# REGISTRAR'S COPY

Company Registration No 6183896 (England and Wales)

# MGS DISTRIBUTION LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2013

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# **COMPANY INFORMATION**

Directors X Gauderlot

S Demarsilis T Michno

Secretary T Michno

Company number 6183896

Registered office Meadway House

Meadway Haslemere Surrey GU27 1NN

Auditors Simmons Gainsford LLP

7/10 Chandos Street Cavendish Square

London W1G 9DQ

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### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 JANUARY 2013

The directors present their report and financial statements for the year ended 31 January 2013

#### Principal activities and review of the business

The principal activity of the company and its subsidiary undertaking continued to be that of watch distributors

The key business risk and uncertainties affecting the company are considered to relate to the fact that the company operates within a highly competitive market place. This risk is managed through advertising, public relations, in-store display and training of store staff to market the benefits of the brands the company sells. The company also updates its products and works to improve product design and bring new products to market at attractive price points in order to remain competitive.

The directors are pleased with the results for the year. The company's key performance indicators are turnover and gross profit which have shown continued improvement from the prior year. Sales have been enhanced by the further development of the company's key brands in the UK market.

#### Results and dividends

The results for the year are set out on page 6

A dividend of £300,000 (2012 £nil) was declared and paid in the year

#### Post balance sheet events

Subsequent to the year end, the trade, assets and liabilities of MGI Luxury Group UK Limited, the company's subsidiary undertaking, were acquired by the company MGI Luxury Group UK Limited has subsequently made an application to be dissolved

# Directors

The following directors have held office since 1 February 2012

K R Sheppard	(Resigned 30 January 2013)
J Hatpın	(Resigned 30 January 2013)
S Brydon	(Resigned 30 January 2013)
X Gauderiot	
S Demarsilis	(Appointed 30 January 2013)
T Michno	(Appointed 30 January 2013)

# **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 JANUARY 2013

#### Financial instruments

The company's principal financial instrument comprises of cash at bank. In addition, the company has various other financial assets and liabilities such as trade debtors and trade creditors arising directly from operations. It is, and has been throughout the period under review, the company's policy that no trading in financial instruments shall be undertaken.

Having considered the company's exposure, the only significant financial risk is that relating to price risk due to normal inflation increases in the purchase price of services and due to market factors affecting the price charged for services

Other potential risks are noted below -

### Liquidity risk

The company does not have any debt finance in place

#### Interest rate cash flow risk

The company maintains a credit balance with its bank. The company does not have any interest bearing liabilities.

#### Credit risk

The company carries out credit checks on all new customers prior to sales being made and appropriate credit limits and payment plans are put in place with each new customer

#### Auditors

In accordance with section 485 of the Companies Act 2006, a resolution proposing that Simmons Gainsford LLP be reappointed as auditors of the company will be put to the Annual General Meeting

## Statement of directors' responsibilities

The directors are responsible for preparing the Directors' Report and 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). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- 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 adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# **DIRECTORS' REPORT (CONTINUED)**

# FOR THE YEAR ENDED 31 JANUARY 2013

#### Statement of disclosure to auditors

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

On behalf of the board h Sparl

#### INDEPENDENT AUDITORS' REPORT

#### TO THE MEMBERS OF MGS DISTRIBUTION LIMITED

We have audited the financial statements of MGS Distribution Limited for the year ended 31 January 2013 set out on pages 6 to 16. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's 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 explained more fully in the Directors' Responsibilities Statement set out on pages 1 - 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

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

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

# Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 January 2013 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

# Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

# **INDEPENDENT AUDITORS' REPORT (CONTINUED)**

# TO THE MEMBERS OF MGS DISTRIBUTION LIMITED

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

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit
- the directors were not entitled to take advantage of the small companies' exemption in preparing the directors' report

Stephen Jennings FCA (Senior Statutory Auditor) for and on behalf of Simmons Gainsford LLP

17/12/2013.

Chartered Accountants Statutory Auditor

7/10 Chandos Street Cavendish Square London W1G 9DQ

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 JANUARY 2013

		2013	2012
	Notes	£	£
Turnover	2	8,376,371	7,471,759
Cost of sales		(5,349,881)	(4,752,447)
Gross profit		3,026,490	2,719,312
Distribution costs		(1,412,915)	(1,200,609)
Administrative expenses		(875,832)	(926,376)
Profit on ordinary activities before			
taxation	3	737,743	592,327
Tax on profit on ordinary activities	4	(206,568)	(165,851)
Profit for the year	12	531,175	426,476

The profit and loss account has been prepared on the basis that all operations are continuing operations

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

# **BALANCE SHEET**

# **AS AT 31 JANUARY 2013**

		2	013	20	012
	Notes	£	£	£	£
Fixed assets					
Investments	6		1		-
Current assets					
Stocks	7	1,058,448		1,248,646	
Debtors	8	2,364,082		1,767,620	
Cash at bank and in hand		101,161		329,531	
		3,523,691		3,345,797	
Creditors amounts falling due within					
one year	9	(1,377,000)		(1,430,280)	
Net current assets			2,146,691		1,915,517
Total assets less current liabilities			2,146,692		1,915,517
			====		#
Capital and reserves					
Called up share capital	11		100		100
Share premium account	12		799,900		799,900
Profit and loss account	12		1,346,692		1,115,517
Shareholders' funds	13		2,146,692		1,915,517
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Approved by the Board and authorised for issue on 17/12/2013.

S Demarsilis

Company Registration No 6183896

# **CASH FLOW STATEMENT**

# FOR THE YEAR ENDED 31 JANUARY 2013

		2013		2012
	£	£	£	£
Net cash inflow/(outflow) from operating				
activities		247,630		(274,341)
Taxation Acquisitions and disposals		(175,999)		(164,750)
Purchase of subsidiary undertakings (net of cash acquired)	(1)			
Net cash outflow for acquisitions and disposals		(1)		-
Equity dividends paid		(300,000)		-
Net cash outflow before management of liquid resources and financing		(228,370)		(439,091)
		<del></del>		
Decrease in cash in the year		(228,370)		(439,091)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 JANUARY 2013

1	Reconciliation of operating profit to net or operating activities	ash inflow/(outflov	w) from	2013	2012
				£	£
	Operating profit			737,743	592,327
	Decrease/(increase) in stocks			190,198	(23,345)
	Increase in debtors			(596,462)	(454,071)
	Decrease in creditors within one year			(83,849)	(389,252)
	Net cash inflow/(outflow) from operating	activities		247,630	(274,341)
2	Analysis of net funds	1 February 2012	Cash flow	Other non- cash changes	31 January 2013
		£	£	£	£
	Net cash				
	Cash at bank and in hand	329,531	(228,370)		101,161
	Net funds	329,531	(228,370)		101,161
3	Reconciliation of net cash flow to movem	nent in net funds		2013	2012
				£	£
	Decrease in cash in the year			(228,370)	(439,091)
	Movement in net funds in the year			(228,370)	(439,091)
	Opening net funds			329,531	768,622
	Closing net funds			101,161	329,531

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2013

#### 1 Accounting policies

#### 11 Accounting convention

The financial statements are prepared under the historical cost convention

### 12 Compliance with accounting standards

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

#### 13 Turnover

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

#### 14 Leasing

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

#### 15 Investments

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

### 16 Stock

Stock is valued at the lower of cost and net realisable value

#### 17 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

### 18 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.

#### 19 Group accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company has not prepared group accounts as it is exempt from the requirement to do so by section 400 of the Companies Act 2006, as it is a subsidiary undertaking of Movado Group Inc., a company incorporated in the State of New York, United States of America, and is included in the consolidated accounts of that company. The consolidated financial statements of Movado Group Inc. are available from Movado Group Inc., 650 From Road, Paramus, New Jersey 07652-3556.

#### 2 Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the United Kingdom

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2013

3	Operating profit	2013 £	2012 £
	Operating profit is stated after charging		
	Operating lease rentals - Plant and machinery	63,522	64,436
	Fees payable to the company's auditor for the audit of the company's annual accounts	19,548	12,648
	Non-audit fees	3,014	895
		<del></del>	
4	Taxation	2013 £	2012 £
	Domestic current year tax		
	U K corporation tax	206,568	165,851
	Total current tax	206,568	165,851
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	737,743	592,327
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 24 00% (2012 - 26 00%)	177,058	154,005
	ON CORPORATION TAX OF 24 00 % (2012 - 20 00 %)	177,000	154,005
	Effects of		
	Non deductible expenses	8,366	11,846
	Capital allowances	(114)	-
	Other tax adjustments	21,258	
		29,510	11,846
	Current tax charge for the year	206,568	165,851
5	Dividends	2013 £	2012 £
		~	_
	Ordinary final paid	300,000	-
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# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 31 JANUARY 2013

-		

Fixed asset investments			
			Shares in
			subsidiary
			undertakings
			£
Cost			
At 1 February 2012			-
Additions			1
At 31 January 2013			1
Net book value			
At 31 January 2013			1
Holdings of more than 20%			
The company holds more than 20% of the	share capital of the following coi	mpanies	
Company	Country of registration or	Shares	held
•	incorporation	Class	%
Subsidiary undertakings	•		
MGI Luxury Group UK Limited	England & Wales	Ordinary	100 00
The aggregate amount of capital and res financial year were as follows	erves and the results of these u	ndertakings for th	e last relevant
		Capital and	Profit/(loss)
		reserves	, ,
		2013	2013
	Principal activity	£	£
MGI Luxury Group UK Limited	Watch distributors	(1,152,111)	(123,840)
, ,		`===	<u> </u>
Subsequent to the year end, the trade, acquired by the company MGI Luxury C	assets and liabilities of MGI t Group UK Limited has subseque	uxury Group UK ntly made an ap	Limited were plication to be
dissolved			
Stocks		2013	2012
0.0000		2013 £	2012 £
		£	L
Finished goods and goods for resale		1,058,448	1,248,646
shod goods and goods for resale		======	======

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 31 JANUARY 2013

8	Debtors	2013 £	2012 £
	Trade debtors	1,595,126	1,130,726
	Amounts owed by parent undertaking	728,306	611,894
	Prepayments and accrued income	40,650	25,000
		2,364,082	1,767,620
9	Creditors amounts falling due within one year	2013 £	2012 £
	Trade creditors	23,904	43,305
	Amounts owed to parent undertaking	980,724	1,002,450
	Corporation tax	120,442	89,873
	Other taxes and social security costs	203,880	249,658
	Accruals and deferred income	48,050	44,994
		1,377,000	1,430,280
10	Pension and other post-retirement benefit commitments Defined contribution		
		2013 £	2012 £
	Contributions payable by the company for the year	28,240	15,529
11	Share capital	2013 £	2012 £
	Allotted, called up and fully paid	-	_
	100 Ordinary shares of £1 each	100	100
	•		

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 31 JANUARY 2013

12	Statement of movements on reserves		
		Share premium account £	Profit and loss account £
	Balance at 1 February 2012 Profit for the year Dividends paid	799,900 - -	1,115,517 531,175 (300,000)
	Balance at 31 January 2013	799,900	1,346,692
13	Reconciliation of movements in shareholders' funds	2013 £	2012 £
	Profit for the financial year Dividends	531,175 (300,000)	426,476 -
	Net addition to shareholders' funds Opening shareholders' funds	231,175 1,915,517	426,476 1,489,041
	Closing shareholders' funds	2,146,692	1,915,517

# 14 Financial commitments

At 31 January 2013 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 January 2014

	Other		
	2013	2012	
	£	£	
Operating leases which expire			
Within one year	17,778	12,876	
Between two and five years	33,069	46,777	
	50,847	59,653	
		<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# FOR THE YEAR ENDED 31 JANUARY 2013

15	Directors' remuneration	2013 £	2012 £
	Remuneration for qualifying services	159,503	131,364 2,000
	Company pension contributions to defined contribution schemes	3,285	2,000
		162,788	133,364
16	Employees		
	Number of employees The average monthly number of employees (including directors) during the		
	year was	2013	2012
		Number	Number
	Administration and distribution	15	16
	Employment costs	2013	2012
		£	£
	Wages and salanes	693,798	640,303
	Social security costs	86,372	86,228
	Other pension costs	28,240	15,529

# 17 Control

Movado Group Inc, incorporated in America, is considered the ultimate parent company in both this and the prior year, by virtue of its shareholding in the company

### 18 Post balance sheet events

Subsequent to the year end, the trade, assets and liabilities of MGI Luxury Group UK Limited, the company's subsidiary undertaking, were acquired by the company MGI Luxury Group UK Limited has subsequently made an application to be dissolved

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2013

### 19 Related party relationships and transactions

During the year the company paid management fees amounting to £360,000 (2012 £423,000) to Swico Limited, a company which had a 49% shareholding in MGS Distribution Limited

At the balance sheet date, Movado Group Inc, the company's ultimate parent undertaking, and its related companies, owed the company £728,306 (2012 £611,894) and was owed by the company £980,724 (2012 £1,002,450)

During the year the company made purchases of £5,050,988 (2012 £4,835,379) from Movado Group Inc

During the year a dividend of £153,000 and £147,000 (2012 £nil) was paid to Movado Group Inc and Swico Limited respectively

During the year the company purchased from Movado Group Inc. the entire share capital of MGI Luxury Group UK Limited for consideration of £1

In addition, various other administration costs and salaries have been recharged from Swico Limited at cost