## **Scotland On-Line Limited**

# Directors' Report and Accounts for the year ended 31 March 1999

Registered No. SC161678



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## Directors' Report and Accounts For the year ended 31 March 1999

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## **Report of the Directors**

The directors present their report and audited Accounts for the year ended 31 March 1999.

## Results and dividend

The loss for the year amounted to £439,000 (1998 loss: £769,000). The directors recommend that no dividend be paid for the year ended 31 March 1999 (1998: £nil) and that the loss for the year be transferred from reserves.

## Activities and review

The principal activity of the company is to provide internet services. The directors expect that the present level of activity will increase as new business is developed.

The company has net liabilities of £363,000 at 31 March 1999. The directors consider that sufficient funding will be made available to the company by its parent company to continue operations and to meet liabilities as they fall due for the foreseeable future.

## Directors and their interests

The directors who held office during the year were as follows:

William Allan	(appointed 31 March 1999)	Roderick Matthews	(resigned 1 March 1999)
William Anderson		Gerry McAloon	(appointed 27 August 1998)
David Bull	(resigned 31 March 1999)	Christopher Thomson	
David Furniss	(appointed 31 March 1999)	Lewis Thomson	
Neil Haddow	(resigned 27 August 1998)		

None of the directors who held office at the end of the financial year had any disclosable interests in the shares of the company. The interests of the directors (other than those who are also directors of Scottish Power plc) in the shares of Scottish Power plc, at the beginning of the year, or date of appointment if later, and end of the year were as follows:

	Ordinary Shares Sha			Share o	options			
				cutive <u>neme</u>		resave <u>heme</u>		g Term ive Plan
	31.3.99	1.4.98	31.3.99	1.4.98	31.3.99	1.4.98	31.3.99	1.4.98
William Allan	-	-	-	-	-	-	-	-
(appointed 31.3.99)								
William Anderson	-	-	-	-	-	-	-	-
David Bull	1,169	-	-	19,572	-	-	16,845	12,587
David Furniss	-	-	-	-	-	-	-	-
(appointed 31.3.99)								
Gerry McAloon (appointed 27.8.98)	-	-	6,994	6,994	6,581	6,581	10,817	10,817
Christopher Thomson	-	-	-	-	-	-	-	-
Lewis Thomson	-	-	-	-	-	=	-	-
<b>Executive Scheme</b>								
	01.04.98	;	Grante	i	Exercised	i	31.03.99	
David Bull	19,572		-		19,572		-	

## Long Term Incentive Plan

	01.04.98	Granted	Exercised	31.03.99
David Bull	12,587	4,258	-	16,845

<sup>\*</sup> These shares represent, in each case, the maximum number of shares which the directors may receive, dependent on the satisfaction of certain performance criteria as approved by the shareholders of Scottish Power plc in connection with the Long Term Incentive Plan.

## Directors' responsibilities

The directors are required by UK company law to prepare Accounts for each financial year which give a true and fair view of the state of affairs of the company as at the end of the financial year and of the profit or loss of the company for that period.

The directors confirm that suitable accounting policies have been used and applied consistently and that reasonable and prudent judgements and estimates have been made in the preparation of the Accounts for the year ended 31 March 1999. The directors also confirm that applicable accounting standards have been followed and that the Accounts have been prepared on the going concern basis.

The directors are responsible for maintaining proper accounting records, and sufficient internal controls to safeguard the assets of the company and to prevent and detect fraud or any other irregularities.

## Year 2000 policy statement

A year 2000 strategy has been established for the ScottishPower group of which Scotland On-Line Limited is a member. Details are contained within the 1998-99 Annual Report and Accounts of Scottish Power plc.

## **Auditors**

The auditors, Coopers & Lybrand, merged with Price Waterhouse on 1 July 1998. Following this, Coopers & Lybrand resigned and, on 2 October 1998, the directors appointed the new firm PricewaterhouseCoopers as auditors. Special notice has been received by the company of the intention to propose a resolution to reappoint PricewaterhouseCoopers as auditors to the company at the Annual General Meeting. PricewaterhouseCoopers have expressed their willingness to continue in office.

## By order of the Board

D Macleod Secretary

Macleod

5 May 1999

## **Accounting Policies**

## Basis of accounting

The accounts have been prepared under the historical cost convention and in accordance with applicable accounting standards in the UK and with the requirements of the Companies Act 1985.

#### Basis of preparation

The Accounts contain information about Scotland On-Line Limited as an individual company and do not contain consolidated financial information as the parent of subsidiary companies. The company is exempt under section 228 of the Companies Act 1985 from the requirement to prepare consolidated Accounts as it and its subsidiary undertaking are included by full consolidation in the consolidated Accounts of the ultimate holding company Scotlish Power plc, a company registered in Scotland.

#### Turnover

Turnover which excludes Value Added Tax represents the value of goods and services supplied to customers during the period.

## Costs of acquiring customers

Costs associated with acquiring customers are written off over the contract period.

## Tangible fixed assets

Tangible fixed assets are stated at cost and are depreciated on the straight line method over their estimated useful lives. The main depreciation periods used by the company are as set out below:

	Years
Plant & Machinery	10
Equipment	3-5

## Intangible fixed assets

Goodwill is capitalised at cost and amortised over 5 years, commencing in the year following purchase.

#### **Taxation**

The charge for ordinary taxation is based on the losses for the year and takes into account deferred taxation, using the liability method, in respect of timing differences to the extent that it is probable that a liability will crystallise in the foreseeable future. Such timing differences arise primarily from the differing treatment for taxation and accounting purposes of provisions and depreciation of fixed assets.

#### **Pensions**

The company participates in group pension arrangements, consisting of defined benefits and defined contributions, operated by Scottish Power plc. Contributions and pension costs for the defined benefit arrangements are based on pension costs across the group as a whole. Pension costs are accounted for on the basis of charging the expected cost of providing pensions over the period during which the company benefits from the employees' services. The effects of variations from regular costs are spread over the expected remaining working lifetime of members of the scheme after making suitable allowances for future withdrawals. Payments to the defined contribution schemes are charged against profit as incurred.

In a minority of cases the company pays varying levels of contributions to personal pension schemes. The costs are charged against profit as incurred.

## Stocks

Stocks are valued at the lower of cost and net realisable value.

## Profit and Loss Account for the year ended 31 March 1999

	Notes	1999 £'000	1998 £'000
Turnover from continuing operations Cost of sales	1	2,692 (1,591)	1,021 (577)
Gross profit from continuing operations Administrative expenses		1,101 (1,467)	444 (1,217)
Operating loss	. 2	(366)	(773)
Net interest (charge) / receivable	4	(73)	4
Loss on ordinary activities before taxation Taxation		(439)	(769)
Loss for the financial year	15	(439)	(769)

A statement of total recognised gains and losses and a reconciliation to historical cost profits and losses are not shown as all gains and losses for 1998 and 1999 are recognised in the profit and loss account under the historical cost convention.

The accounting policies on pages 4 to 5, together with the notes on pages 9 to 12, form part of these accounts.

## Cash Flow Statement for the year ended 31 March 1999

	Notes	1999	1998
		£'000	£'000
Cash outflow from continuing operating activities	56	(324)	(456)
Returns on investments and servicing of finance			
Interest received		12	4
Free cash flow		(312)	(452)
Capital expenditure and financial investment (outflow) / inflow	5a	(242)	43
Cash outflow before financing		(554)	(409)
Financing			
Loan notes issued		500	500
(Decrease)/increase in cash in year	6	(54)	91

Free cash flow represents cash flow from operating activities after adjusting for returns on investment and servicing of finance.

## Reconciliation of net cash flow to movement in net debt for the year ended 31 March 1999

for the year ended 51 March 1999		1999 £'000	1998 £'000
(Decrease)/increase in cash in year Cash inflow from increase in debt		(54) (500)	91 (500)
Movement in net debt in year		(554)	(409)
Net debt at the end of previous year		(201)	208
Net debt at end of year	6	(755)	(201)

The accounting policies on pages 4 to 5, together with the notes on pages 9 to 12, form part of these accounts.

## **Balance Sheet**

as at 31 March 1999

	Notes	1999 £'000	1998 £'000
Fixed assets			
Intangible assets	7	48	72
Tangible assets	8	684	481
		732	553
Current assets			
Stocks	10	256	130
Debtors	11	1,786	1,103
Cash at bank and in hand		245	299
		2,287	1,532
Creditors: amounts falling due within one year			
Loans and other borrowings	12	(1,000)	(500)
Other creditors	13	(2,382)	(1,509)
		(3,382)	(2,009)
Net current liabilities		(1,095)	(477)
Net (liabilities) / assets		(363)	76
Called up share capital	14,15	1,500	1,500
Profit and loss account	15	(1,863)	(1,424)
Equity shareholders' (deficit) / funds	15	(363)	76

The accounting policies on pages 4 to 5, together with the notes on pages 9 to 12, form part of these accounts.

Approved by the Board on 5 May 1999 and signed on its behalf by

William Allan

Director

Christopher Thomson Director

## Notes to the Accounts

Turnover consists entirely of sales made in the United Kingdom from one class of	business.			
Operating loss				
Operating loss is stated after charging:			1999 £'000	19 £'(
Department on the country of the cou			140	
Depreciation:-tangible owned assets Amortisation of intangible assets Auditors' remuneration for audit			24 8	
Employee information				
(a) Employee costs				
			1999 £'000	19 £*6
Wages and salaries			668	
Social security costs Pension costs			66 9	
Total			743	
(b) Employee numbers	d by the company	noludina av	entito dimentare	mara :
The year end and average numbers of employees (full time and pan time) employee	At 31 Marc		Annual	
	1999	1998	1999	19
By activity	9			
Production Administration Production	14	9 14 2	9 14	
Selling & distribution		3	7	
		26		
Net interest (charge) / receivable				
			1999 £'000	15
Interest on other loans			(85)	£
Total interest payable			(85)	
Interest receivable			12	
Net interest (charge) / receivable			(73)	
Analysis of cash flows	-		···	
(a) Capital expenditure and financial investment			1999 £'000	19 £'
Purchase of tangible fixed assets Sale of tangible fixed assets			(242)	(3
Net cash (outflow) / inflow for capital expenditure and financial investment	<del></del>		(242)	
(b) Reconciliation of operating loss to net cash outflow from continuin	ig operating acti	vities		
			1999	19
Operating loss			£'000 (366)	£'
Depreciation			140	1
Deferred income (released) / received Amortisation of intangible assets			24	(
Increase in debtors Increase in stocks			(683) (126)	(9 (1
Increase in creditors			(324)	1,2
Net cash outflow from continuing operating activities			(324)	
				4, 21 >
Analysis of net debt				At 31 Mar
Analysis of net debt	•	At 1 April 1998 £'000	Cash flow £'000	19 £''
Analysis of net debt  Cash at bank and in hand  Debt due within one year		1998		

## Notes to the accounts

#### 7 Intangible fixed assets

	Goodwill £'000	Total £'000
Cost : At 1 April 1998	90	90
At 31 March 1999	90	90
Amortisation: At 1 April 1998 Charge for the year	18 24	18 24
At 31 March 1999	42	42
Net book value : At 31 March 1999	48	48
At 31 March 1998	72	72
Tangible fixed assets		

## 8

	Plant and	Equipment	Total
	machinery £'000	£'000	£'000
Cost:			
At 1 April 1998	•	596	596
Reclassification	100	(100)	-
Additions	1	342	343
At 31 March 1999		838	939
Depreciation:			
At 1 April 1998	•	115	115
Charge for the year	10	130	140
At 31 March 1999		245	255
Net book value :	91	E02	684
At 31 March 1999		<u>593</u>	084
At 31 March 1998	-	481	481

## **Notes to the Accounts**

	1999 £	1998 3
Cost: At 31 March 1998 and 31 March 1999	2	
Principal subsidiary undertaking Country of registration Golfing Scotland Limited Scotland		
D Stocks		
	1999 £'000	1998 £'00
Work in progress	256	130
1 Debtors		
	1999 £'000	1998 £'00
Amounts failing due within one year :	9/4	00
Trade debtors Amounts owed by fellow subsidiary undertakings	863 744	98: 4
Prepayments and accrued income	179	1,10
2 Loans and other borrowings	1000	
	1999 £'000	£'00
Loans payable to parent undertakings	***	£'00
Scotland On-Line Limited issued loan notes to ScotlishPower Investments Limited and D.C. Thoms Limited to the value of £250,000 each on 5 November 1997. The loan notes rank parri passu.  On 28 July 1998 a further £500,000 of loan notes were issued to ScotlishPower Investments Limited.	1,000  1,000  on and Company Limited in respect of loans to Scotlan	£'00 50 d On-Line
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## Notes to the Accounts

#### 14 Share capital

	1999 £'000	1998 £'000
Authorised: 2,000,000 ordinary shares of £1 each	2,000	2,000
Allotted, called up and fully paid: 1,500,000 ordinary shares of £1 each	1,500	1,500

#### 15 Reconciliation of movements in shareholders' funds

	Share	Profit and loss	Tota
	capital	account	1999
	£'000	£'000	£'000
Balance at 1 April 1998	1,500	(1,424)	76
Retained loss for the year		(439)	(439)
Balance at 31 March 1999	1,500	(1,863)	(363)
	Share capital £'000	Profit and loss account £'000	Total 1998 £'000
Balance at 1 April 1997	1,500	(655)	845
Retained loss for the year		(769)	(769)
Balance at 31 March 1998	1,500	(1,424)	76

#### 16 Pensions

The company participates in group pension arrangements operated by Scottish Power plc. The main pension scheme is of the defined benefit type and its assets are held in a separate trustee administered fund. The fund is valued every three years by a professionally qualified independent actuary, the rates of contribution payable being determined by the actuary. In the intervening years the actuary reviews the continuing appropriateness of the rates. The market value of the Scottish Power plc pension scheme assets as at 31 December 1997, the date of the latest actuarial valuation of the scheme, was £1,292.0 million.

On 31 December 1998 the ScottishPower group closed its existing defined benefit pension schemes to new employees. The group introduced two new pension plans effective from 1 January 1999. The new plans are a defined benefit plan and a defined contribution plan. The defined benefit plan has an employer's contribution of 10% of pensionable salary and the employer's contribution to the defined contribution plan vary dependent on age, between 3%-5%.

The total pension cost of the company was £9,000 (1998: £7,000).

#### 17 Directors' emoluments

No directors were paid emoluments for their services as directors of Scotland On-Line Limited during the year.

## 18 Related party disclosures

In accordance with Financial Reporting Standard No. 8, the following information relates to material related party transactions,

The company had the following transactions and balances with other ScottishPower group companies and D.C.Thomson.

	Value of transactions during the year		Balance outstanding at year end	
	1999 £'000	1998 £'000	1999 £'000	1998 £'000
Sales to other ScottishPower group companies	979	171	744	41
Purchases from other ScottishPower group companies	946	306	1,210	297

Clare Enders, the wife of Christopher Thomson, who trades as Clare Enders Limited performed consultancy work for Scotland On-Line Limited during the year which amounted to £15,970 (1998:£20,000). No amounts were owed by the company to Clare Enders Limited at the year end.(1998:£nil)

William Anderson performed consultancy work for Scotland On-Line Limited during the year which amounted to £9,200 (1998 : £nil). No amounts were owed by the company to William Anderson at the year end (1998 : £nil).

## 19 Ultimate parent company

The directors regard Scottish Power pic as the ultimate parent company. Both the immediate and the ultimate parent company are registered in Scotland.

Copies of the ultimate parent company's consolidated accounts may be obtained from The Secretary, Scottish Power plc, 1 Atlantic Quay, Glasgow G2 8SP

## **Report of the Auditors**

to the members of Scotland-On-Limited

We have audited the Accounts on pages 4 to 12.

## Respective responsibilities of directors and auditors

As described on page 3, the directors are responsible for preparing the Accounts. Our responsibilities, as independent auditors, are established by statute, the Auditing Practices Board and our profession's ethical guidance.

We report to you our opinion as to whether the Accounts give a true and fair view and are properly prepared in accordance with the Companies Act. We also report to you if, in our opinion, the Report of the Directors is not consistent with the Accounts, 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 information contained in the Report of the Directors and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the Accounts.

## 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 Accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the Accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the Accounts 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 Accounts.

## **Opinion**

In our opinion the Accounts give a true and fair view of the state of the company's affairs at 31 March 1999 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Prizewoterhouse Coopers

PricewaterhouseCoopers

Chartered Accountants and Registered Auditors Glasgow

5 May 1999