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# **Hare Newco Limited**

Report and Financial Statements

Period Ended

30 September 2008

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**BDO Stoy Hayward** Chartered Accountants

# Report and financial statements for the period ended 30 September 2008

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#### **Directors**

Dr C Patel

K J Terry

M J Oliver

M Hunt

R Ramsey

D J Graham

D Spruzen

# Company secretary and registered office

D J Graham, Frilsham Nurseries, Yattendon, Thatcham, Berkshire, RG18 0XX

### Company number

06539986

#### **Auditors**

BDO Stoy Hayward LLP, One Victoria Street, Bristol, BS1 6AA

### Report of the directors for the period ended 30 September 2008

The directors present their report together with the audited financial statements for the period ended 30 September 2008.

#### Results and dividends

The profit and loss account is set out on page 7 and shows the loss for the period.

During the period dividends of £278,912 were accrued, but not paid, in respect of amounts due to the preference shareholders.

The directors do not recommend a dividend in respect of the ordinary shares.

#### Principal activities, review of business and future developments

The Company's principal activity is that of a holding company. The Company was incorporated on 19 March 2008 and on 28 March 2008 acquired a 100% holding in Hare Bidco Limited which holds trading subsidiary companies. The Company's subsidiaries' principal activities are the provision of landscaping services and landscape grounds maintenance.

Hare Newco Group was formed on 28th March 2008 and operates two main divisions – English Landscapes Limited and English Landscapes Maintenance Limited - is a leading provider of landscape construction and landscape maintenance and street cleansing services in the United Kingdom.

The activities of the Group were conducted in the year through:

- English Landscapes Limited was acquired on 31st March 2008. The principal activity of the Company is the provision of landscaping and external works projects.
- English Landscapes Maintenance Limited was acquired on 31st March 2008. The principal activity of the Company is the provision of grounds maintenance and street cleansing services through a number of long term contracts predominantly with local authority clients.
- Banyard's Limited was acquired on 5th September 2008, a Company providing grounds maintenance, landscaping and tree surgery services.

English Landscapes Limited has increased turnover to record levels and has continued to win quality-based projects through value for money competitive pricing in conjunction with developing and cementing the reputation for delivering service excellence and pro-active management. A high proportion of its work has involved the creation of new parks and the restoration of historic parks, funded by Heritage Lottery monies, together with urban public realm regeneration works. For example, this year we secured a £2.5 million major redevelopment project close to The Royal Shakespeare Theatre at Bancroft Gardens in Stratford Upon Avon, a £2.0 million high quality landscaping project at Mann Island in the heart of Liverpool docks and a £1.5 million city centre restoration project at Bonn Square in Oxford.

We continue to fulfil our aim of working in partnership with our clients. Our most rewarding example of this is a Framework Agreement with Liverpool Land Development Company to undertake a series of key projects under a £10million agreement over a period of three years. Repeat business is another strong indication of our client relationship success with many of our current contracts emanating directly from previous works delivered and existing relationships.

English Landscapes Maintenance Limited continues to win and deliver quality, value for money grounds maintenance and street cleansing services. A major contract win commenced in the year was with Babergh District Council, a seven year high profile open spaces contract valued at £1.2 million. The best gauge of our ability to deliver to our clients' requirements is illustrated by our success in extending and retaining contracts: West Wiltshire District Council, with whom we have been working since 2002, has re-awarded English Landscapes Maintenance a further five year contract which has increased in value to £1.7 million and now includes all three operational areas, as well as the district's street cleansing requirements. The London Borough of Bromley has awarded English Landscapes Maintenance a 10-year contract valued at approximately £3million per annum. This includes the retention of our existing Crystal Palace Park contract with the addition of the

# Report of the directors for the period ended 30 September 2008 (continued)

remainder of Bromley's parks, cemeteries and highways.

The Group has had a significant number of contract wins for both landscaping and maintenance in the period and we have a strong order book going forward in both businesses. Our mission remains to provide a fully integrated solution to our clients offering them one point of reference for a wide range of landscape based activities.

English Landscapes Limited's turnover will always be governed by current market place activity and our ability to secure a reasonable share of this. However, as a major leading landscape company with a reputation for delivering high quality, buildable and value for money, cost effective schemes, we are in a prime position to achieve this aim especially when coupled with our ability to build effective partnerships with existing clients which affords us a percentage of repeat business.

English Landscapes Maintenance Limited continues to have an excellent forward order book and remains focused on improving this position through new contract wins and extending and retaining contracts to grow our existing market position. This is something that we have achieved year on year based on our partnering ethos and our innovative approach to problem solving and improving the way we work.

Group operating profit in the six months trading to 30th September 2008 was £404,022. At the balance sheet date the group had net assets of £35,913.

### Key performance indicators

The group uses a number of KPI's to monitor performance. The KPI's shown below are for the first 6 months trading for the new group. For this reason, no prior year comparatives are shown.

Period ended 30 September 2008 £

Turnover Gross profit margin % Operating profit margin % £ 20,616,143 12.14 1.96

#### Financial risk management

The group's operations expose it to a variety of financial risks that include the effects of changes in market prices, credit risk, liquidity risk and interest rate risk. The group has in place a risk management programme that seeks to limit the adverse effects on the financial performance of the group by monitoring levels of debt finance and the related finance costs. Given the size of the group, the directors have not delegated the responsibility of monitoring financial risk management to a sub committee of the board. The policies set out by the board of directors are implemented by the group's finance department.

### Price Risk

The group is exposed to commodity price risk as a result of it's operations. However, given the size of the group's operations, the costs of managing exposure to commodity price risk exceed any potential benefits. The directors will revisit the appropriateness of this policy should the group's operations change in size or nature. The group has no exposure to equity securities price risk as it holds no listed or other equity instruments.

#### Credit Risk

The group has implemented policies that require appropriate credit checks on potential customers before sales are made.

# Report of the directors for the period ended 30 September 2008 (continued)

#### Liquidity Risk

The group actively maintains a mixture of long-term and short term debt finance that is designed to ensure the group has sufficient available funds for operations and planned expansions.

#### Interest Rate Cash flow risk

The group has both interest bearing assets and interest bearing liabilities. Interest bearing assets relate to cash balances which earn interest on rates linked to base rate and LIBOR. The group has a policy of maintaining debt at fixed rates through SWAP arrangements to ensure certainty of future interest cash flows. The directors will revisit the appropriateness of this policy should the group's operations change in size or nature.

#### **Business risk**

The group regularly assesses risks that impact on the business. This includes our processes and procedures in relation to quality and health and safety. Through our quality management system the group conducts regular risk assessments and audits with management committed to improving controls and processes. The group's board regularly reviews such risk assessments together with related health and safety matters.

#### **Employment of disabled persons**

Full and fair consideration is given to all applications for employment.

#### **Employee involvement**

The group has had its accreditation as an "Investor in People" renewed. This includes regular consultation with employees and encouragement to be involved in group strategy and development of business plans.

Full training, to meet the group's high standards and to enable career development, is available to staff.

The landscape industry over the last few years has been widely reported as suffering from a skills shortage and a lack of high calibre staff choosing a career in this industry. Hare Newco continues to be committed to the development and training of all staff and offers both college based and on-site flexible and relevant training for all its employees consistent with its Investor In People accreditation. This contributes to the low level of staff turnover relative to the industry and good retention levels of the skilled workforce.

#### **Directors**

The directors of the company during the period were:

Dr C Patel	(appointed 19 March 2008, resigned 28 March 2008, reappointed 25 April 2008)
K J Terry	(appointed 19 March 2008)
E Brett	(appointed 19 March 2008, resigned 23 June 2008)
M J Oliver	(appointed 14 April 2008)
M Hunt	(appointed 14 April 2008)
P Holland	(appointed 14 April 2008, resigned 31 December 2008)
R Ramsey	(appointed 23 June 2008)
D J Graham	(appointed 23 June 2008)
D Spruzen	(appointed 22 October 2008)

# Report of the directors for the period ended 30 September 2008 (continued)

#### Directors' responsibilities

The directors are responsible for preparing the annual report and 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 period which give a true and fair view of the state of affairs of the group and company 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; and
- 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 which 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. They are also responsible for safeguarding the assets of the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Auditors**

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The directors are not aware of any relevant audit information of which the auditors are unaware.

BDO Stoy Hayward LLP have expressed their willingness to continue in office and a resolution to re-appoint them will be proposed at the annual general meeting.

By order of the board

D J Graham

Secretary

Date:

(DMM) 12th May 2009

### Independent auditor's report

#### To the shareholders of Hare Newco Limited

We have audited the group and parent company financial statements (the "financial statements") of Hare Newco Limited for the period ended 30 September 2008 which comprise the consolidated profit and loss account, the consolidated and company balance sheets, the consolidated cash flow statement, the consolidated statement of total recognised gains and losses and the related notes. These financial statements have been prepared under the accounting policies set out therein.

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 have been properly prepared in accordance with the Companies Act 1985 and whether the information given in the directors' report is consistent with those financial statements. We also report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if 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.

Our report has been prepared pursuant to the requirements of the Companies Act 1985 and for no other purpose. No person is entitled to rely on this report unless such a person is a person entitled to rely upon this report by virtue of and for the purpose of the Companies Act 1985 or has been expressly authorised to do so by our prior written consent. Save as above, we do not accept responsibility for this report to any other person or for any other purpose and we hereby expressly disclaim any and all such liability.

#### 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 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 auditor's report (continued)

### Opinion

### In our opinion:

- the group 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 30 September 2008 and of its loss for the period then ended;
- the parent company financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the parent company's affairs as at 30 September 2008;
- 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.

fayward LLP

**BDO STOY HAYWARD LLP** 

Chartered Accountants and Registered Auditors

Bristol

Date: 20. MAT. 2009

# Consolidated profit and loss account for the period ended 30 September 2008

	Note	Continuing Operations Acquisitions Period ended 30 September 2008
Turnover	2	20,616,143
Cost of sales		18,113,683
Gross profit		2,502,460
Administrative expenses		2,098,438
Group operating profit	3	404,022
Other interest receivable and similar income		163
Interest payable and similar charges Other finance income	6 7	(831,924) 1,000
Loss on ordinary activities before and after taxation for the financial period		(426,739)

All amounts relate to continuing activities from acquisitions. There are no transactions to disclose under FRS 3 'Reporting Financial Performance'.

# Consolidated statement of total recognised gains and losses for the period ended 30 September 2008

Consolidated statement of total recognised gains and losses	Note	Period ended 30 September 2008 £
Loss for the financial period Actuarial return less expected return on pension plan assets	17	(426,739) 120,000
Total recognised gains and losses for the financial period		(306,739)

# Consolidated balance sheet at 30 September 2008

	Note		30 September 2008 £
Fixed assets Intangible assets Tangible assets	10 11		11,451,325 2,449,760
			13,901,085
Current assets Stocks Debtors Cash at bank and in hand	13 14		
		9,312,574	
Creditors: amounts falling due within one year	15	8,100,067	
Net current assets			1,212,507
Total assets less current liabilities			15,113,592
Creditors: amounts falling due after more than one year Preference shares Loan stock Creditors	16 16 16	4,200,000	
	16		15,099,679
Net assets excluding pension scheme assets			13,913
Pension scheme assets	17		22,000
Net assets including pension scheme assets			35,913

Consolidated balance sheet at 30 September 2008 (continued)

	Note	30 September 2008 £	30 September 2008 £
			30 September
Capital and reserves	18		3,638
Called up share capital Share premium account	19		339,014
Profit and loss account	19		(306,739)
Shareholders' funds	20		35,913

The financial statements were approved by the board of directors and authorised for issue on 12th May 2009

D J Graham Director

# Company balance sheet at 30 September 2008

	Note	30 September 2008 £
Fixed assets Fixed asset investments	12	1
Current assets Debtors	14	4,492,884
Total assets		4,492,885
Creditors: amounts falling due after more than one year	16	4,429,145
		63,740
Capital and reserves Called up share capital Share premium account Profit and loss account	18 19 19	3,638 339,014 (278,912)
Shareholders' funds	20	63,740

The financial statements were approved by the board of directors and authorised for issue on 12<sup>th</sup> May 2009

D J Graham **Director** 

# Consolidated cashflow statement for the period ended 30 September 2008

	Note	Period ended 30 September 2008 £	Period ended 30 September 2008 £
Net cash inflow from operating activities	24		1,529,729
Returns on investments and servicing of finance Interest received Interest paid: bank loans Interest paid: hire purchase		163 (267,371) (54,008)	
Net cash outflow from returns on investments and servicing of finance			(321,216)
Taxation Corporation tax paid			(142,132)
Capital expenditure and financial investment Payments to acquire tangible fixed assets Receipts from sale of tangible fixed assets		(8,736) 14,713	
Net cash inflow from capital expenditure and financial investment			5,977
Acquisitions and disposals Purchase of business operations Net cash acquired with subsidiaries		(11,902,989) 470,742	
Net cash outflow from acquisitions and disposals			(11,432,247)
Dividends paid			(88,000)
Cash outflow before use of financing			(10,447,889)
Financing Share capital issued Share premium thereon New bank loans Loans repaid Capital element of finance leases repaid Preference shares Loan stock		3,638 339,014 5,739,170 (2,250,000) (308,640) 4,150,233 4,160,000	
Net cash inflow from financing			11,833,415
Increase in cash	25		1,385,526

The notes on pages 13 to 37 form part of these financial statements.

# Notes forming part of the financial statements for the period ended 30 September 2008

#### 1 Accounting policies

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards.

The following principal accounting policies have been applied:

#### Going concern

The group headed by Hare Newco Limited has prepared forecasts and projections, taking account of reasonably possible changes in trading performance, which show that the group should be able to operate within the level of its current facility. The group has a committed Revolving Credit Facility; whilst the overdraft is subject to renewal, if the overdraft facility was cancelled, then the full amount of the Revolving Credit Facility becomes available to cover the overdraft cancelled amount. The group is in discussion with its bankers about its future needs and no matters have been drawn to its attention to suggest that renewal of the facility may not be forthcoming on acceptable terms.

After making appropriate enquiries, the directors have a reasonable expectation that the group has adequate resources to continue in operational existence for the foreseeable future. The nature of activities and funding throughout the group allows each group company to support as necessary other group companies to ensure that they can operate effectively as a going concern. For these reasons they continue to adopt the going concern basis in preparing the financial statements.

#### Basis of consolidation

The consolidated financial statements incorporate the results of Hare Newco Limited and all of its subsidiary undertakings as at 30 September 2008 using the acquisition method of accounting as required. Where the acquisition method is used, the results of subsidiary undertakings are included from the date of acquisition.

#### Goodwill

Goodwill arising on an acquisition of a subsidiary undertaking is the difference between the fair value of the consideration paid and the fair value of the assets and liabilities acquired. Positive goodwill is capitalised but not amortised through the profit and loss account as the directors consider its useful life to be indefinite. The directors consider that the business model has an indefinite life span, because the services provided are considered to be required into perpetuity, in our current environment. These services are not considered at risk from technical or other innovation, for this reason the directors have invoked a true and fair override, departing from the specific requirement of companies legislation to amortise goodwill over a finite period. Were goodwill amortised over 20 years, the annual amortisation charge would be approximately £560,000.

Impairment tests on the carrying value of goodwill are undertaken annually.

#### Turnover

Turnover for maintenance services represents the amounts receivable during the period and applications submitted for work done for which the group is awaiting confirmation from customers after taking account of anticipated reductions in value, exclusive of value added tax.

Turnover for landscaping projects represents the value of work done less provision for foreseeable losses. Turnover is accounted for under the principles of long term contract accounting and is recognised on the basis of an assessment of fair value of works provided, exclusive of value added tax.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 1 Accounting policies (continued)

#### Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all tangible fixed assets, evenly over their expected useful lives. It is calculated at the following rates:

Freehold property

- 10 - 50 years

Leasehold property
Plant and machinery

evenly over the term of the lease10% - 33% reducing balance

Fixtures and fittings Computer equipment 10% straight line33% straight line

#### Financial instruments

Financial instruments are classified and accounted for according to the substance of the contractual arrangement, as either 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.

Preference shares are classified in accordance with Financial Reporting Standard 25 'Financial Instruments'.

#### Dividends

Dividends on shares wholly recognised as liabilities are recognised as expenses and classified within interest payable.

#### Deferred taxation

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date, except that the recognition of deferred tax assets is limited to the extent that the group anticipates making sufficient taxable profits in the future to absorb the reversal of the underlying timing differences.

Deferred tax balances are not discounted.

#### Leased assets

Where assets are financed by leasing agreements that give rights approximating to ownership (finance leases), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable over the term of the lease. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account over the shorter of estimated useful economic life and the period of the lease.

Lease payments are analysed between capital and interest components so that the interest element of the payment is charged to the profit and loss account over the period of the lease and is calculated so that it represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor.

All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

### Pension costs

Contributions to the group's defined contribution pension scheme are charged to the profit and loss

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

#### 1 Accounting policies (continued)

Pension costs (continued)

account in the period in which they become payable.

The difference between the fair value of the assets held in the group's defined benefit pension scheme and the scheme's liabilities measured on an actuarial basis using the projected unit method are recognised in the group's balance sheet as a pension asset or liability as appropriate. The carrying value of any resulting pension scheme asset is restricted to the extent that the group is able to recover the surplus either through reduced contributions in the future or through refunds from the scheme. The pension scheme balance is recognised net of any related deferred tax balance, with the recognition of any deferred tax asset following the principles described in the deferred tax accounting policy above.

Changes in the defined benefit pension scheme asset or liability arising from factors other than cash contribution by the group are charged to the profit and loss account or the statement of total recognised gains and losses in accordance with Financial Reporting Standard 17 'Retirement benefits'.

#### Work in progress

Work in progress is valued on the basis of direct costs plus attributable overheads based on normal level of activity. Provision is made for any foreseeable losses where appropriate. No element of profit is included in the valuation of work in progress.

Stocks are valued at the lower of cost and net realisable value. Cost is bases on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

#### Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

2	Turnover	
		Period ended 30 September 2008 £
	Analysis by class of business:	_
	Grounds maintenance and street cleansing Landscaping projects	12,066,744 8,549,399
		20,616,143
	Turnover arises solely within the United Kingdom.	
3	Operating profit	
		Period ended 30 September 2008
	This is arrived at after charging:	£
	Depreciation of tangible fixed assets Hire of plant and machinery - operating leases Hire of other assets - operating leases Auditors' remuneration:	291,515 386,068 173,340
	<ul> <li>fees payable to the group's auditor for the audit of the group's annual accounts</li> <li>auditing of accounts of associates of the company under the legislation of Great</li> </ul>	10,000
	Britain (or elsewhere) - other taxation services Defined benefit pension cost (see below)	19,500 7,500 23,000
	Included in depreciation of tangible fixed assets is £252,530 relating to assets held unand hire purchase contracts.	der finance leases
	and mile perenase compacts.	Period ended 30 September 2008
	Defined benefit pension costs charged in arriving at the operating loss comprise the following:	£
	Council to the control of the contro	00 000

23,000

Current service cost

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 4 Employees

Staff costs (including directors) consist of:

	Group	Company
	Period	Period
	ended	ended
	30 September	30 September
	2008	2008
	£	£
Wages and salaries	6,669,864	-
Social security costs	580,927	-
Other pension costs	41,472	-
	<del></del>	
	7,292,263	-

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

	Group	Company
	Period	Period
	ended	ended
	30 September	30 September
	2008	2008
	Number	Number
Administrative staff	45	-
Field operational	718	-
Executive and non executive directors	8	8
	771	8

### 5 Directors' remuneration

Period ended 30 September 2008 £

Directors' emoluments	220,792
Company contributions to money purchase pension schemes	7,969

There were 2 directors in the group's defined contribution pension scheme during the period.

The total amount payable to the highest paid director in respect of emoluments was £67,998. Company pension contributions of £2,550 were made to a money purchase scheme on his behalf.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 6 Interest payable and similar charges

	Period
	ended
30	September
	2008

2008 £

Bank loans and overdrafts
Finance leases and hire purchase contracts
Accrued loan note interest
Accrued preference share dividend

278,912

267,371

54,008

231,633

831,924

### 7 Other finance income

Period ended 30 September 2008

Expected return on pension scheme assets Interest on pension scheme liabilities

17,000 (16,000)

1,000

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 8 Taxation on loss on ordinary activities

The tax assessed for the period is higher than the standard rate of corporation tax in the UK applied to loss before tax.

	Period ended 30 September 2008 £
Loss on ordinary activities before tax	(426,739)
Loss on ordinary activities at the standard rate of corporation tax in the UK of 29% Effect of:	(123,754)
Expenses not deductible for tax purposes	16,572
Capital allowances for period in excess of depreciation	(13,169)
Other short term timing differences	(23,199)
Losses arising in the period carried forward	121,800
Chargeable gain	21,750
Current tax charge for the period	

No deferred tax asset is recognised in respect of unrelieved losses carried forward, due to uncertainty about generating necessary profits in the future.

# 9 Profit for the financial year

The company has taken advantage of the exemption allowed under section 230 of the Companies Act 1985 and has not presented its own profit and loss account in these financial statements. The group loss for the period includes a loss after tax of £278,912 for the company which is dealt with in the financial statements of the parent company.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 10 Intangible fixed assets

Group

Goodwill on Consolidatio

n £

Cost

Additions and at 30 September 2008

11,451,325

Details of acquisitions are included in note 21.

Hare Newco Limited

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

11 Tangible fixed assets

Group

	Leasehold Iand and buildings	Plant and machinery	Motor vehicles	Office equipment £	Computer equipment	Total £
Cost or valuation Additions Acquisition of subsidiary Disposals	324,311	8,735 6,051,454 (23,940)	484,049	32,139	398,840	8,735 7,290,793 (23,940)
At 30 September 2008	324,311	6,036,249	484,049	32,139	398,840	7,275,588
Depreciation Provided for the period Acquisition of subsidiary Disposals	7,487 269,581	272,141 3,609,828 (9,227)	5,175 311,448	4,653 20,930	2,059 331,753	291,515 4,543,540 (9,227)
At 30 September 2008	277,068	3,872,742	316,623	25,583	333,812	4,825,828
Net book value At 30 September 2008	47,243	2,163,507	167,426	6,556	65,028	2,449,760

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 11 Tangible fixed assets (continued)

The net book value of tangible fixed assets includes an amount of £1,773,597 in respect of assets held under finance leases and hire purchase contracts. The related depreciation charge on these assets for the period was £252,530.

#### 12 Fixed asset investments

#### Company

Group undertakings £

Cost or valuation
Additions and at 30 September 2008

1

Subsidiary undertakings, associated undertakings and other investments

The principal undertakings in which the company's interest at the period end is 20% or more are as follows:

		Proportion of share		
	Class of share	•		Last year
Subsidiary undertakings	capital held	held #	Nature of business	ena
Hare Bidco Limited	Ordinary	100%	Holding company	
Inhoco 4085 Limited***	Ordinary	100%	Holding company	
The Landscape Group Limited**	Ordinary and	100%	Management	
	preference		company for its	
			subsidiaries	
English Landscapes Maintenance Limited *	Ordinary	100%	Provision of grounds	
			maintenance and	
			street cleaning	
			services	
English Landscapes Limited*	Ordinary and	100%	Provision of	
	preference		landscaping services	
Banyard's Ltd***	Ordinary	100%	Provision of grounds	
			maintenance of	
			landscape services	
English Woodlands Ltd*	Ordinary	100%	Dormant	
Countryside Pursuits Ltd*	Ordinary	100%	In pre dissolution	

<sup>#</sup> The proportion of share holding confers 100% voting rights.

<sup>\*</sup> These companies are owned by The Landscape Group Limited.

<sup>\*\*</sup> The Landscape Group Limited is owned by Inhoco 4085 Limited.

<sup>\*\*\*</sup> Inhoco 4085 Limited and Banyard's Limited are owned by Hare Bidco Limited.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

12	Stocks	

Group 30 September 2008 £	30 September 2008
Raw materials and consumables 98,710 Work in progress 265,038	
363,748	-

There is no material difference between the replacement cost of stocks and the amounts stated above.

### 14 Debtors

	Group 30 September 2008 £	Company 30 September 2008 £
Trade debtors Amounts owed by group undertakings Other debtors Prepayments and accrued income	6,790,194 - 15,700 757,406	4,492,884 - -
	7,563,300	4,492,884
	<del></del>	

Included in trade debtors is £22,657 due after more than one year.

# 15 Creditors: amounts falling due within one year

	Group 30 September 2008 £	Company 30 September 2008 £
	L	T.
Bank loans (secured)	300,000	-
Payments received on account	561,000	-
Trade creditors	2,814,447	•
Taxation and social security	1,895,127	•
Obligations under finance lease and hire purchase contracts	475,997	-
Other creditors	296,826	-
Accruals and deferred income	1,756,670	•
	8,100,067	•

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 15 Creditors: amounts falling due within one year (continued)

The bank loan is secured by a cross guarantee and debenture over all the assets of group companies.

# 16 Creditors: amounts falling due after more than one year

		Group 30 September 2008 £	Company 30 September 2008 £
Preference shares Bank loans (secured) Loan stock due 2018 Obligations under finance lease and hire purchase contracts Other creditors		4,150,233 5,189,170 4,200,000 1,049,731 510,545	4,150,233 - - - - 278,912
		15,099,679	4,429,145
Maturity of debt:			
;	Loans and overdrafts 30 September 2008 £	Finance leases 30 September 2008 £	shares
In one year or less, or on demand	300,000	475,997	-
In more than one year but not more than five years In more than five years	2,150,000 7,239,170		4,150,233
	9,389,170	1,049,731	4,150,233

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 16 Creditors: amounts falling due after more than one year (continued)

Included in creditors due after more than one year are the following amounts repayable in more than five years:

	Group 30 September 2008 £	Company 30 September 2008 £
Preference shares	4,150,233	4,150,233
Loans	7,239,170	-
Other creditors	510,545	278,912
	11,899,948	4,429,145
		<u> </u>

Included in other creditors of the company are £278,912 in respect of preference share dividends, which are amounts accrued relating to 2008. These are payable upon redemption of the preference shares, which were issued at par in the year.

In other group companies £231,633 is recorded in respect of loan note accrued interest, which is payable upon redemption of the loan notes.

The bank loan is secured by a cross guarantee and global debenture over all the assets of group companies. Facility A, which is for a loan of £3,000,000, is repayable by 31 March 2014 and Facility B, which is for £3,000,000, is repayable by 31 March 2015. Interest is at the LIBOR rate plus a margin of between 3% and 1.75% dependant on the leverage of the group.

The other loans of £4,200,000 are unsecured loan notes, issued at par during the year and repayable in 2018. The loan notes accrue interest at a coupon rate of 15%, which is payable upon redemption.

### 17 Pensions

Several pension schemes are operated by the group. The major scheme is a defined benefit one and was established under an irrevocable Deed of Trust by Hare Newco Limited for its employees and those of subsidiary undertakings. The Deed determines the appointment of trustees to the fund. The scheme is managed by a Scottish Life and they are accountable to the pension scheme members. The trustees of the fund are required to act in the best interests of the beneficiaries.

Pension benefits generally depend upon age, length of service and salary level.

A full actuarial valuation of the defined benefit scheme was carried out at 1 October 2005 and updated at 30 September 2008 by a qualified independent actuary on a Financial Reporting Standard 17 basis.

The scheme was transferred to a Federated Pension Plan with effect from 31 July 2008.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

17	Pensions (continued)	
		30 September 2008
	Reconciliation of present value of plan liabilities	3
	Present value of plan liabilities at acquisition Current service cost Interest cost Contributions by participants Actuarial losses Benefits paid	710,000 23,000 16,000 6,000 (177,000) (5,000)
	At the end of the period	573,000
		30 September 2008 £
	Composition of plan liabilities	L
	Schemes wholly or partly funded	(573,000)
		30 September 2008 £
	Reconciliation of fair value of plan assets	~
	Present value of plan assets at acquisition Expected rate of return on plan assets Actuarial losses Contributions by group Contributions by participants Benefits paid	531,000 16,000 (57,000) 104,000 6,000 (5,000)
	At the end of the period	595,000
		30 September 2008 £
	Reconciliation to balance sheet	
	Present value of funded obligations Fair value of plan assets Plan surplus	(573,000) 595,000 22,000

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

17

•	Pensions (continued)	
		Period ended 30 September 2008
	The amounts recognised in profit and loss are as follows:	£
	Included in administrative expenses: Current service cost	23,000
	Included in other finance (income)/expense: Interest cost Expected return of plan assets	(16,000) 17,000
		24,000
	Analysis of amount recognised in statement of total recognised gains and losses	Period ended 30 September 2008 £
	Actual return less expected return on pension plan assets	120,000
		Period ended 30 September 2008 £
	Cumulative amount of gains/(losses) recognised in the statement of total recognised gains and losses	120,000
		30 September 2008 £
	Composition of plan assets	_
	European equities European bonds Property Cash	238,000 273,700 65,450 17,850
	Total plan assets	595,000

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 17 Pensions (continued)

Narrative description of the basis used to determine the overall expected rate of return of assets

Overall expected rate of return on plan assets is based upon historical returns of the investment performance adjusted to reflect expectations of future long-term returns by asset class.

	30 September 2008 £
Actual return on plan assets	(44,500)
	30 September 2008 %
Principle actuarial assumptions used at the balance sheet date	~
Discount rates Expected rates of return on plan assets	7.00
Equities Bonds Property Cash Future salary increases Future pension increases Proportion of employees opting for early retirement Inflation assumption	7.25 4.10 5.50 3.75 3.00 3.60 3.60 3.60
	30 September 2008 £
History	Ľ
Present value of the plan liabilities Fair value of the plan assets	(573,000) 595,000
Surplus on the pension plans	22,000
Experience adjustments arising on: Plan liabilities Plan assets	(25,500) (57,000)

The company is committed to contributing £22,500 per annum into the defined benefit scheme until 2013.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

,	Share capital	
		30 September 2008 £
	Authorisea	
	78,750 ordinary shares of £0.01 each 296,250 A ordinary shares of £0.01 each	787 2,963 ———— 3,750
		<del></del>
		30 September 2008 £
	Allotted, called up and fully paid	
	67,500 ordinary shares of £0.01 each 296,250 A ordinary shares of £0.01 each	675 2,963
		3,638

On incorporation the share capital of the company was 1,000 ordinary shares of £1 each.

On 31 March 2008 the company increased its authorised share capital by £41,500, by the creation of 275,000 A ordinary shares of £0.01 and 3,875,000 preference shares of £0.01 each.

The ordinary and A ordinary shares rank pari passu in all respects.

On 31 March 2008 the 1,000 ordinary shares of £1 each were divided into 100,000 ordinary shares of £0.01 each and 21,250 ordinary shares of £0.01 were reclassified into 21,250 A ordinary shares of £0.01 each.

On that date the following shares were issued:-

18

67,500 ordinary shares of £0.01 issued for a consideration of £1 per ordinary share raising a total of £67,500 of which £66,825 related to share premium against which issue costs of £3,915 have been deducted, resulting in a total share premium of £62,910.

296,250 A ordinary shares of £0.01 issued for a consideration of £296,250 of which £293,287 related to share premium against which issue costs of £17,184 have been deducted, resulting in a total share premium of £276,104.

3,875,000 preference shares of £0.01 issued for a consideration of £3,875,000 of which £3,836,250 related to a share premium against which issue costs of £224,767 have been deducted, resulting in a total share premium of £3,611,484. These shares have been classified as long term debt and are included at the amount received. The preference shares accrue a dividend of 15% per annum, which is payable upon redemption of the preference shares.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 18 Share capital (continued)

On 4 September 2008 the company increased the authorised share capital by £5,000, by the creation of 500,000 preference shares of £0.01 each.

On that date 500,000 preference shares of £0.01 issued for a consideration of £500,000.

### 19 Reserves

# Group

	Share premium account £	Profit and loss account £
Premium on shares issued during the period Loss for the period Actuarial gain on pension scheme assets net of related taxation	339,014 - -	(426,739) 120,000
At 30 September 2008	339,014	(306,739)
Company		
	Share premium account £	Profit and loss account £
Premium on shares issued during the period Loss for the period	339,014	(278,912)
At 30 September 2008	339,014	(278,912)

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 20 Reconciliation of movements in shareholders' funds

	Group 30 September 2008 £	Company 30 September 2008 £
Loss for the period Other net recognised gains and losses relating to the period Issue of shares Premium on shares issued during the period	(426,739) 120,000 3,638 339,014	(278,912) - 3,638 339,014
Net additions to shareholders' funds	35,913	63,740
Opening shareholders' funds	-	
Closing shareholders' funds	35,913	63,740

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 21 Acquisitions

Acquisition of Inhoco 4085 Limited by Hare Bidco Limited on 31 March 2008

In calculating the goodwill arising on acquisition, the fair value of the net assets of Inhoco 4085 Limited have been assessed and adjustments from book value have been made where necessary. No deferred tax asset was recognised due to uncertainty in utilising it in the future. These adjustments are summarised in the following table in line with acquisition accounting:

The fair value adjustments are:

- £1,042,452 removed in relation to goodwill within the acquired group's books.
- £158,000 reduction in the pension asset based on a valuation at that date.
- £421,683 for the recognition of a provision for onerous contracts.

	Book value £	Other adjustment £	Fair value £
Fixed assets Tangible Intangible	2,367,662 1,042,452	(1,042,452)	2,367,662 -
Current assets Stocks Debtors Cash at bank and in hand	11,299 7,621,470 382,000	- - -	11,299 7,621,470 382,000
Total assets	11,424,883	(1,042,452)	10,382,431
Creditors Due within one year Due after one year	6,675,544 2,765,000	· -	6,675,544 2,765,000
Net assets before provisions	1,984,339	(1,042,452)	941,887
Pension liability Provisions for onerous contracts	(21,000)	(158,000) (421,683)	(179,000) (421,683)
Net assets	1,963,339	(1,622,135)	341,204
			3
Cash consideration Costs of acquisition Fair value of net assets acquired			9,170,155 1,466,880 (341,204)
Goodwill arising on acquisition			10,295,831

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

### 21 Acquisitions (continued)

The results of Inhoco 4085 Limited for the 6 months prior to its acquisition were as follows:

P	rafit	and	l lc	220	ac	COL	ınt

	Current period up to acquisition £
Turnover	18,817,113
Operating profit	276,599
Profit on ordinary activities	153,393

#### **Cash flows**

The net outflow of cash arising from the acquisition of Inhoco 4085 Limited was as follows:

Cash consideration including costs
Cash acquired

10,637,035
(382,095)

£

Less: deferred consideration (133,146)
Less: loan notes issued (40,000)
Less: other non cash costs (260,900)

Net outflow of cash 9,820,894

The cost of investment includes £133,146 deferred consideration which is payable to the vendors once the company claims a corporation tax deduction under schedule 23 of the Finance Act 2003 in relation to shares acquired pursuant to the options, once the related corporation tax deduction is claimed and agreed by HM Revenue and Customs.

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 21 Acquisitions (continued)

Acquisition of Banyard's Limited by Hare Bidco Limited on 5 September 2008

In calculating the goodwill arising on acquisition, the fair value of the net assets of Banyard's Limited have been assessed and no adjustments from book value have been made.

	Book and fair value £
Fixed assets Tangible	379,590
Current assets Debtors Cash at bank and in hand	417,097 88,647
Total assets	885,334
Creditors Due within one year	340,828
Net assets	. 544,506
	£
Cash consideration Costs of acquisition Fair value of net assets acquired	1,504,000 196,000 (544,506)
Goodwill arising on acquisition	1,155,494

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

# 21 Acquisitions (continued)

The results of Banyard's Limited for the 8 months prior to its acquisition were as follows:

#### Profit and loss account

	current period up to acquisition £
Turnover	2,239,484
Operating profit	253,835
Profit on ordinary activities	115,557
	<del></del>

### Cash flows

The net outflow of cash arising from the acquisition of Banyard's Limited was as follows:

Cash consideration including costs
Cash acquired

Net outflow of cash

1,700,000
88,647

1,611,353

£

# 22 Commitments under operating leases

The group had annual commitments under non-cancellable operating leases as set out below:

Operating leases which expire:	Land and buildings 30 September 2008 £	Other 30 September 2008 £
Within one year In two to five years After five years	50,726 114,274 159,880	914,280
	324,880	921,674

# Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

#### 23 Related party disclosures

During the period the directors subscribed for the following shares and loan stock:-

M Hunt 37,500 ordinary shares of £0.01 at £1 per share, 8,262 A ordinary shares of £0.01 at £1 per share, 108,070 preference shares of £0.01 at £1 per share and £83,668 of loan stock at par.

M Oliver 15,000 ordinary shares of £0.01 at £1 per share, 1,084 A ordinary shares of £0.01 at £1 per share, 14,184 preference shares of £0.01 at £1 per share and £10,982 of loan stock at par.

P Holland 15,000 ordinary shares of £0.01 at £1 per share, 1,084 A ordinary shares of £0.01 at £1 per share, 14,184 preference shares of £0.01 at £1 per share and £10,982 of loan stock at par.

#### Controlling parties

The company is controlled by Elysian Capital 1LP, on the basis it holds a controlling interest in the voting rights of the issued share capital. Elysian Capital 1LP hold £4,077,634 loan notes in Hare Bidco Limited, a subsidiary company, which accrue interest at 15% payable upon redemption of the loan notes in 2018.

The company has taken advantage of the exemption conferred by Financial Reporting Standard 8 "Related party disclosures" not to disclose transactions with members of the group headed by Hare Newco Limited on the grounds that at least 90% of the voting rights in the company are controlled within that group and the company is included in consolidated financial statements.

### 24 Reconciliation of operating profit to net cash inflow from operating activities

Reconciliation of operating profit to net cash inflow from operating	ting activities
	Period ended 30 September 2008
Operating profit Depreciation of tangible fixed assets Increase in stocks Decrease in debtors Increase in creditors Pension asset movement	404,022 291,515 (352,449) 214,367 1,052,274 (80,000)
Net cash inflow from operating activities	1,529,729

Notes forming part of the financial statements for the period ended 30 September 2008 (continued)

25	Reconciliation of net cash flow to movement in net de	bt		
			3	Period ended 0 September 2008 £
	Increase in cash			1,385,526
	Cash outflow from changes in debt			(15,365,131)
	Movement in net debt			(13,979,605)
	Opening net funds			-
	Closing net debt			(13,979,605)
26	Analysis of net debt			
		At 19 March 2008 £	Cashflow £	At 30 September 2008 £
	Cash at bank and in hand	-	1,385,526	1,385,526
	Debt due within one year Debt due after one year Finance leases	- - -	(300,000) (13,539,403) (1,525,728)	(300,000) (13,539,403) (1,525,728)
			(15,365,131)	
	Total	-	(13,979,605)	(13,979,605)