# FOXTONS HOLDINGS LIMITED ANNUAL REPORT FOR THE PERIOD ENDED 31 DECEMBER 2007

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#### **DIRECTORS AND ADVISERS**

**Directors** M R Brown (Appointed 14 June 2007)

J Cronly (Appointed 17 April 2007) S Curzio (Appointed 17 April 2007)

J Ogland (Appointed 24 May 2007)

Secretary K Daly

Company number 06160290

Registered office Building One, Chiswick Park

566 Chiswick High Road

London W4 5BE

Registered auditors Shipleys LLP

10 Orange Street

Haymarket London WC2H 7DQ

#### **CEO STATEMENT**

#### FOR THE PERIOD ENDED 31 DECMEBER 2007

#### The New Foxtons Group

The new Foxtons Group was created in June 2007, following the sale of the onginal business by its founder. The change of ownership had no operating impact and the new Group has two principal operating divisions - Foxtons Limited, handling sales and lettings, and Alexander Hall Associates Limited, handling mortgages.

#### 2007 - a record year

2007 was a record year for the Group. Our revenues grew by 18 6% on a like-for-like basis. This was despite the credit crunch, which impacted the sales market from June, and the introduction of HIPs in August 2007, which had a disruptive effect on the market for the remainder of the year.

We continued to invest in our world class systems and brand marketing campaigns to maintain, and indeed build, our position as London's leading property company

New offices were opened in Pinner, Dulwich and Woking and we are more than pleased with their performance to date – the Foxtons model demonstrably enables new offices to establish themselves more rapidly than those of our competitors

#### **Foxtons**

The result was that Foxtons grew strongly, raising its turnover to £108 million and increasing its EBITDA. This was despite the effect of the credit crunch, which adversely impacted sales commissions in the last two quarters of 2007. Foxtons also maintained its reputation for innovation and customer service by introducing free HIPs in August 2007, accepting the significant cost involved in order to minimise the impact of uncertainty this unwelcome regulation brings for clients. Foxtons now offers high quality HIPs at good prices through low-cost intermedianes in return for commissions which have a positive effect on margins.

#### Alexander Hall

For Alexander Hall, 2007 was also a record year, and the business grew its turnover by 50 6% to £15 5 million and doubled its EBITDA to £4 8 million

#### **Looking Forward to 2008**

2008 has been dominated by the impact of the credit crunch on the UK economy generally and the financial and property markets in particular. The cost of credit has increased, and the availability of credit has decreased. The resulting lack of liquidity in mortgage markets and the unprecedented levels of uncertainty have clearly and adversely affected revenues for both Foxtons and Alexander Hall in the first quarter of 2008, and we expect the difficult trading conditions to continue for some time.

None of this has been helpful. In building our Group, however, we deliberately established a model capable of taking us through the property cycle, not least through the long-standing emphasis we have placed on developing our lettings, as well as our sales business. In addition, our operating systems, which are unique to our industry, give us an advantage in cost efficiency as well as customer service. Together with our brand strength, they account for our differentiation in the market.

As a result, Foxtons lettings business has continued to show high growth both in volumes which were up 16% in long lets in the first quarter of this year, and in rental values, which were up 6% over the same period. This has led to over 22% revenue growth for long lets in the first quarter, partially off-setting the fall in revenues from Sales.

We have also achieved significant cost savings across the Group in response to the market downturn Consequently, the Group continues to be profitable on an EBITDA basis, albeit at a reduced level than for the same period in 2007

Notwithstanding the difficult trading environment, we have deliberately retained our underlying structure which supports our differentiation and positions us strongly to exploit the eventual return of the sales market when

liquidity and certainty returns. We have also continued to build our network, successfully opening a new office in Camden and continuing to acquire leases with new sites at Streatham, Temple Fortune and North Finchley Further sites are being negotiated in Twickenham, Bamet, Brondesbury, Stratford and Crystal Palace

The acquisition of Foxtons Group last year was highly leveraged, and we therefore have a significant interest charge. However, much of the interest is non-cash, particularly since the Group opted to utilise its right to capitalise the interest on the mezzanine debt in the first quarter of this year.

Looking ahead, we see the pressure on our sector continuing Equally, in the longer term, we see the prospects for residential property, with the fundamental drivers of demand and supply, being thoroughly positive. We are confident of Foxtons ability not just to trade through the difficult times, but to emerge relatively stronger to our competitors. Indeed, the signs of our improving our market position are already evident. We have a powerful mix of highly motivated, experienced agents, a leading brand and well-developed relationships with thousands of buyers and sellers. The difficult market conditions will not continue forever, and we believe we are extremely well positioned for the future.

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#### **DIRECTORS' REPORT**

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

The directors present their report and financial statements for the period ended 31 December 2007

#### **Directors**

The following directors have held office since 14 March 2007

 M R Brown
 (Appointed 14 June 2007)

 J Cronly
 (Appointed 17 April 2007)

 S Curzio
 (Appointed 17 April 2007)

 J Ogland
 (Appointed 24 May 2007)

#### Principal activities and review of the business

The principal activity of the company during the period was that of an investment holding company

The company was incorporated on 14 March 2007 as DMWSL 559 Limited, and changed its name to Foxtons Holdings Limited on 23rd July 2007

The principal activities of the group during the period derives from the group's two trading companies, Foxtons Limited and Alexander Hall Associates Limited. These two companies were acquired by the group during the period as detailed in note 10 to these financial statements. Foxtons Limited continues to be that of an estate and property lettings agency. Alexander Hall Associates Limited continues to be that of a mortgage broker and financial advisor.

The results for the period were considered satisfactory by the director. The year 2007 was Foxtons' most successful year to date with tumover increasing by 15% on the previous year. New offices were opened in Pinner, Dulwich and Woking. This performance was achieved despite the effects of the credit crunch and Home Information Packs which adversely impacted on sales commissions and profitability for the last quarter of 2007. Both these factors are continuing to impact results going into 2008. Nevertheless, we are pleased to say that our lettings business has achieved significant growth in 2007 which has continued into 2008. 2007 was a successful year for Alexander Hall Associates Limited with tumover increasing by 50.6% and profit before tax increasing by 114.2% year-on-year. The number of advisors grew in 2007 from 71 to 93 assisted by an extensive trainee recruitment programme. New adviser teams opened in Dulwich, Pinner, Shoreditch, Kingston, Wimbledon and Balham. The mortgage market has clearly been affected by the credit crunch from quarter 4, 2007 which has continued into 2008. The Company has mainly been affected in the "Adverse" market, although this makes up only a small element of its business.

#### Strategy

The group's overriding objective is to achieve attractive and sustainable rates of growth and returns through organic growth. The group aims to achieve this objective by investing in its two trading companies. This includes opening further offices, leading the market with a fresh and innovative approach to marketing, investing in it's employees and maintaining a sound financial strategy.

#### Principal risks and uncertainties

The principal risk to the group is that of a continued tightening of the availability of credit in the mortgage market

#### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

Key performance indicators are derived from the activities of the group's two trading companies, as detailed below

**Foxtons Limited** 

Turnover - % increase on year

Net increase in the number of new offices

14 7%

3 offices

The value of properties sold and lettings deals completed continues to increase year on year

Alexander Half Associates Limited Turnover - % increase on year

Net increase in the number of new advisers

50 6%

22 advisers

2007 has been a successful year for Alexander Hall Associates Limited with an increase in the geographical spread of the business. This should result in an increase in turnover in future years.

#### Results and dividends

The consolidated profit and loss account for the period is set out on page 6

#### Financial risk management objectives and policies

The group's principal financial instruments comprise bank balances, trade debtors, trade creditors, loans to the group and finance lease agreements. The purpose of these instruments are to raise funds and finance the group's operations.

Due to the nature of the financial instruments, used by the group, there is no exposure to price risk. The group's approach to managing other risks applicable to the financial instruments concerned is shown below

In respect of bank balances the liquidity risk is managed by maintaining sufficient liquid resources to meet liabilities as they fall due

In respect of trade debtors, these are managed in terms of credit and cash flow risk by the regular monitoring of amounts outstanding

In respect of trade creditors liquidity risk is managed by ensuring that sufficient funds are available to meet amounts payable as they fall due

In respect of loans these comprise loans from financial institutions, shareholders and third parties. The interest rates on the loans from financial institutions are variable. The group manages the liquidity risk by ensuring there are sufficient funds available to meet the repayments as they fall due. The loans from shareholders are fixed rate and are repayable at the end of the loan term. The loans from third parties are fixed rate and are repayable only when certain financial targets have been met.

#### **Future developments**

It is unclear how long the current economic uncertainties will continue for However, it is anticipated that at some point during 2009 they will be resolved and the market will improve

#### **Employee involvement**

The policy of providing employees with information about the company has been continued through the use of internal media

### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

#### Disabled persons

The group gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person. Where existing employees become disabled, it is the company's policy wherever practicable to provide continuing employment under normal terms and conditions and to provide training and career development and promotion to disabled employees wherever appropriate.

#### **Auditors**

In accordance with section 385 of the Companies Act 1985, a resolution proposing that Shipleys LLP be reappointed as auditors of the company will be put to the Annual General Meeting

#### Directors' responsibilities

The directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. 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). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the group and of the profit or loss of the group for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group 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 the group and enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregulanties

#### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the group'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 all relevant audit information and to establish that the group's auditors are aware of that information

On behalf of the boa

MR Brown
Director
Q1/05/2002

#### INDEPENDENT AUDITORS' REPORT

#### TO THE SHAREHOLDERS OF FOXTONS HOLDINGS LIMITED

We have audited the group and parent company financial statements (the "financial statements") of Foxtons Holdings Limited for the period ended 31 December 2007 set out on pages 6 to 24 These financial statements have been prepared under the accounting policies set out therein

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities

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 whether in our opinion the information given in the directors' report is consistent with the financial statements.

In addition we report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's and 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 irregulanty or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

# INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE SHAREHOLDERS OF FOXTONS HOLDINGS LIMITED

#### **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 and parent company's affairs as at 31 December 2007 and of the group's loss for the period then ended,

the financial statements have been properly prepared in accordance with the Companies Act 1985, and

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

Chartered Accountants

Registered Auditor

01/05/2008

10 Orange Street Haymarket London

WC2H 7DQ

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31 DECEMBER 2007

	Notes		9 Month Period ended 31 December 2007
	Notes		L
Turnover Continuing operations Acquisitions	2	- 70,463,473	
			70,463,473
Administrative expenses			(66,503,471)
Operating profit Continuing operations	4	_	3,960,002
Acquisitions		3,960,002	
			3,960,002
Other interest receivable and similar income			1,545,343
Interest payable and similar charges	5		(20,299,332)
Loss on ordinary activities before taxation			(14,793,987)
Tax on (loss)/profit on ordinary activities	6		(76,222)
Loss on ordinary activities after taxation			(14,870,209)

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

## **BALANCE SHEETS**

### AS AT 31 DECEMBER 2007

	Notes	Group \ 2007 £	Company 2007 £
Fixed assets			
Intangible assets	8	339,317,443	-
Tangible assets	9	16,771,142	-
Investments	10		77,160,212
		356,088,585	77,160,212
Current assets			
Debtors	11	16,985,951	630,000
Cash at bank and in hand		11,036,263	
		28,022,214	630,000
Creditors: amounts falling due within one year	12	(19,977,650)	(48,818)
Net current assets		8,044,564	581,182
Total assets less current liabilities		364,133,149	77,741,394
Creditors: amounts falling due after more than one year	13	(352,881,636)	(51,700,820)
Provisions for liabilities	14	(195,055)	-
		11,056,458	26,040,574
Capital and reserves			
Called up share capital	15	259,267	259,267
Share premium account	16	25,667,400	25,667,400
Profit and loss account	16	(14,870,209)	113,907
Shareholders' funds	17	11,056,458	26,040,574

Approved by the Board and authorised for issue on . 940.5/2008

M R Brown

Director

#### **CONSOLIDATED CASH FLOW STATEMENT**

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

9 Month Period ended 31 December 2007

£

Net cash inflow/(outflow) from operating activities

19,736,128

Returns on investments and servicing of finance

Interest received 1,545,343
Interest paid (20,178,785)
Interest on hire purchase contracts (120,547)

Net cash outflow for Returns on investments and servicing of finance

(18,753,989)

**Taxation** (9,614,310)

Capital expenditure

Payments to acquire fixed assets (4,053,424)
Receipts from sale of tangible fixed assets 618,002

Net cash outflow for Capital expenditure

(3,435,422)

(346, 196, 157)

**Acquisitions** 

Cost of acquisitions (334,128,564)

Net cash outflow before management of liquid resources

and financing

**Financing** 

Issue of ordinary share capital25,926,667Hire purchase contracts(1,003,659)New long term bank loans232,824,271Other new long term loans99,485,142

Net cash inflow/(outflow) from financing

357,232,420

Increase/(decrease) in cash in the period

11,036,263

### **CONSOLIDATED CASH FLOW STATEMENT**

### FOR THE PERIOD ENDED 31 DECEMBER 2007

1	Reconciliation of operating prof	it to net cas	h outflow from	operating acti	vities
					2007
	Operating profit/(loss) Depreciation of tangible assets Amortisation of intangible assets Loss on disposal of fixed assets (Increase)/decrease in debtors Increase/(decrease) in creditors				3,960,002 1,803,323 9,484,548 106,091 4,231,386 150,778
	Net cash outflow from operating	activities			19,736,128
2	Analysis of net debt				
		14 March 2007	Cash flow	Acquisition excluding cash and overdrafts	31 December 2007
	Matanak	£	£	e e e e e e e e e e e e e e e e e e e	£
	Net cash				
	Cash Overdraft	-	11,036,263		11,036,263 -
			11,036,263		
	Hire purchase contracts		1,003,659	(3,278,161)	(2,274,502)
	Bank borrowings > 1 year		(232,824,271)		(252,279,271)
	Other borrowings > 1 year		(99,485,142)	-	(99,485,142)
	TOTAL	-	(320,269,491)	(22,733,161)	(343,002,652)
3	Reconciliation of net cash flow t	to movemer	nt in net debt		
				£	£
	Increase in cash in the period			11,036,263	
	Cashflow from movement in debt Acquisition excluding cash and over	erdrafts		1,305,754) 2,733,161)	
	Change in net debt Net debt at 14 March 2007				(343,002,652)
	Net debt at 31 December 2007				(343,002,652)

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Compliance with accounting standards

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

#### 1.3 Basis of consolidation

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 December 2007. The results of subsidiaries sold or acquired are included in the profit and loss account up to, or from the date control passes. Intra-group sales and profits are eliminated fully on consolidation.

#### 1.4 Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts

#### 1.5 Goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life

#### 1.6 Tangible fixed assets and depreciation

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

Land and buildings Leasehold

Computer equipment
Fixtures, fittings & equipment

Motor vehicles

Over the term of the lease

20%-25% Straight line

20%-25% Straight line

25% Straight line

#### 1.7 Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

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

#### 1.8 Investments

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

#### 1.9 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

#### 1 Accounting policies

(continued)

#### 1.10 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

#### 1.11 Financial instruments

The group's principal financial intruments comprise bank balances, trade creditors, trade debtors and loans to the group. The main purpose of these instruments is to raise funds for and to finance the group's operations. The group holds or issues financial instruments in order to achieve three main objectives, being

- \* to finance its operations
- \* to manage its exposure to interest and currency risks arising from its operations and from its sources of finance, and
- \* for trading purposes

In addition, various financial instruments arise directly from the group's operations

Transactions in financial instruments result in the company assuming or transferring to another party one or more of the financial risks described below

Interest rate risk

In respect of loans these comprise loans from shareholders and third parties. The interest rate on the loans from shareholders is fixed, whilst on loans from third parties it is variable.

#### Credit risk

The group monitors credit risk closely and considers that its current policies of credit checks meets its objectives of managing exposure to credit risk. The group has no significant concentrations of credit risk. Amounts shown in the balance sheet best represent the maximum credit risk exposure in the event other parties fail to perform their obligations under financial instruments.

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits

#### Liquidity risk

Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

#### 2 Segmental analysis by class of business

The analysis by class of business of the group's turnover, loss before taxation and net assets is set out as below

**Turnover** 

2007

£

Class of business

Estate and lettings agency Mortgage broker commission 61,376,998 9,086,475

\_\_\_\_

70,463,473

100% of turnover is generated from the group's principal activities originating in the UK

Loss before taxation

2007

£

Class of business

Estate and lettings agency Mortgage broker commission 14,467,120 326,867

14,793,987

**Net assets** 

2007

£

Class of business

Estate and lettings agency Mortgage broker commission

8,569,510 2,486,948

11,056,458

#### 3 Cost of sales and net operating expenses

The total figures for continuing operations in 2007 include the following amounts relating to acquisitions cost of sales £-, distribution costs £-, administrative expenses £66,503,471 and other operating income  $\pounds$ -

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

4	Operating loss	2007 £
	Operation loss is stated after sharping	T.
	Operating loss is stated after charging	9,484,548
	Amortisation of intangible assets	
	Depreciation of tangible assets	1,803,323
	Loss on disposal of tangible assets	106,091
	Operating lease rentals	4,181,380
	Auditors' remuneration	
	Fees payable to the group's auditor for the audit of the group's annual accounts (company	
	£-, 2007 £-)	23,000
	Fees payable to the group's auditor for non-audit services	10,115
		33,115
5	Interest payable	2007
		£
	On bank loans and overdrafts	14,719,863
	Hire purchase interest	120,547
	Other interest	5,458,922
		20,299,332

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

2007 £	Taxation	i
	Domestic current year tax	
60,831	U K corporation tax	
60,831	Current tax charge	
	Deferred tax	
15,391	Deferred tax charge/credit current year	
76,222		
	Factors affecting the tax charge for the period	
(14,793,987)	Loss on ordinary activities before taxation	
(4,438,196)	Loss on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00%	
	Effects of	
82,007	Non deductible expenses	
(173,080)	Capital allowances in excess of depreciation	
4,590,100	Tax liability of group companies not relieved by tax losses	
4,499,027		
60,831	Current tax charge	

#### 7 Profit for the financial period

As permitted by section 230 of the Companies Act 1985, the holding company's profit and loss account has not been included in these financial statements. The profit for the financial period is made up as follows

2007

£

Holding company's results for the financial period

113,907

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

8	Intangible fixed assets Group	
		Goodwill
		£
	Cost	
	At 14 March 2007	-
	Additions	348,801,991
	At 31 December 2007	348,801,991
	Amortisation	
	At 14 March 2007	-
	Charge for the period	9,484,548
	At 31 December 2007	9,484,548
	Net book value	
	At 31 December 2007	339,317,443

At 31 December 2007

31 December 2007

Depreciation charge for the period

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

buildings Leasehold         machinery sequipment         fittings & equipment         vehicles           Cost At 14 March 2007         -<	Tangible fixed assets					
Duildings   Leasehold   E   E   E   E   E   E   E   E   E	Group					
Cost At 14 March 2007 Additions 10,985,109 2,350,793 3,611,427 2,351,228 19,298,55 Disposals (207,550) (35,064) - (481,479) (724,09)  At 31 December 2007 10,777,559 2,315,729 3,611,427 1,869,749 18,574,46  Depreciation At 14 March 2007 Charge for the penod 450,122 347,703 723,023 282,474 1,803,32  Net book value At 31 December 2007 10,327,437 1,968,026 2,888,404 1,587,275 16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and machinery fittings & vehicles equipment		buildings		fittings &		Total
Cost         At 14 March 2007       10,985,109       2,350,793       3,611,427       2,351,228       19,298,55         Disposals       (207,550)       (35,064)       - (481,479)       (724,09)         At 31 December 2007       10,777,559       2,315,729       3,611,427       1,869,749       18,574,46         Depreciation         At 14 March 2007			£	• •	£	£
Additions 10,985,109 2,350,793 3,611,427 2,351,228 19,298,555 Disposals (207,550) (35,064) - (481,479) (724,099 At 31 December 2007 10,777,559 2,315,729 3,611,427 1,869,749 18,574,465 Depreciation At 14 March 2007	Cost	_		-	_	_
Disposals (207,550) (35,064) - (481,479) (724,090)  At 31 December 2007 10,777,559 2,315,729 3,611,427 1,869,749 18,574,460  Depreciation At 14 March 2007	At 14 March 2007	-	_	_	_	_
At 31 December 2007 10,777,559 2,315,729 3,611,427 1,869,749 18,574,469  Depreciation At 14 March 2007 Charge for the period 450,122 347,703 723,023 282,474 1,803,322  At 31 December 2007 450,122 347,703 723,023 282,474 1,803,322  Net book value At 31 December 2007 10,327,437 1,968,026 2,888,404 1,587,275 16,771,142  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor requirement fittings & equipment		10,985,109	2,350,793	3,611,427	2,351,228	19,298,557
Depreciation At 14 March 2007 Charge for the penod	Disposals	(207,550)	(35,064)	-		(724,093)
At 14 March 2007 Charge for the penod 450,122 347,703 723,023 282,474 1,803,32  At 31 December 2007 450,122 347,703 723,023 282,474 1,803,32  Net book value At 31 December 2007 10,327,437 1,968,026 2,888,404 1,587,275 16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor Total machinery fittings & vehicles equipment	At 31 December 2007	10,777,559	2,315,729	3,611,427	1,869,749	18,574,464
Charge for the penod 450,122 347,703 723,023 282,474 1,803,32  At 31 December 2007 450,122 347,703 723,023 282,474 1,803,32  Net book value  At 31 December 2007 10,327,437 1,968,026 2,888,404 1,587,275 16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor machinery fittings & vehicles equipment	Depreciation					
At 31 December 2007  450,122  347,703  723,023  282,474  1,803,32  Net book value  At 31 December 2007  10,327,437  1,968,026  2,888,404  1,587,275  16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor machinery fittings & vehicles equipment	At 14 March 2007	-	-	-	-	-
Net book value  At 31 December 2007  10,327,437  1,968,026  2,888,404  1,587,275  16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor machinery fittings & vehicles equipment	Charge for the penod	450,122	347,703	723,023	282,474	1,803,322
At 31 December 2007  10,327,437  1,968,026  2,888,404  1,587,275  16,771,14  Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor machinery fittings & vehicles equipment	At 31 December 2007	450,122	347,703	723,023	282,474	1,803,322
Included above are assets held under finance leases or hire purchase contracts as follows  Plant and Fixtures, Motor Tommachinery fittings & vehicles equipment	Net book value					
Plant and Fixtures, Motor To machinery fittings & vehicles equipment	At 31 December 2007	10,327,437	1,968,026	2,888,404	1,587,275	16,771,142
machinery fittings & vehicles equipment	Included above are assets held u	ınder finance leases	s or hire purch	ase contracts	as follows	
· ·				fittings &		Total
				edaibinelli		

2,166,162

367,379

486,992

162,549

2,653,154

529,928

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE PERIOD ENDED 31 DECEMBER 2007

#### 10 Fixed asset investments

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Company	Shares in group undertakings	Loans to group undertakings	Total
	£	£	£
Cost			
At 14 March 2007	-	-	-
Additions	22,984,414	54,175,798	77,160,212
At 31 December 2007	22,984,414	54,175,798	77,160,212
Net book value			
At 31 December 2007	22,984,414	54,175,798	77,160,212

In the opinion of the directors, the aggregate value of the company's investment in subsidiary undertakings is not less than the amount included in the balance sheet

#### Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies

Company	Country of registration or incorporation	Shares held	
Subsidiary undertakings		Class	%
Foxtons Intermediate Holdings 1 Ltd	UK	Ordinary	100

The principal activity of these undertakings for the last relevant financial year was as follows

**Principal activity** 

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

#### 10 Fixed asset investments

(continued)

The new shell company, Foxtons Intermediate Holdings 1 Ltd was acquired on 15th June 2007 with the initial injection of cash in that company of £22,984,414, as represented by

Cash

22,984,414

Net assets

22,984,414

#### Group

On 15 June 2007 the group acquired 100% of the issued ordinary share capital in the following companies

Foxtons Intermediate Holdings 1 Ltd Foxtons Intermediate Holdings 2 Ltd Foxtons Intermediate Holdings 3 Ltd Foxtons Group Ltd Foxtons Ltd Alexander Hall Associates Ltd Alexander Hall Direct Ltd

The total consideration paid for the above acquisitions amounted to £355,545,000 plus legal fees amounting to £2,320,448 Goodwill arising on the above acquisitions amounted to £348,801,991

The fair value of the net assets of material acquisitions made during the period by the group is as detailed below

#### **Foxtons Group Limited**

	Net book value at acquisition	Fair value adjustments	Fair value at acquisition
	ž.	2.	£
Tangible fixed assets	15,215,133	-	15,215,133
Debtors	20,854,239	-	20,854,239
Bank	23,736,881	-	23,736,881
Creditors	(28,009,635)	•	(28,009,635)
Long term creditors	(22,733,161)	-	(22,733,161)
Total net assets	9,063,457	-	9,063,457

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

11	Debtors		
•	2020.0	Group	Company
		2007	2007
		£	£
	Trade debtors	12,888,469	_
	Amounts owed by group undertakings	-	605,000
	Other debtors	173,192	25,000
	Prepayments and accrued income	3,581,140	-
	Deferred tax asset (see note 14)	343,150	-
		16,985,951	630,000
12	Creditors : amounts falling due within one year	Group 2007	Company 2007
		£	£
	Net obligations under finance lease and hire purchase contracts Trade creditors	1,157,279 2,788,548	-
	Amounts owed to group undertakings	-	48,818
	Corporation tax	2,807,512	-
	Taxes and social security costs	2,913,373	-
	Other creditors	15,000	-
	Accruals and deferred income	10,295,938	-
		19,977,650	48,818

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

	Group 2007 £	Company 2007 £
Bank loans	252,279,271	-
Other loans	99,485,142	51,700,820
Net obligations under finance leases and hire purchase agreements	1,117,223	
	352,881,636	51,700,820
Loan maturity analysis		
Repayable in more than five years	351,764,413 ————	51,700,820
Net obligations under finance leases and hire purchase contracts		
Repayable between one and five years	2,274,502	-
	2,274,502	
Included in liabilities falling due within one year	(1,157,279)	
	1,117,223	

Bank loans are secured by debentures with a fixed and floating charge over the assets of Foxtons Intermediate Holdings 3 Ltd, Foxtons Group Ltd, Foxtons Ltd and Alexander Hall Associates Ltd These companies have provided cross-guarantees over their assets as security against the bank loans

Other loans amounting to £47,784,322 (including accrued interest) are secured by a fixed and floating charge over the assets of Foxtons Intermediate Holdings 1 Ltd

Bank loans are due repayable in stages during 2015 and 2016. Interest is payable on these loans at the rate of LIBOR + mark up as prescribed in the loan agreement.

Loan issue costs of £9,978,607 are accounted for as a reduction in the proceeds of the capital instrument (bank loans). The loan issue costs will be charged to the profit and loss account over the life of the loan.

Other loans are made up as follows

Loans from shareholders amounting to £44,518,137 (including accrued interest) are due repayable in 2017 Interest is payable on this loan at fixed rate of 15%

Loans from directors amounting to £3,266,185 (including accrued interest) are due repayable in 2017 Interest is payable on this loan at fixed rate of 15%

Unsecured Loan notes to third parties amounting to £51,700,820 (including accrued interest) are repayable when certain financial targets have been met. This is not expected to occur for at least 12 months from the year end date. Interest is payable on this loan at fixed rate of 6 225%

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

14	Provisions for liabilities and charges Group		
			Other £
	Provision for repayment of commissions		195,055
	Balance at 31 December 2007		195,055
	The deferred tax asset (included in debtors, note 11) is made up as follows:		
		Group 2007 £	Company 2007 £
	Decelerated capital allowances	(343,150)	-
15	Share capital		2007 £
	Authorised 26,666,667 Ordinary shares of 1p each		266,667
	Allotted, called up and fully paid 25,926,667 Ordinary shares of 1p each		259,267

During the period the company issued 25,926,667 ordinary shares of £0 01 each which were allotted and fully paid at a premium of £0 99 each, for cash consideration to provide working capital

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

16	Statement of movements on reserves Group		
		Share premium account	Profit and loss account
		£	£
	Loss for the period	•	(14,870,209)
	Premium on shares issued during the year	25,667,400	-
	Balance at 31 December 2007	25,667,400	(14,870,209)
	Company		
		Share premium	Profit and loss account
		account	
		£	£
	Profit for the period	-	113,907
	Premium on shares issued during the year	25,667,400	
	Balance at 31 December 2007	25,667,400	113,907

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

Reconciliation of movements in shareholders' funds Group	17
Loss for the financial period	
Proceeds from issue of shares	
Net addition to shareholders' funds	
Opening shareholders' funds	
Closing shareholders' funds	
Company	
Profit for the financial period	
Proceeds from issue of shares	
Net addition to shareholders' funds	
Opening shareholders' funds	
Closing shareholders' funds	
	Loss for the financial period Proceeds from issue of shares  Net addition to shareholders' funds Opening shareholders' funds  Closing shareholders' funds  Company  Profit for the financial period Proceeds from issue of shares  Net addition to shareholders' funds Opening shareholders' funds

#### 18 Financial commitments

At 31 December 2007 the group had annual commitments under non-cancellable operating leases as follows

	Land and buildings 2007	Other 2007
	£	£
Expiry date		
Within one year	79,500	507,072
Between two and five years	516,072	2,028,288
In over five years	4,494,033	-
	<del></del>	<del></del>
	5,089,605	2,535,360

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE PERIOD ENDED 31 DECEMBER 2007

# 19 Directors' emoluments Remuneration The highest paid director 2007 £ 478,400 478,400

#### 20 Transactions with directors

During the period, M Brown, Director, made a loan to Foxtons Intermediate Holdings 1 Limited, amounting to £3,018,747 and interest payable for this loan amounted to £247,438 which is due to be repaid in 2017

#### 21 Employees

#### **Number of employees**

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

2007 Number	
1,529	
<b>2007 £</b> 31,565,920 4,292,346	

35,858,266

Administrative

Wages and salaries Social security costs

**Employment costs** 

#### 22 Control

The ultimate parent company is CIE Management II Limited

#### 23 Related party transactions

#### Group

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