MAPLIN ELECTRONICS PLC

FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1991

PANNELL KERR FORSTER Chartered Accountants

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22 QCT 1991

# MAPLIN ELECTRONICS PLC (Registered Number 1264385) FINANCIAL STATEMENTS YEAR ENDED 30 JUNE 1991

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# MAPLIN ELECTRONICS PLC COMPANY INFORMATION

# DIRECTORS

R L Allen S W Allen D M Simmons D M Snoad R D Parker

# **SECRETARY**

J C Fawcett

# REGISTERED OFFICE

Maplin Complex Oak Road South Benfleet Essex SS7 2BB

# **AUDITORS**

Pannell Kerr Forster Chartered Accountants New Garden House 78 Hatton Garden London ECIN 8JA

## MAPLIN ELECTRONICS PLC DIRECTORS' REPORT

The directors present their report together with the financial statements of the company for the year ended 30 June 1991.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review continued to be that of mail order and retail distribution of electronic components and kits, together with the publication and distribution of the company's catalogue and magazine.

#### REVIEW OF BUSINESS AND FUTURE DEVELOPMENTS

The result for the year, position of the company and recommended transfer to reserves are as shown in the financial statements.

The company is still committed to its policy of retail expansion. During the year the company opened two new shops with another three expected to commence trading during 1991. This would bring the total number of retail outlets to sixteen.

The company has increased its penetration of the business sales sector of the market and has developed the systems and standard of service required to further exploit this market. Maplin is committed to an ongoing programme of training and quality improvement. As a result, in June 1991, the company was awarded the BS 5750 Kitemark under the British Standards Institute's Registered Stockist Scheme.

## DIVIDENDS

The paid interim and proposed final dividends are shown in the financial statements.

#### MARKET VALUE OF LAND AND BUILDINGS

The difference between the market value and historical cost of land and buildings is as shown in the notes to the financial statements.

#### FIXED ASSETS

Significant changes in fixed assets during the year are summarised in the notes to the financial statements.

## **EMPLOYEES**

Throughout the entire company, the directors rely very heavily on each employee using his or her particular skills to their fullest extent. Some of these skills are creative in terms of writing articles or computer programming or obtaining the best deal from suppliers. Other skills like order picking and packing may appear to be more mundane but are in reality central to the success of the company. Accuracy, attention to detail and commitment have always been hallmarks of Maplin's employees and the directors both recognise and appreciate the contribution that all staff make.

For this reason, the company will always select those employees who possess the right attributes for the job in question. There is therefore no discrimination on the grounds of sex, race, colour, creed, marital status or disability and this is a policy which the company is firmly committed to.

It is also the company's policy to promote from within wherever possible, and equal opportunities will pertain in this area of employee relations as in recruitment.

# MAPLIN ELECTRONICS PLC DIRECTORS' REPORT

# DIRECTORS

The directors in office during the year, and the beneficial interests of the directors and their families in the issued share capital of the company, were as follows:

Name	Class of Capital	30 June 1991	1 July 1990
R L Allen	Ordinary £1	15,456	15,456
S W Allen	Ordinary £1	3,434	3,434
D M Simmons	Ordinary £1	18,910	18,910
D M Snoad	•	· <u>-</u>	•
R D Parker	-	-	-

R D Parker is a director of Brown Shipley Venture Managers Limited, the manager of The Brown Shipley Development Capital Fund, which owns the beneficial interest in 32,000 Cumulative Convertible Voting Participating Preference Shares of £1 each.

## **AUDITORS**

A resolution to reappoint Pannell Kerr Forster as auditors will be put to the members at the Annual General Meeting.

SIGNED ON BEHALF OF THE BOARD

R L ALLEN Chairman



# AUDITORS' REPORT TO THE MEMBERS OF MAPLIN ELECTRONICS PLC

We have audited the financial statements on pages 5 to 18 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the company at 30 June 1991 and of its profit and source and application of funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

PANNELL KERR FORSTER

Conell Ker Forster

Chartered Accountants

8 October 1991

London

# MAPLIN ELECTRONICS PLC PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 1991

		19	991	15	<del>990</del>
	Notes	£	£	£	£
Turnover	2		13,403,041		12,255,066
Cost of sales			(8,065,290)		(7,644,823)
Gross profit			5,337,751		4,610,243
Distribution costs		1,488,901		1,3?1,650	
Administrative expenses		2,939,089		3,255,194	
		***************************************	(4,427,990)		(4,586,844)
			909,761		23,399
Other operating income	3		99,911		114,201
Operating profit	5		1,009,672		137,600
Income from other fixed asset investments			6,000		-
Other interest receivable and similar income			80		59
			1,015,752		137,659
Amounts written off investments			(600)		-
Interest payable and similar charges	6		(708,433)		(681,433)
Profit/(loss) on ordinary activities before taxation			306,719		(543,774)
Tax on profit/(loss) on ordinary activities	7		62,120		(155,473)
Profit/(loss) for the financial year			244,599		(388,301)
Dividends	8		(71,100)		(67,496)
Retained profit/(loss) for the financial year			173,499		(455,797)
Retained reserves brought forward		919,855		1,370,645	
Depreciation of revaluation surplus	18	9,253		5,007	
		9-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	929,108	<del>,</del>	1,375,652
Retained reserves carried forward			1,102,607		919,855

The notes form part of these financial statements.

# MAPLIN ELECTRONICS PLC BALANCE SHEET 30 JUNE 1991

	<u>Notes</u>	£	1991 £	£	<u>1990</u>
FIXED ASSETS Tangible assets Investments	9 10		4,099,648		4,285,075 600
			4,099,648		4,285,675
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	11 12	3,322,886 616,317 10,789		3,898,392 779,501 7,835	·
		3,949,992		4,685,728	
CREDITORS Amounts falling due within one year	13	(4,221,814)		(5,418,661)	
NET CURRENT LIABILITIES			(271,822)		(732,933)
TOTAL ASSETS LESS CURRENT LIABILITIES			3,827,826		3,552,742
CREDITORS  Amounts falling due after more than one year					
Bank loan Directors' loans	14	958,334 350,000		981,250 100,000	
Obligations under hire purchase contracts	15	393,152		518,651	
			(1,701,486)	<del></del>	(1,599,901)
			2,126,340		1,952,841
CAPITAL AND RESERVES Share capital Share premium Revaluation reserve Profit and loss account	16 17 18		70,000 435,518 518,215 1,102,607 2,126,340		70,000 435,518 527,468 919,855

Approved by the board on 8. October 1991

R L ALLEN ROOM

The notes form part of these financial statements.

# MAPLIN ELECTRONICS PLC STATEMENT OF SOURCE AND APPLICATION OF FUNDS FOR THE YEAR ENDED 30 JUNE 1991

	R	<u>1991</u>	£	<u>1</u> .	9 <u>90</u>
SOURCE OF FUNDS Profit/(loss) before taxation	306,719			(543,774)	
Adjustment for items not involving the movement of funds: Depreciation (Profit)/loss on disposal of assets Write off of investment	336,482 (2,555) 600			279,047 20,478	
TOTAL GENERATED FROM/(ABSORBED BY) OPERATIONS			641,246		(244,249)
FUNDS FROM CTHER SOURCES Bank loans Proceeds from sale of assets Hire purchase contracts Directors' loan reclassification Net issue of preference shares Repayment of taxation	7,500 - 250,000 - 177,972			381,870 18,932 418,197 26,153 455,518	
	<del></del>		435,472		1,300,670
		,	1,076,718		1,056,421
APPLICATION OF FUNDS Purchase of fixed assets Payment of taxation Payment of dividends Purchase of investment Repayment of loans Repayment of hire purchase contracts	156,000 94,800 - 22,916 125,499			1,713,985 155,473 42,595 600	
			(399,215)		(1,912,653)
		,	677,503		(856,232)
INCREASE/(DECREASE) IN WORKING CAPITA Stock Debtors Creditors Hire purchase contracts Directors' current accounts	(575,506) (19,561) (182,606) (11,817) 479,430	) ) )		1,066,600 (222,511) (129,232) (126,255) (651,963)	
		•	(310,060)	-	(63,361)
Movement in net liquid funds Cash at bank and in hand			987,563		(792,871)
			677,503		(856,232)

The notes form part of these financial statements.

#### 1 ACCOUNTING POLICIES

#### **Basis of Accounting**

The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain assets and in accordance with applicable Accounting Standards.

#### Turnover

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Turnover represents net invoiced sales of goods and services excluding value added tax.

#### Depreciation

No depreciation is provided on freehold land.

For all other assets, depreciation is provided at rates calculated to write off the cost or valuation, less estimated residual value of each asset over its expected useful life, as follows:

Freehold buildings

- 2% per annum

Short leasehold property Improvements to property over the remaining period of the lease
over the remaining period of the lease

Fixtures and fittings Motor vehicles

15% on reducing balance25% on reducing balance

Computer equipment

- 25% on reducing balance

#### Stocks

Stock is valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow-moving items.

#### Deferred taxation

Provision is made at current rates for taxation deferred in respect of all material timing differences except to the extent that, in the opinion of the directors, there is reasonable probability that the liability will not arise in the foreseeable future.

#### Hire purchase commitments

Assets obtained under hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives.

The costs of operating leases are charged to the profit and loss account as they accrue.

## Government grants

Grants of a revenue nature are credited to income in the period to which they relate.

# 2 TUI NOVER

The turnover and profit before taxation are attributable to the one principal activity of the company,

An analysis of turnover by geographical market is given below:

		<u>1991</u> £	<u>1990</u> £
	Inland sales Export sales	13,075,583 327,458	11,875,281 379,785
		13,403,041	12,255,066
٠	Within the company's principal activity the turnover may be categorised as fo	ollows:	
	Mail order Shops	7,477,723 5,560,235	7,429,929 4,570,488
	Magazine Catalogue	170,535 129,644 27,726	93,615 128,974
	Advertising space Other	37,178	32,060
		13,403,041	12,255,066
3	OTHER OPERATING INCOME		
	Government grants Ronts receivable	76,086 8,393	94,725 7,384
	Other income	15,432	12,092
		99,911	114,201
4	STAFF COSTS		
	Wages and salaries National insurance	2,680,131 201,191	2,347,835 169,560
	Pension costs Other staff costs	47,110 40,488	156,125 140,379
		2,968,920	2,813,899
	The average weekly number of employees during the year was as follows:	Number	Number
	Administration and management	89	87
	Production and despatch Retail outlets	116 72	122 59
		277	268
		<del></del>	

5	OPER.	ATING PROFIT	<u>1991</u> £	<u>1990</u> £
	(a)	Operating profit is stated after charging/(crediting)		
	(/	Directors' remuneration (see below)	147,794	136,948
		Depreciation	336,482	279,047
		(Profit)/loss on disposal of fixed assets	(2,555)	20,478
		Auditors' remuneration	11,500	14,500
		Hire of plant and machinery	11,026	20,559
		Exceptional items:	11,020	ودد,ند
		VAT refunds	(81,162)	_
		Costs arising from relocation of distribution	(01,102)	_
		warehouse		193,649
		warenouse	•	173,049
				وروالا اجتباعت جيجي
	(b)	Directors emoluments are made up as follows:		
	(~)	Fees	6,600	5,667
		Emoluments including benefits in kind	159,081	144,757
		Situations measure volume in the		
			165,681	150,424
			·	•

The emoluments of the chairman, including benefits in kind, but excluding pension contributions, were £50,650 (1990: £45,870). Other directors' emoluments, excluding pension contributions, fell within the following ranges:

		<u> 1991</u> <u>Number</u>	<u>1990</u> <u>Number</u>
£ 5,001 £25,001 £30,001	- £10,000 - £30,000 - £35,000	1 1	1 2 1
£35,001	- £40,000	î	•

6	INTEREST PAYABLE AND SIMILAR CHARGES	<u>1991</u> £	1990 £
	On loans repayable within five years:		
	Bank loans and overdrafts (see below)	377,742	414,498
	Hire purchase contracts	122,704	89,689
	Directors loans and current accounts	104,192	106,838
	Other loans	5,605	1,494
		*** <u>**********************************</u>	~
		610,243	612,519
	Other loans repayable wholly or in part after five years:	98,190	68,914
	area in Junius		
		708,433	681,433
		***************************************	

Interest payable on bank loans and overdraft repayable within five years includes £18,371 (1990: £32,751) resulting from bridging loans advanced to employees to assist their relocation to South Yorkshire.

## 7 TAXATION

The tax charge on the profit (1990: credit on loss) on ordinary activities for the year was as follows:

	<u>1991</u> £	<u>1990</u> £
Based on the adjusted results for the year: UK Corporation tax at current rates	62,120	(155,473)
	•	

The charge for the current year was reduced by £27,828 due to the availability of losses brought forward.

No provision has been made for any chargeable gains which might arise in the event of properties being sold at their revalued amounts.

## 8 DIVIDENDS

Dividends paid and proposed during the year relate to the 32,000 Cumulative Convertible Voting Participating Preference Shares in issue, and were as follows:

	<u>1991</u> £	1 <u>990</u> £
Interim dividend - paid Final dividend - proposed	35,550 35,550	31,946 35,550
	71,100	67,496
	paragraphy to the control of the con	-

No dividends have been paid or are proposed on Ordinary Share capital.

Additions - 6,094 11  At 30 June 1991 2,674,680 105,392 23  Depreciation At 1 July 1990 42,488 11,562 3  Charge for year 48,409 5,280 1  At 30 June 1991 90,897 16,842 4  Net Book Values At 30 June 1991 2,583,783 88,550 19  At 1 July 1990 2,632,192 87,736 18  Fixtures & Motor Computer equipment f f fittings rehicles equipment f f f f f f f f f f f f f f f f f f f	2,329 7,469 
Depreciation	2,476
At 1 July 1990 Charge for year  At 30 June 1991  At 30 June 1991  Net Book Values At 30 June 1991  At 1 July 1990  At 1 July 1990  Fixtures & Motor Computer fultings vehicles equipment fultings  Cost or valuation At 1 July 1990  At 1 July 1990  1,147,194  Additions  42,488  11,562  3  48,409  5,280  1  1  Computer fullings  Vehicles equipment  E  Cost or valuation At 1 July 1990  Additions  68,991  20,500  42,946	
Net Book Values	
At 39 June 1991  At 1 July 1990  2,583,783  88,550  19  2,632,192  87,736  18  Fixtures & Motor Computer Explicitings vehicles equipment Explicitings Explicitings Explicitions  Cost or valuation At 1 July 1990  1,147,194  232,456  608,060  4,98  Additions  68,991  20,500  42,946  15	4,673
Fixtures & Motor Computer    fittings   vehicles   equipment   T	5,125
Cost or valuation         1,147,194         232,456         608,060         4,91           Additions         68,991         20,500         42,946         148	9,853
At 1 July 1990 1,147,194 232,456 608,060 4,98 Additions 68,991 20,500 42,946 15	otal £
	34,017 55,000 (1,900)
At 30 June 1991 1,216,185 241,056 651,006 5,13	28,117
Charge for year 131,610 40,094 98,892 3	98,942 36,482 (6,955)
At 30 June 1991 433,793 113,336 328,928 1,0	28,469
Net Book Values At 30 June 1991 782,392 127,720 322,078 4,0	99,648
At 1 July 1990 845,011 152,259 378,024 4,2	

9	TANGIBLE FIXED ASSETS (continue	d)			£		
	The freehold land and buildings comprised Valuation 1988 Valuation 1987 Valuation Capitalised interest	ise:			1,826,546 725,000 61,000 62,134		
					2,674,680		
	If they had not been revalued, they wo	uld be included	in the financial	l statements	at the following	g amounts:	
	Cost				2,138,394		
	Accumulated depreciation				72,827		
	Fixed assets held under hire purchase contracts are as follows:						
		Freehold <u>buildings</u> £	Fixtures & <u>fittings</u> £	Motor <u>vehicles</u> £	Computer equipment £	<u>Total</u> £	
	Cost At 1 July 1990 New contracts Settlements	62,500 - -	425,990 - -	154,798 (16,102)	283,522 94,980 (7,085)	926,810 94,980 (23,187)	
	At 30 June 1991	62,500	425,990	138,696	371,417	998,603	
	Depreciation At 1 July 1990 Charge for year Eliminated on settlements	938 1,250	44,026 57,295	36,892 27,495 (8,177)	100,373 69,088 (5,310)	182,229 155,128 (13,487)	
	At 30 June 1991	2,188	101,321	56,210	164,151	323,870	
	Net Book Values At 30 June 1991.	60,312	324,669	82,486	207,266	674,733	
	At 1 July 1990	51,562	381,964	117,906	183,149	744,581	

10	FIXED ASSET PRESTMENTS	1991 £	1990 £
	Unlisted Investments: At cost	*	600
	The company owns a 50% holding in the allotted share capital of Inline Design which provides artwork and design services. Full provision was made against during the year.	Systems Limited the value of th	i, a company e investment
11	STOCKS	1991 £	1990 £
	Finished goods	3,322,886	3,898,392
12	DEBTORS		
	Trade debtors Other debtors (see below) Prepayments Recoverable advance corporation tax - within one year - after more than one year	454,486 27,264 110,867 11,850 11,850	353,699 342,641 71,311 11,850
		616,317	779,501.

Other debtors includes a loan to a director, Mr D M Snoad of £1,080 (1990: £2,259), including £80 of unpaid interest. The maximum amount outstanding at any time during the year was £2,259. There is no provision in the financial statements at 30 June 1991 for non-recovery of all or part of the loan, or of any interest thereon.

13	CREDIT	TORS	1991 £	1 <u>990</u> £
	Amounts falling due within one year: Bank loans and overdrafts (see note 14) Payments received on account Trade creditors Customer credits Other creditors including taxation and social security Corporation tax Accruals and deferred income Obligations under hire purchase contracts (see note 15) Directors' current accounts Other creditors Proposed dividends (see note 8) Advance corporation tax		2,105,238 84,555 898,398 96,854 298,896 62,120 213,854 205,363 172,534 36,602 35,550 11,850	3,089,847 19,956 685,314 91,854 220,457 284,777 193,546 651,964 145,396 35,550
			4,221,814	5,418,661
14	BANK	LOANS AND OVERDRAFTS		
	The ag	The aggregate amount of bank loans and overdrafts was as follows:		
	(a)	Falling due within one year: Bank overdraft Bank loan - current portion Staff bridging loan	2,080,238 25,000	2,893,781 25,000 171,066
			2,105,238	3,089,847
	(b)	Falling due after more than one year: Bank loans repayable - within five years	712,500	587,500 303,750
		- after five years	245,834	393,750
			958,334	981,250
		Aggregate amounts	3,063,572	4,071,097
			<del></del>	

The bank overdraft is secured by a legal charge over the company's freehold properties, and an equitable charge by virtue of a debenture over the company's leasehold property. In addition, the bank holds a floating charge over the company's net assets.

## 14 BANK LOANS AND OVERDRAFTS (continued)

There are three loans in existence at the balance sheet date:

#### Loun No 1

Repayable in monthly instalments of £2,083 and bearing interest at 2% over base rate. The loan is secured by a legal charge over the Freehold Land and Buildings situated at Oak Road South, Benfleet, Essex and at 284 London Road, Westcliff-on-Sea, Essex.

#### Loan No 2

Repayable in eight half-yearly instalments of £62,500 commencing January 1994 and bearing interest at 7% per annum, after rebates. The loan is secured by a legal charge over the Freehold Land and Buildings situated at Valley Road, Wombwell, South Yorkshire.

#### Loan No 3

Repayable in full in February 1995, being five years after the date on which the loan was drawn and bearing interest at 10.67% per annum, after rebates. The loan is subject to the same security as Loan No 2.

15	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS			£		
	Net obligations under hire purchase contracts are payable: Within one year Between two and five years			205,363 393,152		
					598,515	
16	CALLEI	CALLED UP SHARE CAPITAL			<u>1991</u> £	1 <u>990</u> £
	Authoris	eď:				
	Number 41,660		Class Ordinary	Nominal Value £1	41,660	41,660
	32,000		Cumulative Convertible Voting Participating Preferes	£1	32,000	32,000
					73,660	73,660
	Allotted, Issued and Fully Paid: 38,000 Ordinary Shares of £1 each			38,000	38,000	
	32,000	Cumulative C Voting Partici Preference Sh			32,000	32,000
					70,000	70,000
					<del></del>	

17	SHARE PREMIUM RESERVE	1991 £			
	At 1 July 1990 and 30 June 1991	435,518			
18	REVALUATION RESERVE				
	At 1 July 1990 Transfer to Profit and Loss Account	527,468 (9,253)			
	At 30 June 1991	518,215			
19	CONTINGENT LIABILITIES				
	a) There is a contingent liability in respect of a £35,000 duty deferment	t bond to Customs	and Excise.		
	b) The company has guaranteed the overdraft of Inline Design System 30 June 1991 amounted to £40,087 (1990: £34,938).	ns Limited. The o	verdraft at		
20	CAPITAL COMMITMENTS	<u>1991</u> £	1990 £		
	Authorised by the directors but not contracted for	186,046			
		186,046	-		
21	PENSION COMMITMENTS				
	The company has a fully insured pension scheme for its present directors and employees. Premiums paid to this scheme amounted to:				
		1991 £	1990 £		
	Directors Employees	6,835 113,275	8,354 74,771		
		120,110	83,125		

# 21 PENSION COMMITMENTS (continued)

During the year ended 30 June 1990, a provision of £73,000 was made to cover an estimated funding gap which was thought to have arisen since the last actuarial report was made. However, a scheme valuation carried out as at 1 April 1990 subsequent to the finalisation of the company's 1990 accounts showed that there was no deficiency in the current funding level and the provision has consequently been released.

The scheme is a defined benefit funded scheme, contributions being payable both by employees and by the company. The scheme utilises the "Projected Unit Credit" method of valuation, which is designed to give stable contribution rates from one valuation to the next provided the age distribution of the scheme remains reasonably constant and the experience of the scheme broadly follows the valuation assumptions.

The valuation was carried out in accordance with the guidelines issued by the Institute and Faculty of Actuaries using the recommended bases of Consulting Actuaries, Barnett Waddingham & Company, 11 Tufton Street, London SW1P 3QB.

At the date of this valuation, the market value of scheme assets was £558,500 and the level of funding (i.e. ratio of assets to liabilities) was 108%. The calculated regular contribution rate is 8.8%, less an adjustment of 0.3% to amortise the scheme surplus. Of this amount, 3% is payable by participating employees.

The main assumptions underlying the valuation were as follows:

Valuation rate of interest Rate of salary growth Mortality, pre and post retirement and withdrawals 10% per annum 8% per annum

Similar to that experienced by Guardian Royal Exchange insured scheme generally.