.

#### Accounting convention

The financial statements have been prepared under the historical cost accounting rules, modified by the revaluation of certain fixed assets, and in accordance with applicable accounting standards

#### Consolidated accounts

The consolidated financial statements of the Group incorporate the assets and liabilities of the Company and its subsidiary undertakings and the results for the period when they were part of the Group Results of subsidiary companies acquired during the period are included from the date of acquisition Results of subsidiary companies disposed of during the period are included up to the date of disposal

#### Company accounts

As permitted by Section 408 of the Companies Act 2006, a separate profit and loss account is not presented for the Company The Company's retained loss for the period is disclosed in note 15

#### **Properties**

Investment properties and properties in the course of development for investment purposes are included in the balance sheet at their open market value at the balance sheet date on the basis of an annual professional valuation Aggregate surpluses or deficits arising on valuation are transferred to a revaluation reserve impairment in the value of properties to below their carrying values are charged directly to the profit and loss account

Additions to investment properties include only costs of a capital nature and certain refurbishment expenditure Costs such as interest and other property outgoings are treated as revenue expenditure and written off as incurred

Additions to development properties include the cost of finance charges gross of taxation less any income attributable to the property. For this purpose, the interest rate is either the actual rate payable on specific borrowings to fund the project or, if financed out of general funds, the average interest payable on borrowings in the year, excluding the debenture which funds investment properties.

Development properties are treated as complete and are transferred to investment properties at the earliest of

- a the date when income exceeds outgoings, other than development costs,
- b the date when the property is substantially let and income producing, or
- c the practical completion

#### **Notes**

#### Properties (continued)

In accordance with SSAP 19 (as amended) no depreciation or amortisation is provided in respect of freehold and leasehold investment properties. This treatment, as regards certain of the Group's investment properties, is a departure from the requirements of the Companies Act 2006 concerning depreciation of fixed assets. However, these properties are not held for consumption but for investment and the Directors consider that systematic annual depreciation would be inappropriate. The accountancy policy adopted is necessary for the accounts to give a true and fair view. Depreciation or amortisation is only one of the factors reflected in annual valuation, and the amount which might otherwise be shown, cannot be separately identified or quantified.

#### Turnover

Turnover represents sale proceeds of trading and other properties, management fees and rents receivable during the period (all excluding value added tax)

#### Recognition of profits

Purchases and sales of properties are accounted for as follows

Investment properties

upon exchange of unconditional contracts

Trading properties

upon completion of contracts,

Ground rents and similar interest

upon receipt of cash

#### Depreciation

Depreciation is calculated as to write off the cost less estimated residual value of fixtures, fittings and equipment by equal instalments over their estimated useful life of 5 years. No depreciation is provided on long leasehold or freehold properties.

#### Deferred taxation

As explained above, the Group has adopted the provisions of accounting standard FRS 19 'Deferred tax' As a result deferred tax is now provided in respect of all timing differences that have originated but not reversed at the balance sheet date where an event has occurred that results in an obligation to pay more or less tax in the future, except that

a provision is not made in respect of proeprty revaluation surpluses unless an unconditional sales agreement has been signed and rollover relief is not available to cover any gain arising, and

b deferred tax assets are recognised only to the extent that it is more likely than not that there will be suitable taxable profits from which the future reversal of the relevant timing differences can be deducted

Deferred tax is measured on a non discounted basis at the tax rates which apply at the balance sheet date

#### Goodwill

Goodwill arising on consolidation is written off in equal instalments over 10 years

#### Financing and Going Concern

The company and group relies on the cash flow from its two main operating subsidiaries which are trading profitably. The directors are positive that this facility will be maintained for at least the next twelve months

## Notes

2	Turnover	2010	2009
_	Tullovei	£	£
		2,384,871	2,529,576
	Fees receivable	2,384,871	2,529,576
	-		
	All activity is carried out within the European Union		
		2010	2009
3	Cost of Sales	£	Ĺ
	Direct property costs and property management fees	70,000	<u> </u>
	-	70,000	<u>·</u>
4	Staff costs	2010	2009
-		£	£
	Wages and salaries	173,611	270,540
	Directors' emoluments	87,975	87, <del>9</del> 75
	Social security costs (including directors)	38,196	43,562
		2010	2009
		Number	Number
	Directors' emoluments, excluding pension contributions, fell within		
	the following ranges	,	ł
	£85,001 - £90,000		<u>-</u>
5	Exceptional item	2010	2009 £
		£	£
	Ded Jahan	782,555	3,958,758
	Bad debts	782,555	3,958,758
	Due to the problems in the property market, the company has had to make sub	stantial provisions fo	r irrecoverable
	amounts due from related companies		
	Later and mountain	2010	2009
6	Interest payable	£	£
	Bank loans and overdrafts - Group	209,204	327,469
	Potential tax liability		1,167,193
		209,204	1,494,662

## Notes

7	Notes to	the	profit an	ıd loss	account
---	----------	-----	-----------	---------	---------

606 9,370 30,000	606 12,164 30,000
30,000	
	30,000
2010	
	2009
£	£
(0.10.05.4)	(1.510.074)
(219,356)	(1,510,974)
(50,000)	5,292,712
221,572	1,510,974
(2,216)	
(50,000)	5,292,712
	2010
	£
	1,815
	(606)
<del>-</del>	1,209
	221,572 (2,216)

## Notes

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# 10 Tangible fixed assets

Group	Plant and	
	machinery	Total
	£	£
Cost or valuation		
At I January 2010	117,504	117,504
Additions	4,068	4,068
Exchange difference	(5,154)	(5,154)
At 31 December 2010	116,418	116,418
Depreciation:		
At I January 2010	42,294	42,294
Charge for the year	9,370	9,370
Exchange difference	(1,658)	(1,658)
At 31 December 2010	50,006	50,006
Net book value		
At 31 December 2010	66,412	66,412
At 31 December 2009	75,210	75,210
11 Investments		
Company	Investments	
	in subsidiary	
	undertakings	Total
	£	£
Cost	15 222 070	15 222 070
At I January 2010	15,333,978	15,333,978
At 31 December 2010	15,333,978	15,333,978
Provision for diminution in value/disposals		
At I January 2010	(15,312,488)	(15,312,488)
Provided in year	· -	/IF 0:0 400°
At 31 December 2010	(15,312,488)	(15,312,488)
Book value	21,490	21,490
At 31 December 2010		21,490
At 31 December 2009	21,490	

# Insec-G Limited Notes

# 12 Debtors: amounts falling due within one year

	Group		Company	
	2010	010 2009 2010 2	2009	
	£	£	£	£
Trade debtors	62,996	156,446	23,500	-
Other debtors	1,261,828	2,063,930	1,078,686	1,682,127
Amounts owed from group undertakings	-	•	143,815	6,757,379
,	1,324,824	2,220,376	1,246,001	8,439,506

Included in other debtors Group and Company amounts is a balance of £898,000 which will not be repayable for at least 5 years

## 13 Creditors: amounts falling due within one year

	Group		Compa	iny	
	2010	2010	2009	2010	2009
	£	£	£	£	
Bank loans and overdrafts	9,900	4,810,755	4,763,159	4,772,126	
Trade creditors	1,520	(2,222)	3,820	2,008	
Amounts owed to group undertakings	492,190	632,607	666,038	3,810,663	
Corporation tax	6,440,224	6,489,224	1,000	50,000	
Shareholder loans	850,000	850,000	850,000	850,000	
Other creditors including taxation and social					
security	5,072,873	325,455	29, <b>48 l</b>	27,466	
Accruals and deferred income	188,210	168,514	43,280	66,000	
<u>.</u>	13,054,917	13,274,333	6,356,778	9,578,263	

The parent company and its subsidiaries' overdrafts at Bank of Scotland are secured by way of a debenture

Notes

2010	2009
£	£
12 975 000	13,875,000
	750,000
•	
375,000	375,000
15,000,000	15,000,000
2010	2009
Ĺ	£
10,993,693	10,993,693
528,811	528,811
375,000	375,000
11,897,504	11,897,504
	13,875,000 750,000 375,000  15,000,000  2010 £  10,993,693 528,811 375,000

A Special Resolution requiring a 75% shareholder majority is required before the directors can or will issue authorised but unissued shares

# Insec-G Limited Notes

	_
15	Reserves

Nesel ves	Other reserves		Profit and loss account	
	2010	2009	2010	2009
Group	£	£	£	£
At I January	965,834	965,834	(23,328,380)	(12,826,102)
(Loss) for the year		•	(733,910)	(10,502,278)
At 31 December	965,834	965,834	(24,062,290)	(23,328,380)

	Other reserves		Profit and loss account	
	2010	2009	2010	2009
Company	£	£	£	£
At I January	965,834	965,834	(13,967,036)	(9,689,499)
(Loss) for the year	•	-	(3,983,671)	(4,277,537)
At 31 December	965,834	965,834	(17,950,707)	(13,967,036)

# 16 Reconciliation of movement in shareholders' funds

	Group		Company	
	2010	2009	2010	2009
	£	£	£	£
At I January	(10,465,042)	37,236	1,103,698	3,173,839
(Loss) for the year	(733,910)	(10,502,278)	(3,983,671)	(4,277,537)
At 31 December	(11,198,952)	(10,465,042)	(5,087,369)	(1,103,698)

## Notes

17 Gross cash flows	2010	2009
17 Gross cash nows	£	£
Returns on investments and servicing of finance		
Amounts written off investments	(2,027)	-
Interest received	23,095	19,460
Bank and loan interest payable	(209,204)	(1,494,662)
Contributions from/(due to) joint ventures	(20,084)	<u>-</u> _
	(208,220)	(1,475,202)
Taxation	1,000	(3,342)
Dividend received		<u> </u>
Capital expenditure	2010	2009
	£	£
Exchange differences	3,496	6,455
Payments to acquire tangible fixed assets	(4,068)	(3,960)
. 4)	(572)	2,495

## 18 Analysis of changes in net debt

Allalysis of changes in her debe	At I January 2010	Cash flows	Other non cash changes	At 3 l December 2010
	£	£	£	£
Cash at bank and in hand Overdrafts	502,000	(35,441)	-	466,559 -
Debt due within l year	(4,810,755) [	4,800,855	-	(9,900)
Debt due after I year Finance leases	-   -	4,800,855	•	-
Total	(4,308,755)	4,765,414		456,659

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# Insec-G Limited

#### Notes

## 19 Contingent liabilities and guarantees

Industrial Securities (Chadderton) Limited has provided an environmental guarantee in respect of a joint venture transaction

The group has undertaken tax planning arrangements which have been challenged by HM Revenue & Customs The expert advice received to date indicates that the outcome should be in the group's favour. However, if the final outcome is adverse, the group could have a potential corporation tax liability of £6,439,224. This has been fully provided for in the accounts.

#### 20 Related parties

The following related party transactions were entered into by the Group during the year

I Management fees of £479,219 (2009, £459,811) were paid to Marcol International Asset Management Limited (formerly Marcol Management Limited) M N Steinberg and T S Cole are directors and shareholders of Marcol International Asset Management Limited

2 The following amounts were due from/(to) related parties at the year end

	2010	2009
	Ĺ	£
City & General No 1 Limited	898,000	898,000
Marcol Industrial Management LLP	(4,753,259)	-

During the year, a provision for bad and doubtful debts was made on loans to related parties, as follows

	2010	2009
	£	£
IS Eurologistics Fund SARL	•	3,896,615
Industrial Securities Europe SA	•	87,000
Industrial Securities Limited	888,77 l	-
Industrial Securities (Holdings One) Limited	273,627	-
Insec-M Limited (formerly Industrial Securities Management Limited)	1,899,706	-

The directors, M N Steinberg and T S Cole, are directors and shareholders of City & General No. 1 Limited

M N Steinberg, T S Cole, S A Lawrence, and N Lax are all members of Marcol Industrial Management LLP

A major shareholder of the company, S A Lawrence, is a director of IS Eurologistics Funds SARL, Industrial Securities Europe SA

1S Eurologistics Fund SARL and Industrial Securities Europe SA are companies registered in Luxembourg. All the other companies above are registered in the United Kingdom