FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2006

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COMPANIES HOUSE 02/08/2006

Company No. 4484736

**Tenon Limited** 

Accountants and Business Advisers
Sumner House
St. Thomas's Road
Chorley
PR7 1HP

# FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

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# OFFICERS AND PROFESSIONAL ADVISERS

**Directors** K F Rutherford

N Ward S Pinner A Glennon A Walton M Fleming A Fillingham C Myatt

Secretary N Ward

Registered Office The Old Bank

Railway Road Brinscall Chorley Lancashire PR6 8RJ

Auditors Tenon Audit Limited

Registered Auditor Sumner House St Thomas's Road

Chorley Lancashire PR7 1HP

Accountants Tenon Limited

Sumner House St. Thomas's Road

Chorley Lancashire PR7 1HP

# PALGRAVE BROWN (UK) LIMITED

#### **CHAIRMAN'S STATEMENT**

# YEAR ENDED 31 MARCH 2006

I am pleased to present this, my fourth Report as Chairman of Palgrave Brown Holdings Limited, for the year to 31 March 2006.

Palgrave Brown is a leading manufacturer, supplier and distributor of engineered timber products to the housing and building markets. It operates from 17 sites in the UK providing a multi product offering to Builders, Contractors and Merchants across the country.

The year to March 2006 presented tough trading conditions throughout the Group. Our principal market is housing and, as I anticipated in my Report last year, there was a marked slow down in both the new build and refurbishment sectors in the second and third quarters.

It is therefore with some satisfaction that I am able to report that we have been able to maintain and indeed marginally improve both Turnover and Profits.

#### **Financial Performance**

Turnover for the full year was £62.3M (2005 £61.0M). Although the mix of sales differed, Gross Margins were broadly maintained across activities in comparison with the previous year and Operating Profit came in at £3.8M (2005 £3.6M) for the Group and £4.1M (2005 £3.9M) for Palgrave Brown (UK) Limited.

In previous years the amount of the actuarial funding deficit in the Final Salary Pension Scheme has been included as a note in the Report and Accounts. This year, like all companies where such issues exist, it has been necessary to show this as a liability in the Accounts under the requirements of FRS 17.

This of course distorts the figures inferring a weakening of the Balance Sheet. On a consistent basis with prior years, Shareholders' Funds for the Group as a whole would actually have strengthened to £4.4M from £3.6M in 2005. The FRS 17 deficit equated to £1.7M resulting in net Shareholders Funds of £2.7M for the Group and £8.9M for Palgrave Brown (UK) Limited. The FRS 17 deficit is a reduction on last year's deficit which stood at £2.1M. We expect the deficit to fall over the coming years.

Notwithstanding, a further material reduction in indebtedness has been achieved through the effective management of current assets.

#### **Operations**

The bare financial results do not indicate great progress, but beneath the surface much has been done to maintain our market position and to improve both our offering and efficiency.

Last year I made reference to the exceptionally strong performance from our Truss Business. This business was the first to feel the effect of the slow down in house building mentioned above. Sales dropped dramatically in the second and third quarters, but a magnificent effort in the final quarter ensured that we ended the year only a couple of percentage points off the 2005 record.

Nevertheless, this can have a noticeable impact on performance in a volume sensitive business and it is perhaps a reflection on the diversity and success of other parts of the Group that we are able to maintain profitability.

Our strategy to improve Gross Margins has again been effective, as have the various initiatives taken to reduce cost and improve efficiency. Truss manufacture at Marchington ceased during the year with the capacity being taken up at our other plants. The major focus at Marchington is now stairs and distribution. Some major savings have been made in our distribution costs as well as in manufacturing efficiency improved across the Group.

#### PALGRAVE BROWN (UK) LIMITED

# **CHAIRMAN'S STATEMENT (continued)**

#### YEAR ENDED 31 MARCH 2006

We have also made progress in the development of new products introduced in recent years to supplement our existing ranges. Volume has grown in Posi-Joists, I-Beams and Stairs to levels where they are making important contributions to Group performance. Elsewhere, the more established businesses of Silktrim (MDF Mouldings) and Windows enjoyed higher volume and better results.

As is always the case when demand softens, Timber Trading proves more competitive and prices come under pressure. Our strategy has always been to maintain an acceptable margin and not to chase volume, which has made this a more difficult year for that business. However, we were able to give Alfred Hulme a lift with the acquisition of the business of South Ribble Timber in the early part of 2006.

We have continued our programme of investment in our production facilities. This has included upgrading facilities at many Truss Branches, Posi-Joist manufacturing equipment and commitment to a major new window production line at Berwick, which will come on stream during the current year.

Allan Brothers at Berwick had a better year as the Team got to grips with trying to match capacity with demand whilst at the same time improving overall efficiency. Maintaining a steady order flow has always been difficult with swings between feast and famine over a relatively short period becoming par for the course. All production is bespoke which precludes manufacturing for stock. Initiatives to widen the customer base appear to be working and will be further developed this year.

The results from Palgrave Brown Doors were better and the underlying trend encouraging, although the recovery programme was hampered by a serious fire at the premises in March 2006. To the Management and Staff's great credit, the plant was operational again within a week, but there is still some way to go before they are fully up to speed.

#### People

The management changes that I mentioned last year have bedded down. The team has settled well, embracing its new responsibilities and is totally focused on delivery. During the year, the Executive Board spent several days off site where we reviewed strategy, reaffirmed objectives for the business and developed implementation plans.

We have been anxious to improve communications between the Group and all our employees to inform them of progress, developments and objectives, whilst seeking feedback on their views. To this end, a "Team Briefing" process was introduced during the year, operating on a cascade system. Initial reaction has been good and it will be further developed in 2006.

The Final Salary Pension Scheme, mentioned above, continues to give us some concern over affordability, prioritisation of funds and on egalitarian grounds. The reduction of the funding deficit is under active management (an additional lump sum contribution being made this year) but the company has decided that the Scheme cannot continue in its present form and has started consultation with members on alternative options for the future.

The Group places Health and Safety very high in its priorities and seeks to continuously adapt and improve working practices to achieve ever-higher standards. Whilst we aim for a zero accident record, the nature of our business makes this difficult. However, I am delighted to report a reduction in accident levels across the board in the year under review.

We have effective and loyal people working for us and as always, my thanks go to them all for the contribution they make to the success of our business.

#### Outlook

2006 was very demanding and I do not see market conditions getting significantly easier in the short term given the degree of uncertainty affecting not only them, but also the country as a whole. That said, there remains a significant pent up demand for housing which will be released as and when confidence returns.

# **CHAIRMAN'S STATEMENT**

The very nature of our business does not lead to long order books, but the immediate outlook is reasonable in most activities, with any shortfalls in particular areas being addressed. 2007 will not be easy, but I expect to see the Group make progress on all fronts.

The geographic spread, the national agreements with major house builders and the innovative approach to product development and service will all help to maintain Palgrave Brown at the forefront of this Industry.

Chris Myatt Chairman - Palgrave Brown Holdings Limited 30 May 2006

#### THE DIRECTORS' REPORT

#### YEAR ENDED 31 MARCH 2006

The directors submit their report together with the audited financial statements for the period ended 31 March 2006.

#### **Principal Activity and Business Review**

The principal activity of the company is to hold shares in group undertakings. The company is non-trading.

The principal activities of the group continued to be timber and panel merchanting, the production and sale of Silktrim, a branded "MDF" product, high performance timber, windows, doors and stairs and the design, manufacture and supply of roof trusses and ancillary products.

The directors plan to continue with the management policies which have led to the satisfactory result achieved in the year. A review of the group's performance and of its position at the year end, together with an indication of likely future developments is given in the Chairman's statement.

On 13 April 2005 the group established an Enterprise Management Incentive scheme for the benefit of certain employees of the group.

On 27 September 2005, 79,000 preference shares of 10p each were repurchased by the company for a consideration of £1 each.

#### Results and Dividends

The profit on the ordinary activities of the group before taxation amounted to £1,811,000 (2005: £1,495,000). After deducting tax and dividends, the profit of £977,000 (2005: £1,021,000) has been transferred to reserves.

Dividends of £47,000 (2005: £49,000) were paid during the year on the preference shares of 10p each.

A dividend of £90,000 (2005: £82,000) was declared in the year on the preferred ordinary shares of 10p each.

The directors do not recommend the payment of a final dividend.

# Financial risk management objectives and policies

The group finances its operations through a mixture of retained profits and where necessary to fund expansion or capital expenditure programmes through bank borrowings.

The management's objectives are to:

retain sufficient liquid funds to enable it to meet its day to day obligations as they fall due whilst maximising returns on surplus funds; and

minimise the company's exposure to fluctuating interest rates when seeking new borrowings; and

match the repayment schedule of any external borrowings or overdrafts with the expected future cash flows expected to arise from the company's trading activities.

Where appropriate, funds are invested in sterling bank deposit accounts and borrowings are all obtained from standard bank loan accounts. As such, there is little price risk exposure.

Where appropriate, funds are held primarily in short term variable rate deposit accounts. The directors believe that this gives them the flexibility to release cash resources at short notice and also allows them to take advantage of changing conditions in the finance markets as they arise. All deposits are with reputable UK banks and the directors believe their choice of bank minimises any credit risk associated with not placing funds on deposit with a UK clearing bank.

#### THE DIRECTORS' REPORT

#### YEAR ENDED 31 MARCH 2006

#### Directors and their Interests

The directors who held office during the year and their beneficial interests in the company's issued share capital are given below:

	Ordinary shares of 10p each		
	At 31 March 2006	At 31 March 2005	
K F Rutherford	108,884	108,884	
N Ward	93,883	93,883	
S Pinner	93,883	93,883	
E Fazakerley	-	-	
A Walton	93,883	93,883	
M Fleming	93,883	93,883	
A Fillingham	93,883	93,883	
C Myatt	29,101	29,101	
A Glennon	-	-	

	Preference shares of 10p each		
	At 31 March 2006	At 31 March 2005	
K F Rutherford	32,000	32,000	
N Ward	169,000	169,000	
S Pinner	169,000	169,000	
E Fazakerley	· -	•	
A Walton	169,000	169,000	
M Fleming	169,000	169,000	
A Fillingham	169,000	169,000	
C Myatt	24,000	24,000	
A Glennon	· <u>-</u>	· -	

None of the directors had any interest in the preferred ordinary shares or rights to options granted under the Enterprise Management Scheme.

E Fazakerley resigned as a director on 22 July 2005.

A Glennon was appointed as a director on 01 September 2005.

#### **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 group and of the profit or loss of the group for that year. 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 that 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. The directors 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.

In so far as the directors are aware:

- there is no relevant audit information of which the group's auditors are unaware; and

#### THE DIRECTORS' REPORT

#### YEAR ENDED 31 MARCH 2006

- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

#### Political and Charitable Contributions

During the period payments of a charitable nature amounted to £5,752 (2005: £2,654). There were no contributions to political organisations.

#### **Employment of Disabled Persons**

The group recognises its responsibilities towards disabled persons and gives full and fair consideration to applicants in positions suited to their own particular abilities where appropriate openings exist. Where employees become disabled in the course of their employment, every effort is made to provide them with continued employment.

#### **Employee Involvement**

During the period management has had a policy of providing employees with information about the group. Regular meetings are held between management and employees to allow a free flow of information and ideas.

The company aims to achieve a shared commitment from employees to the success of the business of which they are employees.

#### **Auditors**

Tenon Audit Limited have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

Registered office The Old Bank Railway Road Brinscall Chorley Lancashire PR6 8RJ Signed by order of the directors

N WARD, FCMA Company Secretary

Approved by the directors on X 22~3 5~2 ?

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS

#### YEAR ENDED 31 MARCH 2006

We have audited the financial statements of Palgrave Brown Holdings Limited for the year ended 31 March 2006 on pages 10 to 34. These financial statements have been prepared under the historical cost convention and the accounting policies set out on pages 15 to 17.

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 Directors and Auditors

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (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. 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. We read other information contained in the Annual Report, and consider whether it is consistent with the audited financial statements. This other information comprises only the Directors' Report and the Chairman's statement. We consider the implications for out report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

# 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.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS

# YEAR ENDED 31 MARCH 2006

# 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 group's affairs as at 31 March 2006 and of its profit for the year then ended; and
- the financial statements have been properly prepared in accordance with the Companies Act 1985.
- the information given in the Directors' Report is consistent with the financial statements.

Tenor Andre Covited

Tenon Audit Limited Sumner House Registered Auditor St Thomas's Road Chorley Lancashire PR7 1HP

Date:

1217106

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

# YEAR ENDED 31 MARCH 2006

	Notes	31 March 2006 £'000	As restated 31 March 2005 £'000
Turnover	2	62,366	60,965
Cost of sales		(46,323)	(45,514)
Gross profit		16,043	15,457
Distribution costs Administrative expenses		(3,687) (8,512)	(3,730) (8,072)
Operating profit	3	3,844	3,649
Interest payable	5	(2,033)	(2,154)
Profit on ordinary activities before taxation		1,811	1,495
Tax on loss ordinary activities	6	(697)	(543)
Profit on ordinary activities after taxation	19	1,114	952

All figures in the profit and loss account relate to continuing operations.

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

# YEAR ENDED 31 MARCH 2006

	2006 £'000	restated 2005 £'000
Profit for the financial year Attributable to the shareholders Actuarial gain/(loss) in respect of defined benefit pension	1,114	952
scheme Deferred tax in respect of defined benefit pension scheme	620 (162)	(100) 90
Total recognised gains and losses relating to the year	1,572	942
Prior year adjustment (see note 8)	(2,100)	
Total gains and losses recognised since the last annual report	(528)	

# **CONSOLIDATED BALANCE SHEET**

# **AS AT 31 MARCH 2006**

	Notes	31 March 2006 £'000	31 March 2006 £'000	31 March 2005 £'000	restated 31 March 2005 £'000
Fixed assets				2000	2000
Intangible assets	9		5,451		5,723
Tangible assets	10	-	9,801	_	9,952
			15,252		15,675
Current assets					
Stocks	12	5,112		5,135	
Debtors	13	10,212		9,255	
Cash at bank and in hand		36_	_	<u>36</u> _	
0 19		15,360		14,426	
Creditors Amounts falling due within one year	14	(14,091)	-	(11,187)	
Net current assets			1,269	-	3,239
Total assets less current liabilities			16,521		18,914
Creditors					
Amounts falling due after more than					
one year	15		(11,485)		(14,693)
Provisions for Liabilities and					
Charges	4~		(000)		(000)
Deferred taxation	17		(633)		(633)
Pension liability	27		(1,722)		(2,100)
			2,681	_	1,488
Capital and reserves					
Called up share capital	18		61		233
Other reserve - equity	19		-		250
Other reserve	19		736		882
Capital reserve	19		8		-
Profit and loss account	19		1,876		123
Shareholders' funds	20	•	2,681	_	1,488
			(STACI)	=	

These financial statements were approved by the directors on the  $\frac{1}{2}$ 

and are signed on their

WARD, FMCA

K F RUTHERFORD

# **BALANCE SHEET**

# **AS AT 31 MARCH 2006**

	Notes	31 March 2006 £'000	31 March 2006 £'000	31 March 2005 £'000	31 March 2005 £'000
Fixed assets Investments	11		14,278		14,278
Current assets Debtors due after more than one year	13	<u>-</u>	-	434 434	
<b>Creditors</b> Amounts falling due within one year	14	(2,548)	-	(982)	
Net current (liabilities)			(2,548)	_	(548)
Total assets less current liabilities			11,730		13,730
Creditors Amounts falling due after more than one year	15		(9,643)		(11,401)
Provisions for Liabilities and Charges Deferred taxation	17			-	·. -
			2,087	=	2,329
Capital and Reserves Called up share capital Other reserve – equity Other reserve Capital reserve Profit and loss account	18 19 19 19		61 - 736 8 1,282		233 250 882 - 964
Shareholders' funds			2,087	-	2,329
			(DOTE)	=	· ==

These financial statements were approved by the directors on the X 22 and are signed on their behalf by:

NOVARD, FCMA

K E RUTHEREORD

# CONSOLIDATED CASH FLOW STATEMENT

# YEAR ENDED 31 MARCH 2006

	Notes	31 March 2006 £'000	restated 31 March 2005 £'000
Cash flow from operating activities	21	6,755	5,588
Returns on investments and servicing of finance	22	(2,010)	(2,104)
Taxation		(482)	(459)
Dividends		(81)	-
Capital expenditure	22	(568)	(539)
Cash inflow before financing		3,614	2,486
Financing	22	(3,614)	(2,423)
Increase in cash in the period		-	63
Reconciliation of net cash flow to movement in net debt Increase in cash in the period		-	63
Repayment of debt due within and after one year Reclassification of preferred ordinary and preference share		3,261	2,149
capital Repayment of hire purchase agreements New hire purchase agreements		(164) 274 (179)	274 (419)
Movement in net debt in the period		3,192	2,067
Net debt at 1 April 2005	23	(16,230)	(18,297)
Net debt at 31 March 2006	23	(13,038)	(16,230)

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

#### 1 Accounting Policies

#### **Basis of Accounting**

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

#### Changes in accounting policies

In preparing the financial statements for the current year, the company has adopted the following Financial Reporting Standards:

- the final transitional arrangements requiring full adoption of FRS 17 'Retirement Benefits'.
- FRS 21 'Events after the balance sheet date (IAS 10)'
- FRS 25 'Financial Instruments: Disclosure and Presentation (IAS 32)'

#### FRS 17 'Retirement Benefits'

The group has adopted FRS 17 - 'Retirement Benefits' in full for the year ended 31 March 2006. For the year ended 31 March 2005, the company accounted for retirement benefits under SSAP 24 and gave disclosures under the FRS 17 transitional arrangements.

The total cost of retirement benefits for the group was £560,000 (2005: £600,000) under FRS 17 of which £490,000 (2005: £500,000) has been charged against operating profit and £70,000 (2005: £100,000) has been charged within other finance charges. If the group had continued to account for retirement benefits under SSAP 24, the total group cost would have been £480,000 (2005: £400,000).

Contributions to money purchase schemes in the year amounted to £235,000 (2005: £170,000). These are included in note 17.

FRS 21 'Events after the Balance Sheet date (IAS 10)'

The adoption of FRS 21 has resulted in a change in accounting policy in respect of proposed equity dividends. If the company declares dividends to the holders of equity instruments after the balance sheet date, the company does not recognise those dividends as a liability at the balance sheet date. The aggregate amount of equity dividends proposed before approval of the financial statements, which have not been shown as liabilities at the balance sheet date, are disclosed in the notes to the financial statements. Previously, proposed equity dividends were recorded as liabilities at the balance sheet date.

The adoption of FRS 21 'Events after the balance sheet date' has had no effect on the retained profits or net assets reported in this or the prior year.

FRS 25 'Financial Instruments: Disclosure and Presentation (IAS 32)'

Financial instruments are classified and accounted for according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

The adoption of FRS 25 has resulted in a change in accounting policy in respect of the company's preferred ordinary and preference shares. In previous financial statements these shares have been included within shareholders funds. Under the provisions of FRS 25 these shares now qualify to be treated as liabilities and have therefore been transferred out of shareholders' funds and included within liabilities. As no capital amounts fall due to be paid within the current year all sums are shown as 'creditors falling due after more than one year.' The company has taken advantage of the provisions within FRS 25 and not restated the comparative figures in respect of these shares.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

#### 1 Accounting Policies (continued)

As a result of this change in accounting policy in respect of preference shares and preferred ordinary shares, £172,000 has been transferred from shareholders' funds to 'Creditors, amounts falling due after more than one year' and net assets and shareholders' funds reported in the balance sheet as at 31 March 2006 have been reduced, as compared to the amounts that would have been reported under the old policies, by the same amount.

If the comparative figures had been restated to reflect this change the net effect would have been to reduce shareholders' funds by £172,000.

#### **Basis of Consolidation**

The consolidated profit and loss account and balance sheet include the financial statements of the company and all of its subsidiary undertakings made up to the balance sheet date. The results of subsidiary undertakings are included in the group financial statements from their effective date of acquisition or up to their effective date of disposal.

Goodwill arising on consolidation, representing the excess of consideration paid over the fair values of the net assets acquired, is written off over its useful economic life between 5 and 20 years.

The company is exempt from the requirement to present its own profit and loss account under the provisions of Section 230 of the Companies Act 1985.

#### **Turnover**

Turnover represents the invoiced amount of goods sold and services provided less returns and allowances, excluding value added tax.

#### **Tangible Fixed Assets and Depreciation**

Tangible fixed assets are stated at cost less accumulated depreciation.

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets other than freehold land over their expected useful lives. The principal annual rates and methods used are:

Freehold buildings
Short leasehold properties
Plant and machinery
Motor vehicles
Furniture and equipment

1% – 15% straight line over the period of the lease 10% – 20% straight line 25% straight line 10% – 20% straight line

Assets in the course of construction are not depreciated.

#### Leasing and Hire Purchase

Certain tangible fixed assets are held under finance leases and hire purchase arrangements. These assets are included in the balance sheet and are depreciated accordingly. The capital element of the corresponding financing commitments is included in the balance sheet. The finance element of repayments is charged to the profit and loss account in proportion to the reducing capital element outstanding.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

#### 1 Accounting Policies (continued)

All other leases held are operating leases and the payments made under them are charged to the profit and loss account on a straight line basis over the lease term.

#### **Fixed Asset Investments**

Fixed asset investments are stated at cost, less amounts written off. Profits or losses arising from disposals of fixed asset investments are treated as part of the profit from ordinary activities.

#### Stocks

Stocks are stated at the lower of cost and net realisable value after making due allowances for obsolete and slow moving items. Cost includes an appropriate proportion of production overheads, where applicable.

#### **Deferred Taxation**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more, tax.

Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and law enacted or substantively enacted at the balance sheet date.

#### **Foreign Currencies**

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

#### Pension costs and other post-retirement benefits

The company operates a defined benefit pension scheme for employees. The assets of the scheme are held separately from those of the company.

Pension scheme liabilities are measured on an actuarial basis using a projected unit method and are discounted to their present value using rate.

Pension scheme assets are valued at market value at the balance sheet date.

The pension scheme deficit is recognised in full on the balance sheet.

The deferred tax relating to a defined benefit liability is offset against the defined benefit liability and not included with other deferred tax assets or liabilities.

The company also operates a defined contribution scheme for employees. The assets of the scheme are held separately from those of the company. Contributions to the scheme are charged to the profit and loss account as incurred.

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

# 2 Turnover

The turnover for the period was derived from the group's principal activity and was carried out wholly in the UK.

	31 March 2006 £'000	31 March 2005 £'000
Timber and associated products	15,555	14,255
MDF Roof trusses	7,818 26,013	7,108 27,375
Joinery	12,980	12,227
	62,366	60,965

# 3 Operating Profit

The operating profit is stated after charging or (crediting):

	31 March	31 March
	2006	2005
	£'000	£'000
Depreciation of tangible fixed assets		
- owned assets	527	395
- assets held under hire purchase contracts and finance leases	324	303
Amortisation of intangible fixed assets	312	312
Operating leases - plant and machinery	948	1,117
Operating leases - land and buildings	575	575
Auditors' remuneration	10	9
Loss/(profit) on sale of fixed assets	7	(8)

Auditors' remuneration for audit services includes £1,150 (2005: £1,100) in respect of the company.

# NOTES TO THE FINANCIAL STATEMENTS

### YEAR ENDED 31 MARCH 2006

# 4 Directors and Employees

Defined benefit schemes

Staff costs during the period were as follows:

	31 March 2006 £'000	31 March restated 2005 £'000
Wages and salaries Social security costs Pension costs	14,852 1,278 725	14,308 1,225 670
	16,855	16,203

Pension costs are amounts charged to operating profit and do not include amounts charged to finance costs (see note 5) and amounts recognised in the statement of recognised gains and losses.

Further details of contributions paid during the period to the group's pension schemes are set out in note 27.

The average number of employees, including directors, during the period was as follows:

	31 March 2006 Number	31 March 2005 Number
Management Selling and distribution Administration	77 641 107	76 639 102
	825	817
Remuneration in respect of directors was as follows:		
	31 March 2006 £'000	31 March 2005 £'000
Aggregate emoluments Directors pension contributions under defined benefit schemes	516 42	450 49
	558	499
The highest paid director's aggregate emoluments and pension £94,000) and £Nil (2005: £11,000) respectively.	costs totalled £	105,000 (2005:
The number of directors accruing retirement benefits was as follows:	31 March 2006 Number	31 March 2005 Number

5

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

Þ	Interest P	ayabie	

•	mediati ayawa		
		31 March 2006 £'000	As restated 31 March 2005 £'000
	On bank loans and overdraft On finance leases and hire purchase contracts Other similar charges	1,942 21 70	2,031 23 100
		2,033	2,154
6	Taxation		
	(a) Analysis of charge in the year	31 March 2006 £'000	31 March 2005 £′000
	Based on the profit for the period: UK corporation tax at 30% Over provision in prior year	697 -	536 (52)
	Total current tax Deferred tax	697	484 59
		697	543

# (b) Factors affecting current tax charge

The current tax assessed for the year is higher than tax on the profit for the year at the standard rate of tax applicable to the group at 30%. The difference is explained below:

	31 March 2006 £'000	As restated 31 March 2005 £'000
Profit on ordinary activities before taxation	1,811	1,495
Tax on the profit before tax at the standard rate of corporation tax in the UK of 30% (2005: 30%)	543	448
Effect of: Expenses not deductible for tax purposes Capital allowances in excess of depreciation Over provision in prior year FRS 17 expenditure not deductible for tax purposes	123 7 - 24 697	87 (59) (52) 60 484

# (c) Factors that may affect future tax charges

There are no factors affecting the future tax charge.

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

7	Dividends		
		31 March 2006 £'000	31 March 2005 £'000
	Dividend on preferred ordinary shares – declared 12.1p (2005: 11p) per share on 741,600 shares of 10p each	90	82
	Interim preference dividend – paid 2.5p (2005: 2.5p) per share on 980,000 preference shares of 10p each Interim preference share dividend - paid 2.5p (2005: 2.5p) per share on	24	24
	901,000 (2005: 980,000) preference shares of 10p each	22	25
		136	131

# 8 Prior year adjustment

The full adoption of FRS 17 'Retirement Benefits' have resulted in a restatement of the comparative figures in these financial statements. The effect of the prior year adjustment is to decrease retained profit for the year ended 31 March 2005 by £200,000 and net assets by £2,100,000. There is no tax effect in the current year in respect of the prior year adjustment.

# 9 Intangible Fixed Assets

Group	Goodwill £'000
Cost At 1 April 2005 Additions	6,493 
At 31 March 2006	6,533
Amortisation At 1 April 2005 Provided in the period	770 312
At 31 March 2006	1,082
Net book value At 31 March 2006	5,451
At 31 March 2005	5,723

# PALGRAVE BROWN HOLDINGS LIMITED NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

10

Tangible Fixed Assets				
Group	Land and buildings £'000	Plant and machinery £'000	Furniture and equipment £'000	Total £'000
Cost At 1 April 2005 Additions Disposals	5,666 87 	6,921 476 (23)	907 149 	13,494 712 (23)
At 31 March 2006	5,753	7,374	1,056	14,183
<b>Depreciation</b> At 1 April 2005 Charge for the year Disposals	145 33 	2,816 714 (11)	581 104	3,542 851 (11)
At 31 March 2006	178	3,519	685	4,382
Net book value At 31 March 2006	5,575	3,855	371	9,801
At 31 March 2005	5,521	4,105	326	9,952

On acquisition the land and buildings were valued at £648,000 above their net book value at that date.

All amounts disclosed under land and buildings are freehold except for four short leasehold properties with net book values of £85,000 (2005: three leasehold properties with net book value of £73,000).

Included within the net book value of £9,801,000 is £1,457,000 (2005: £1,576,000) relating to assets held under hire purchase agreements. Depreciation charged for the period was £324,000 (2005: £303,000).

#### NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

#### 11 Fixed Asset Investment

Company	Subsidiary undertakings £'000
Cost At 1 April 2005 and 31 March 2006	14,278
Net book value At 1 April 2005 and 31 March 2006	14,278

The company holds more than 20% of the share capital of the following companies, which are included in the consolidation.

Name	Class of share	Proportion held	Country of incorporation	Nature of business
Palgrave Brown (UK) Ltd	10p Ordinary	100%	UK	Timber and panel merchanting
	10p institutional Ordinary	100%		
	10p Preference shares	100%		
Palgrave Brown (Doors) Ltd	£1 Ordinary	100%	UK	Dormant
Palgrave Brown (Trading) Ltd	£1 Ordinary	100%	UK	Dormant
Palgrave Brown (Trusses) Ltd	£1 Ordinary	100%	UK	Dormant
Palgrave Brown Ltd	£1 Ordinary	100%	UK	Dormant
Products-Direct UK Ltd	£1 Ordinary	100%	UK	Dormant
Allan Brothers Ltd	£1 Ordinary	100%	UK	Dormant

The company's voting rights in respect of its investments are held in the same proportion as the company's share of the ordinary share capital and institutional ordinary share capital. The preference shares do not have voting rights unless dividends are not paid in accordance with the Articles of Association.

#### 12 Stocks

	Group 2006 £'000	Company 2006 £'000	Group 2005 £'000	Company 2005 £'000
Raw materials and work in progress	5,112	-	5,135	
Debtors	Group 2006 £'000	Company 2006 £'000	Group 2005 £'000	Company 2005 £'000
Frade debtors Amounts owed by group undertakings Prepayments and accrued income	9,980 	- - -	9,037 - 218 9,255	434
ָ ֡ ֡	Trade debtors Amounts owed by group undertakings	2006 £'000  Raw materials and work in progress  5,112  Debtors  Group 2006 £'000  Trade debtors  mounts owed by group undertakings Prepayments and accrued income 232	2006	2006   2006   2005   £'000   £'000   £'000

The amount owed by group undertakings is due after more than one year.

# PALGRAVE BROWN HOLDINGS LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDED 31 MARCH 2006

14	Creditors: Amounts falling due within or	ne year			
		Group 2006 £'000	Company 2006 £'000	Group 2005 £'000	Company 2005 £'000
	Bank loans and overdrafts	1,365	982	1,370	982
	Trade creditors	7,127	-	6,243	-
	Amounts owed to group undertakings	-	206	-	-
	Corporation tax	393		178	_
	Other taxes and social security	1,439	-	1,394	-
	Other creditors	102	-	107	-
	Accruals and deferred income Obligations under hire purchase	3,403	1,360	1,663	-
	arrangements	262	_	232	_
	•	14,091	2,548	11,187	982
15	Creditors: Amounts falling due after mo	re than one year	•	<u> </u>	
		Group 2006	Company 2006	Group 2005	Company 2005
		£'000	£'000	£'000	£'000
	Bank loans	4,383	2,805	6,788	3,876
	Loan notes Obligations under hire purchase	6,674	6,674	7,525	7,525
	arrangements	226	_	351	_
	Other creditors	202	164	29	
		11,485	9,643	14,693	11,401

The bank overdrafts and bank loans are secured by a fixed charge over the land and buildings of the group.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

#### 15 Creditors: Amounts falling due after more than one year

#### Analysis of Borrowings by Year of Repayment

Borrowings fall due for repayment:

	Group 2006 £'000	Company 2006 £'000	Group 2005 £'000	Company 2005 £'000
Within one year Between one and two years Between two and five years After more than five years	1,365 1,177 9,707 173	982 982 8,661	1,370 1,240 12,753 320	982 982 10,419
	12,422	10,625	15,683	12,383

In accordance with Financial Reporting Standard 4 'Capital Instruments' the costs of raising finance on certain loans is allocated to the profit and loss account over the life of the instrument. £304,000 of finance costs have been deducted from debt advanced in 2002. £43,000 (2005: £40,000) of costs have been written off against current year profits leaving a balance of £162,000 (2005: £205,000) of finance costs to be released in future periods.

The following information is provided in respect of loans:

- at the balance sheet date, the aggregate amount payable in respect of such loans was £12,422,000 (2005: £15,683,000) all of which are repayable by instalments.
- in respect of such loans repayable by instalments, instalments amounting to £173,000 (2005: £320,000) fall due after more than five years.
- the bank loan of £3,950,000 (2005: £4,950,000) is due to be repaid in quarterly instalments of £250,000 from July 2004 to April 2009, thereafter two instalments of £234,000 in July and October 2009, and a final payment of £232,000 in January 2010. Interest is charged at 5.5% until October 2004 and 5.4% thereafter.
- the Commercial Mortgage of £45,000 (2005: £215,000) is being repaid in quarterly instalments of £42,500, which commenced in December 1999. Interest is charged at 6.25%. The final repayment date is 2009.
- the Commercial Mortgage of £499,000 (2005: £625,000) is being repaid in quarterly instalments of £21,000, which commenced in October 2000. Interest is charged at 1.75% above LIBOR.
- the Commercial Mortgage of £368,000 (2005: £432,000) is being repaid in quarterly instalments of £16,000, which commenced in January 2002. Interest is charged at 1.75% above LIBOR.
- the Commercial Mortgage of £86,000 (2005: £104,000) is being repaid in quarterly instalments of £7,000 which commenced in May 2000. Interest is charged at 1.75% above the lender's base rate.
- the Commercial Mortgage of £65,000 (2005: £80,000) is being repaid in monthly instalments of £2,000 which commenced in July 1999. Interest is being charged at 1.75% above the lender's base rate.
- the Group also has a sales financing arrangement. At 31 March 2006, loans include £735,000 (2005: £1,844,000) in respect of this arrangement, secured on all of the book debts of the group.

The bank overdrafts and loans are secured by a fixed charge over the land and buildings of the group.

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

16	Obligations U	Jnder Hire Pu	rchase Contracts	and Finance Leases
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Obligations under hire purchase contracts and finance leases are analysed between amounts payable:

	Group	Company	Group	Company
	2006	2006	2005	2005
	£'000	£'000	£'000	£'000
In the next year	262	-	232	-
In the second to fifth years inclusive	226		351	
	488	-	583	-

Obligations under hire purchase contracts and finance leases are secured on the assets concerned.

# 17 Deferred Taxation

Amount provided at 30%	Group	Company	Group	Company
	2006	2006	2005	2005
	£'000	£'000	£'000	£'000
Accelerated capital allowances	633_		633	-

The movement on the provision for deferred taxation was as follows:

	Group 2006 £'000	Company 2006 £'000	Group 2005 £'000	Company 2005 £'000
At 1 April 2005	633	-	574	-
Movement in the year		<del>-</del>	<u>59</u>	
At 31 March 2006	633	-	633	-

# 18 Share Capital

	Group and Company 2006	Group and Company 2005
Authorised Shares	£'000	£'000
607,400 Ordinary shares of 10p each 200,000 (2005: Nil) Ordinary C shares of 10p each	61 20	61 -
741,600 Preferred Ordinary shares of 10p each 980,000 Preference shares of 10p each	74 98	74 98
Total	253	233

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

18	Share Capital (continued)	Group and Company 2006 £'000	Group and Company 2005 £'000
	Issued		
	Equity shares		
	607,400 Ordinary shares of 10p each	61	61
	741,600 Preferred Ordinary shares of 10p each	*	74
	901,000 (2005: 980,000) Preference shares of 10p each	-	98
	Total	61	233

The Ordinary and Preferred Ordinary shares are ranked pari pasu.

As explained in note 1 the company has adopted FRS 25 'Financial Instruments: Disclosure and Presentation (IAS 32)'. As a result of this the whole of the issued preferred ordinary and preference shares have been reclassified to 'Creditors: amounts falling due after more than one year' within other creditors.

On 27 September 2005, 79,000 preference shares of 10p each were repurchased by the company for a consideration of £1 each.

The preference shares have no voting rights.

On 13 April 2005, the group established an Enterprise Management Incentive Scheme for the benefit of certain employees of the group.

50,000 options were granted over the Ordinary C shares at an exercise price of 10p per share.

These shares are exercisable principally in the following circumstances:

- on a sale, flotation or management buy out of the company.
- just before the tenth anniversary of the date of granting the option.

#### 19 Reserves

Group	Other reserve – equity £'000	Other reserve £'000	Capital reserve – equity £'000	Profit and loss account £'000	Total £'000
Balance brought forward Prior year adjustment (see note	250	882	-	2,223	3,355
8)				(2,100)	(2,100)
Restated as at 1 April 2005	250	882	-	123	1,255
Profit for the period	-	-	-	1,114	1,114
Dividends payable Deferred tax relating to defined	-	-	-	(137)	(137)
benefit pension scheme	=	=	-	(162)	(162)
Defined benefit pension scheme Loan note redemption premium	-	-	-	620	620
transfer	(250)	(146)	-	396	-
Purchase of own shares			8	(78)	(70)
As at 31 March 2006	-	736	8	1,876	2,620

# PALGRAVE BROWN HOLDINGS LIMITED NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

19	Reserves	(continued)

Neserves (continued)					
Group  The profit for the financial period is of:	s dealt with in	the financial	statements	2006 £'000	2005 As restated £'000
The company Subsidiary undertakings				977	- 1,021
				977	1,021
Company	Other reserve – equity £'000	Other reserve £'000	Capital reserve – equity £'000	Profit and loss account £'000	Total £'000
At 1 April 2005 Profit for period Loan note redemption premium transfer	250 - (250)	882 - (146)	-	964 - 396	2,096
Purchase of own shares			8	(78)	(70)
At 31 March 2006		736	8	1,282	2,026

# 20 Reconciliation of Movements in Shareholders' Funds

			Restat	ted
Group	Group 2006	Group 2006 £'000	Group 2005	Group 2005 £'000
Profit on ordinary activities after tax Dividends Increase in shareholders' funds		1,114 (137) 977	-	952 (131) 821
Reclassification of share capital to debt Purchase of own shares Defined benefit pension scheme Deferred tax relating to defined benefit pension scheme		(163) (79) 620 (162)		- - (100) 90
Opening shareholders' funds at 1 April 2005 as originally stated Prior year adjustment (see note 8)	3,588 (2,100)	1,488	677 	677
Closing shareholders' funds at 31 March 2006		2,681		1,488

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

Operating profit Depreciation and other amounts written off tangible fixed assets Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	Group 2006 £'000 3,844 851 312 7 23 (957)	As restated Group 2005 £'000 3,649 698 312 (8,
Depreciation and other amounts written off tangible fixed assets Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	2006 £'000 3,844 851 312 7 23	2005 £'000 3,649 698 312 (8)
Depreciation and other amounts written off tangible fixed assets Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	£'000 3,844 851 312 7 23	£'000 3,649 698 312 (8)
Depreciation and other amounts written off tangible fixed assets Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	3,844 851 312 7 23	3,649 698 312 (8,
Depreciation and other amounts written off tangible fixed assets Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	851 312 7 23	698 312 (8)
Amounts written off intangible fixed assets (Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	312 7 23	312 (8)
(Profit)/loss on sale of assets Decrease in stocks Increase in debtors Increase in creditors	7 23	(8)
Decrease in stocks Increase in debtors Increase in creditors	23	
Increase in debtors Increase in creditors		(17
Increase in creditors	(957)	
	_ ' '	259
Drovicion for convice eact at detined benefit sension coheme	2,665	595
Provision for service cost of defined benefit pension scheme	490	500
Defined benefit pension scheme contributions paid	(480) _	(400)
	6,755	5,588
22 Gross Cash Flows		
	Group	Group
	2006	2005
	£'000	£'000
Returns on investments and servicing of finance		
Interest paid	(1,942)	(2,031)
Interest element on hire purchase	(21)	(23)
Equity dividends paid	(47)	(50)
Net cash outflow for returns on investments and servicing of finance	(2,010)	(2,104)
Capital expenditure and financial investment		
Acquisition of business	(40)	_
Purchase of tangible fixed assets	(533)	(547)
Receipts from sale of fixed assets	5	8
Net cash outflow for capital expenditure	(568)	(539)
Financing		
Repayments made on loans	(3,261)	(2,149)
Repayments made on finance leases	(274)	(274)
Shares repurchased in the year	(79)	-
Net cash (outflow) from financing	(3,614)	(2,423)

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

23	Analysis of Changes in Net Debt	At 1 April 2005 £'000	Cash flows £'000	Other non-cash changes £'000	At 31 March 2006 £'000
	Cash at bank and in hand	36			36_
		36	-	<u> </u>	36
	Debt due within one year Debt due after one year Finance leases	(1,370) (14,313) (583)	5 3,256 274	- (164) (179)	(1,365) (11,221) (488)
		(16,266)	3,535	(343)	(13,074)
	Net debt	(16,230)	3,535	(343)	(13,038)

# 24 Operating Lease Commitments

Financial commitments under non-cancellable operating leases will result in the following payments due in the next financial year:

	Group		Group	
	Land and		Land and	
	buildings	Other	buildings	Other
	2006	2006	2005	2005
	£'000	£'000	£'000	£'000
Expiring:				
Within one year	-	24	-	44
Within two to five years	-	686	-	949
After five years	575_	73	575	124
	575	783	575	1,117

# 25 Capital Commitments

The group had the following capital commitments:

The group had the following dapital communerts.	Group 2006 £'000	Group 2005 £'000
Contracted for but not provided in the financial statements	437	214

# 26 Control

In the opinion of the directors there is no controlling party.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

#### 27 Pension Schemes

The group operates a pension arrangement, the Palgrave Brown (UK) Limited Pension Scheme ("the Scheme") which was established on 1 December 1998. The Scheme provides defined benefits to some members based on length of service and salary at retirement. New joiners since 1 September 1999 are provided with money purchase style pension benefits. The assets of the Scheme are held separately from the group in a trustee-administered fund.

Payments to the defined contribution section during the year amounted to £235,000 (2005: £170,000).

Contributions to the defined benefit section are charged to the profit and loss account so as to spread the cost of pensions over the employees' working lives with the company. Payments to the defined benefit section during the year amounted to £480,000 (2005: £400,000).

Under the assumptions set out below, the contributions were considered by a professionally qualified actuary to be adequate to meet the cost of the benefits arising over the period. The latest full actuarial valuation of the scheme was carried out at 31 July 2005, based on the following assumptions:

Actuarial method	Projected Unit Method
Annual rate of return on investments	7.0% per annum
Annual increase in pensionable salaries	3.5% per annum
Annual increase of pensions in payment	2.5% per annum

The market value of the Scheme's assets as at the valuation date was £7,080,000. On the above basis the valuation showed that the ratio of assets to past service liabilities, allowing for projected salary increases, was 101%.

The assumptions that have the most significant effect on the results of the valuation are those relating to the rate of return on investments and the rate of increase in pay and pensions.

The valuation at 31 July 2005 was updated to 31 March 2006 by an independent qualified actuary. The major assumptions used by the actuary at 31 March 2006 were as follows:

	2006%	2005%	2004 %
Rate of increase in salaries	3.3	3.3	3.3
Rate of increase in pensions in payment	2.5	2.5	2.5
Rate of increase in deferred pensions	2.8	2.8	2.8
Discount rate	5.3	5.5	5.5
Inflation assumption	2.8	2.8	2.8

# NOTES TO THE FINANCIAL STATEMENTS

# YEAR ENDED 31 MARCH 2006

# 27 Pension Schemes (continued)

The fair value of the scheme assets and the expected rate of return, the present value of the scheme liabilities and the resulting surplus/(deficit) are:

	Long-term rate of return	2006	Long-term rate of return	20	05 Long-term rate of return	2004
	expected %	Value £'000	expected %	Value £'000	expected %	Value £'000
Equities Bonds	7.5 4.7	8,510 4,240	7.1 5.1	6,520 3,500	7.1 4.6	6,500 1,700
Others	4.5		4.0	80	4.0	600
Total market value of assets Present value of		12,750		10,100		8,800
scheme liabilities		(15,210)		(13,100)		(11,500)
Deficit in the scheme		(2,460)		(3,000)		(2,700)
Related deferred tax asset		738		900		810
Net pension liability		(1,722)		(2,100)		(1,890)
					2006 £'000	2005 £'000
At 1 April Total operating char Total other finance of	costs	-l : 4b (-1-1-			(3,000) (490) (70)	(2,700) (500) (100)
Actuarial income/(co Total recognised ga Contributions		d in the state	ment of		620 480	(100) 400
At 31 March				_	(2,460)	(3,000)
An analysis of the d  Analysis of the am			profit:		2006 £'000	2005 £'000
Current service cost	t				(490)	(500)
Total operating char	rge				(490)	(500)

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 MARCH 2006

## 27 Pension Schemes (continued)

#### Analysis of the amount charged to finance costs:

	2006 £'000	2005 £'000
Other finance costs: expected return on assets in the scheme Other finance costs: interest costs	660 (730)	500 (600)
Total finance costs	(70)	(100)

2006

2005

#### Analysis of the amount recognised in statement of total recognised gains and losses:

			£'000	£'000
STRGL: difference between expected and actual return on assets STRGL: experience losses arising from scheme liabilities STRGL: effect of changes in assumptions underlying the present			1,580 (150)	500 (400)
Value of scheme liabilities	.0 6.000,11	****	(810)	(200)
Actuarial gains/(losses)			620	(100)
	2006	2005	2004	2003
Difference between the expected and actual return on scheme assets:				
- amount (£'000)	1,580	500	1,400	(2,700)
- % of scheme assets	12	5	<sup>1</sup> 16	(41)
Experience losses on scheme liabilities:				
- amount (£'000)	(150)	(400)	-	(100)
- % of the present value of scheme liabilities	(1)	(3)	-	(1)
Total amount recognised in statement of total recognised gains and losses:				
- amount (£'000)	620	(100)	800	(3,300)
- % of the present value of scheme liabilities	4	(1)	7	(34)

# 28 Related Party Transactions

At the year end, Palgrave Brown (UK) Limited Pension Scheme was owed £152,000 (2005; £75,000) by the group. This amount was paid over in April 2006, within the prescribed guidelines. On 1 April 2006, employee and employer contributions were increased from 6.5% to 7% and 13% to 14% respectively.

During the year the group paid interest at a commercial rate to a venture capital trust managed by Murray Johnstone, one of the group's institutional shareholders. This amount is included in note 5 to the financial statements.

### 29 Derivatives

The company has no financial instruments that fall to be disclosed as derivatives.

# PALGRAVE BROWN HOLDINGS LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDED 31 MARCH 2006

# 30 Acquisitions

On 22 December 2005, the assets and liabilities of Carver (Wolverhampton) Limited were acquired for a consideration of £40,000. The fair value of the assets and liabilities acquired was considered by the directors to be £Nil. £40,000 has therefore been recognised as an addition to goodwill in the year.