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Registered no: NI 29022



**Irish Auto Trader Limited**  
**Annual report**  
**for the year ended 2 April 2000**



# **Irish Auto Trader Limited**

## **Annual report for the year ended 2 April 2000**

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## Directors and advisers

### Directors

R Crossley  
J R Harris  
S Hodgson  
G Luff  
P McLaughlan  
P Quinn  
A E Robarts  
G Storey

### Secretary

T Maycock

### Registered office

Unit 3  
Fortwilliam Business Park  
Dargan Road  
Belfast  
BT3 9JU

### Solicitors

Carson & McDowell  
Murray House  
Murray Street  
Belfast  
BT1 6HS

### Bankers

Ulster Bank Limited  
Shaftesbury Square  
140 Great Victoria Street  
Belfast  
BT2 7DL

### Registered auditors

PricewaterhouseCoopers  
Fanum House  
108 Great Victoria Street  
Belfast  
BT2 7AX

## Directors' report for the year ended 2 April 2000

The directors present their report and the audited financial statements for the year ended 2 April 2000.

### Principal activities

The company is concerned with the publication and sale of weekly magazines dedicated to the sale of motor vehicles.

### Review of business and future developments

Both the level of business and the year end financial position were satisfactory and the directors expect that the company's business will continue to expand in the future.

### Results and dividends

The profit for the financial year is £334,574 (1999: £223,977). The directors did not declare any dividend in respect of the year ended 2 April 2000.

### Directors and their interests

The directors who served during the year are shown on page 1. The interests of the directors who held office at the end of the financial year in the shares of the company were as follows:

	Ordinary shares of £1 each			
	2 April 2000		28 March 1999	
	Number	Amount	Number	Amount
A E Robarts	10	10	10	10

### Year 2000

A project was implemented in 1999 to ensure that all computer systems and other equipment were Year 2000 compliant. Areas of non-compliance were specifically addressed and major suppliers and customers contacted to assess their preparedness in relation to Year 2000. While, given the complexity of the issue, it was not possible for any organisation to be absolutely certain that no problems would occur, the company made every effort to avoid the possibility of business disruption. Since 1 January 2000 there has been no indication of difficulties arising from the Year 2000 issue.

### Introduction of the euro

We are aware of the implications of the introduction of the euro for our information systems. No significant expenditure has been incurred to date in relation to the company's operations in either the Republic of Ireland or Northern Ireland.

## Statement of directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year that give a true and fair view of the state of affairs and of the profit or loss of the company 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 company 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 (Northern Ireland) Order 1986. 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.

## Auditors

The auditors, PricewaterhouseCoopers, have indicated their willingness to continue in office, and a resolution concerning their re-appointment will be proposed at the Annual General Meeting.

By order of the Board



T Maycock  
Company Secretary  
26 January 2001

## Auditors' report to the members of Irish Auto Trader Limited

We have audited the financial statements on pages 5 to 15.

### Respective responsibilities of directors and auditors

The directors are responsible for preparing the annual report. As described on page 3, this includes responsibility for preparing the financial statements in accordance with applicable United Kingdom accounting standards. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board and our profession's ethical guidance.

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 (Northern Ireland) Order 1986. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions is not disclosed.

We read the other information contained in the Annual Report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements.

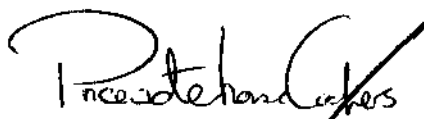
### Basis of audit opinion

We conducted our audit in accordance with Auditing Standards 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 financial accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

### Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs at 2 April 2000 and of its profit and cash flows for the year then ended and have been properly prepared in accordance with the Companies (Northern Ireland) Order 1986.



PricewaterhouseCoopers  
Chartered Accountants and Registered Auditors  
Belfast

Date: 26 January 2001

**Profit and loss account  
for the year ended 2 April 2000**

	Notes	2000 £	1999 £
Turnover	2	4,303,917	3,937,823
Operating costs	3	(3,870,133)	(3,628,623)
Operating profit	4	433,784	309,200
Interest receivable and similar income		6,760	6
Interest payable and similar charges	7	(15,143)	(26,515)
Profit on ordinary activities before taxation		425,401	282,691
Tax on profit on ordinary activities	8	(90,996)	(58,714)
Retained profit for the financial year	15	334,405	223,977

All amounts above relate to continuing operations of the company.

There is no difference between the profit on ordinary activities before taxation and the profit for the financial year stated above, and their historical cost equivalents.

**Statement of total recognised gains and losses  
for the year ended 2 April 2000**

	2000	1999
	£	£
Profit for the financial year	334,405	223,977
Foreign exchange translation difference on the net investment in the Irish branch	-	(32,688)
<b>Total gains recognised since last annual report</b>	<b>334,405</b>	<b>191,289</b>


# Irish Auto Trader Limited

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## Balance sheet as at 2 April 2000

	Notes	2000 £	1999 £
<b>Fixed assets</b>			
Tangible assets	9	253,079	204,999
<b>Current assets</b>			
Debtors	10	567,785	706,033
Cash at bank and in hand		429,339	201,664
		997,124	907,697
<b>Creditors: amounts falling due within one year</b>	11	(820,644)	(723,233)
<b>Net current assets</b>		176,480	184,464
<b>Total assets less current liabilities</b>		429,559	389,463
<b>Creditors: amounts falling due after more than one year</b>	12	-	300,000
<b>Provisions for liabilities and charges</b>	13	(15,924)	(10,233)
<b>Net assets</b>		413,635	79,230
<b>Capital and reserves</b>			
Called up share capital	14	100	100
Profit and loss account	15	413,535	79,130
<b>Equity shareholders' funds</b>	16	413,635	79,230

The financial statements on pages 5 to 15 were approved by the board on 26 January 2001 were signed on its behalf by:



J R Harris  
Director

**Cash flow statement  
for the year ended 2 April 2000**

	Notes	2000 £	1999 £
<b>Net cash inflow from operating activities</b>	17	<b>662,462</b>	<b>232,368</b>
<b>Returns on investments and servicing of finance</b>			
Interest received		6,760	6
Interest paid		-	(10)
		<b>6,760</b>	<b>4</b>
<b>Taxation</b>			
Corporation tax paid		(48,952)	(57,604)
		<b>(48,952)</b>	<b>(57,604)</b>
<b>Capital expenditure</b>			
Purchase of tangible fixed assets		(146,621)	(127,135)
Sale of tangible fixed assets		9,517	14,920
		<b>(137,104)</b>	<b>(112,215)</b>
<b>Net cash outflow before financing</b>		<b>483,166</b>	<b>62,545</b>
<b>Financing</b>			
Repayment of loans		(300,000)	-
<b>Increase in cash in the year</b>	18-19	<b>183,166</b>	<b>62,545</b>

## Notes to the financial statements for the year ended 2 April 2000

### 1 Accounting policies

These financial statements are prepared under the historical cost convention, and in accordance with applicable accounting standards. The significant accounting policies adopted are set out below. The directors consider that these accounting policies set out below are suitable, have been consistently applied and are supported by reasonable and prudent judgements and estimates.

#### Tangible fixed assets

The cost of tangible fixed assets is their purchase cost, together with any incidental costs of acquisition. Depreciation is calculated so as to write off the cost, or revaluation, of tangible fixed assets, less their estimated residual values, on a straight-line basis over the expected useful economic lives of the assets concerned. The principal lives used are as follows:

Motor vehicles	:	5 years
Equipment, fixtures and fittings	:	3-10 years

#### Debtors

Debtors are stated after all known bad debts have been written off and specific provision has been made against all debts considered doubtful of collection.

#### Turnover

Turnover, which excludes value added tax, represents advertising revenue received and receivable relating to publications distributed up to the year end, together with the invoiced value of magazines distributed net of related credits for returns.

#### Deferred taxation

Provision is made for deferred taxation, using the liability method, on all material timing differences to the extent that it is probable that a liability or asset will crystallise.

#### Foreign currencies

Assets and liabilities of branches in foreign currencies are translated into sterling at rates of exchange ruling at the end of the financial year and the results of foreign branches are translated at the average rate of exchange for the year. Difference on exchange arising from the retranslation of the opening net investment, and from the translation of the results of those branches at average rate, are taken to reserves and are reported in the statement of total recognised gains and losses. All other foreign exchange differences are taken to the profit and loss account in the year in which they arise.

#### Leased assets

Rentals under operating leases are charged to revenue as incurred.

### 2 Analysis of turnover

Turnover relates to the company's main activity which is carried out in the United Kingdom and the Republic of Ireland.

**3 Operating costs**

	2000	1999
	£	£
Production costs	1,695,825	1,587,214
Administration costs	2,174,313	2,074,187
	3,870,133	3,661,311

**4 Operating profit**

	2000	1999
	£	£
<b>This is stated after charging/(crediting):</b>		
Depreciation	93,144	65,190
Profit on disposal of tangible fixed assets	(4,120)	(3,309)
Hire of plant and machinery - operating leases	6,978	6,452
Hire of other assets – operating leases	20,360	18,767
Auditors' remuneration – audit services	4,600	4,500

**5 Employee information**

	2000	1999
	£	£
<b>Staff costs</b>		
Wages and salaries	992,964	928,746
Social security costs	73,111	67,506
Other pension costs	8,119	10,229
	1,074,194	1,006,481
	<b>Number</b>	<b>Number</b>
<b>Average monthly number of persons employed by the company (including directors) during the year by activity</b>		
Administration	99	101

**6 Directors' emoluments**

	2000	1999
	£	£
Aggregate emoluments	59,231	61,366
Company pension contributions to defined contribution schemes	2,080	1,970
	61,311	63,336

## 7 Interest payable and similar charges

	2000	1999
	£	£
On bank loans and overdraft	-	10
Other loans	15,143	26,505
	15,143	26,515

## 8 Tax on profit on ordinary activities

	2000	1999
	£	£
<b>Taxation on profit for the year</b>		
UK corporation tax at 22.4% (1999 – 21%)	83,053	46,700
Deferred tax	14,841	8,287
Adjustment to previous years' liabilities	(6,898)	3,727
	90,996	58,714

## 9 Tangible fixed assets

	Office equipment and fixtures and fittings £	Motor Vehicles £	Total £
<b>Cost</b>			
At 28 March 1999	191,739	178,251	369,990
Additions	96,371	50,250	146,621
Disposals	(30,315)	(28,989)	(59,304)
<b>At 2 April 2000</b>	<b>257,795</b>	<b>199,512</b>	<b>457,307</b>
<b>Accumulated depreciation</b>			
At 28 March 1999	103,517	61,474	164,991
Charge for year	53,528	39,616	93,144
Disposals	(29,482)	(24,425)	(53,907)
<b>At 2 April 2000</b>	<b>127,563</b>	<b>76,665</b>	<b>204,228</b>
<b>Net book value</b>			
<b>At 2 April 2000</b>	<b>130,232</b>	<b>122,847</b>	<b>253,079</b>
At 28 March 1999	88,222	116,777	204,999

## 10 Debtors

	2000	1998
	£	£
Trade debtors	542,288	635,485
Amounts owed by related undertakings	7,874	7,533
Prepayments and accrued income	17,623	63,015
	567,785	706,033

## 11 Creditors: amounts falling due within one year

	2000	1999
	£	£
Bank overdraft	44,509	-
Trade creditors	37,948	279,400
Amounts owed to related undertakings	2,438	35,552
Corporation tax	83,053	46,700
Other tax and social security	125,921	79,062
Accruals and deferred income	526,775	282,519
	820,644	723,233

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

	2000	1999
	£	£
Amounts due to related undertakings	-	240,000
Other loans repayable between two and five years, not by instalments	-	60,000
	-	300,000

## 13 Provisions for liabilities and charges

	Deferred taxation £
At 28 March 1999	10,233
Charged to the profit and loss account	5,691
At 2 April 2000	15,924

	Provided for 2000 £	Provided for 1999 £	Not Provided for 2000 £	Not provided for 1999 £
<b>Deferred taxation</b>				
Accelerated capital allowances	26,863	10,233	-	-
Other timing differences	(10,939)	-	-	-
	<b>15,924</b>	<b>10,233</b>	<b>-</b>	<b>-</b>

## 14 Called up share capital

	2000 £	1999 £
<b>Authorised</b>		
100,000 ordinary shares of £1 each	<b>100,000</b>	<b>100,000</b>
<b>Allotted and fully paid</b>		
100 ordinary shares of £1 each	<b>100</b>	<b>100</b>

## 15 Profit and loss account

	Profit and loss account £
At 28 March 1999	79,130
Retained profit for the financial year	334,405
<b>At 2 April 2000</b>	<b>413,535</b>

## 16 Reconciliation of movements in shareholders' funds

	2000 £	1999 £
Profit for the financial year	<b>334,405</b>	223,977
Other recognised gains and losses	-	(32,688)
Net movement during year	<b>334,405</b>	191,289
Opening shareholders' funds	<b>79,230</b>	(112,059)
<b>Closing shareholders' funds</b>	<b>413,635</b>	<b>79,230</b>

## 17 Net cash inflow from operating activities

	2000 £	1999 £
Operating profit	433,784	309,200
Currency adjustment	-	(32,688)
Depreciation charge	93,144	65,190
Profit on disposal of fixed assets	(4,120)	(3,039)
Decrease/(increase) in debtors	92,856	(85,301)
Decrease/(increase) in prepayments	45,392	(23,070)
Decrease in creditors	(277,707)	(18,105)
Increase in accruals	229,113	20,181
<b>Net cash inflow from operating activities</b>	<b>662,462</b>	<b>232,368</b>

## 18 Analysis of net debt

	28 March 1999 £	Cash flow £	Non-cash Changes £	31 March 2000 £
Cash at bank and in hand	201,664	227,675	-	429,339
Bank overdraft	-	(44,509)	-	(44,509)
Debt due after one year	(300,000)	300,000	-	-
	(98,336)	483,166	-	384,830

## 19 Reconciliation of net cash flow to movement in net debt

	2000 £	1999 £
Increase in cash in financial year	183,166	62,545
Reduction in long-term loans	300,000	-
<b>Movement in net funds in the year</b>	<b>483,166</b>	<b>62,545</b>
Net funds at 28 March	(98,336)	(160,881)
<b>Net funds at 2 April</b>	<b>384,830</b>	<b>(98,336)</b>

## 20 Pension commitments

The company participates in a defined contribution pension scheme operated by the Guardian Media Group plc, which holds 40% of the ordinary shares of the company. The assets of the scheme are held separately from those of the company and of Guardian Media Group plc in independently administered funds. The pension cost charge represents contributions payable by the company to this fund in respect of its employees and amounted to £8,119 (1999: £10,229).

## 21 Capital commitments

2000	1999
£	£

### Capital expenditure

Contracted for but not provided in the financial statements

## 22 Financial commitments

At 2 April 2000 the company had annual commitments under non-cancellable operating leases expiring as follows:

	Property 2000 £	Property 1999 £	Plant & Machinery 2000 £	Plant & machinery 1999 £
Within one year	-	-	21,405	22,200
Within two to five years	47,225	54,000	-	-
After five years	47,225	54,000	21,405	22,200

## 23 Related party disclosures

The long term funding of the company has been provided by the shareholders in proportions determined by their shareholding. As defined by Financial Reporting Standard 8 "Related Party Disclosures" Guardian Media Group plc and Hurst Publishing Limited were related parties of the company, as each held 40% of the company's issued share capital at 2 April 2000. Amounts of £120,000 were owed to each of these companies at 28 March 1999 and were repaid during the year. The trading balances due to and from these companies at 2 April 2000 are disclosed at notes 10 and 11 above. After the year end, following a change in shareholding, Trader Media Group Limited has become the ultimate controlling party of the company.