# HAKLUYT & COMPANY LIMITED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2004



# FINANCIAL STATEMENTS

Contents	Pages
Officers and professional advisers	1
The directors' report	2 to 3
Independent auditors' report to the shareholders	4
Profit and loss account	5
Statement of total recognised gains and losses	6
Balance sheet	7
Cash flow statement	8
Notes to the financial statements	9 to 16

# OFFICERS AND PROFESSIONAL ADVISERS

The Board of Directors

Sir William Purves Christopher James

Sir John Weston Keith Craig

Lady Getty (appointed 1 September 2003)

**Company Secretary** 

Susan Stafford

Registered Office

34 Upper Brook Street

London W1K 7QS

Auditors

Chiene & Tait, CA 61 Dublin Street Edinburgh EH3 6NL

**Bankers** 

Coutts & Co 440 Strand London WC2R 0QS

**Solicitors** 

Speechly Bircham 6 St Andrew Street

London EC4 3LX

#### THE DIRECTORS' REPORT

#### YEAR ENDED 30 JUNE 2004

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 30 June 2004.

# Principal activities and review of the business

The principal activity of the company during the year was the research and supply of information for the use of commerce.

The company increased both sales and profits over the year, aided by a gradual improvement in the global economy and a strengthening of relationships with key clients. Initial forecasts for the new financial year are promising.

## Risk management

The Directors keep under constant review the major risks to which the company is exposed and are satisfied that a system of continuing assessment is in place to mitigate the exposure of such risks.

## Results and dividends

The trading results for the year, and the company's financial position at the end of the year are shown in the attached financial statements.

The directors recommended the following dividends:

	2004	2003
	£	£
Dividends paid on ordinary shares	627,900	463,200

# The directors and their interests in the shares of the company

The directors who served the company during the year together with their beneficial interests in the shares of the company were as follows:

		Ordinary	Shares of £1 each
		At 30 June 2004	At I July 2003 or later date of appointment
Sir William Purves Christopher James Sir John Weston		5,000 18,000 400 4,500	5,000 18,000 400 1,000
Keith Craig Lady Getty Michael Reynolds	(Appointed 1 September 2003) (Retired 28 May 2004)	<del>-</del> -	15,000

In addition to the above, Keith Craig has options to purchase 4,500 shares for a consideration of £58 per share. The option period for these shares is 28 February 2005 to 28 February 2010.

#### Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company at the end of the year and of the profit or loss for the year then ended. In preparing those financial statements, the directors are required to:

select suitable accounting policies, as described on page 9, and then apply them consistently;

make judgements and estimates that are reasonable and prudent; and

prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

#### THE DIRECTORS' REPORT (continued)

#### YEAR ENDED 30 JUNE 2004

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. The directors 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.

#### **Donations**

During the year the company made the following contributions:

	2004	2003
	£	£
Charitable	10,400	7,560

#### Shares

During the first half of the year the company issued 1,700 ordinary £1 shares for a total consideration of £153,000. During the second half of the year, at the request of two shareholders, 13,700 ordinary £1 shares were repurchased by the company for a consideration of £1,383,700. The shares repurchased represent 16.3% of the issued share capital.

#### Auditors

A resolution to re-appoint Chiene & Tait, CA as auditors for the ensuing year will be proposed at the annual general meeting in accordance with section 385 of the Companies Act 1985.

Signed by order of the directors

Susan Stafford

Company Secretary

Approved by the directors on 22 September 2004



#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS

#### YEAR ENDED 30 JUNE 2004

We have audited the financial statements on pages 5 to 16 which have been prepared under the historical cost convention and the accounting policies set out on page 9.

This report is made solely to the company's shareholders, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's shareholders those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

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 Act 1985. 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 with the company 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.

#### Basis of audit opinion

We conducted our audit in accordance with United Kingdom 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 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 as at 30 June 2004 and of its profit for the year then ended, and have been properly prepared in accordance with the Companies Act 1985.

CHIENE & TAIT, CA
Registered Auditors
61 Dublin Street
Edinburgh
EH3 6NL

lat

22 September 2004

# PROFIT AND LOSS ACCOUNT

# YEAR ENDED 30 JUNE 2004

		2004	2003
	Note	£	(Restated) £
Turnover	2	7,666,708	5,830,603
Cost of sales		(1,880,551)	(1,347,105)
Gross profit		5,786,157	4,483,498
Administrative expenses		(3,968,958)	(3,329,586)
Operating profit	3	1,817,199	1,153,912
Interest receivable and similar income Interest payable and similar charges	6	62,880 -	59,017 (17,936)
Profit on ordinary activities before taxation		1,880,079	1,194,993
Tax on profit on ordinary activities	7	(551,158)	(401,097)
Profit on ordinary activities after taxation		1,328,921	793,896
Dividends	8	(627,900)	(463,200)
Retained profit for the financial year		701,021	330,696

All of the activities of the company are classed as continuing.

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

	2004	2003 (Restated)
	£	£
Profit for the financial year attributable to the shareholders	1,328,921	793,896
Total gains and losses relating to the year	1,328,921	793,896
Prior year adjustment (as explained in note 1)	(106,038)	_
Total gains and losses recognised since the last annual report	1,222,883	793,896

## BALANCE SHEET

**30 JUNE 2004** 

			2004	2003 (Restated)
	Note	£	£	£
Fixed assets				
Tangible assets Investments	9 10		1,878,015	1,892,447 76,747
nivestments	10		77,347	70,747
			1,955,362	1,969,194
Current assets				
Stocks	11	9,376		49,156
Debtors  On head and in head	12	1,791,785		1,201,248
Cash at bank and in hand		717,386		1,118,177
		2,518,547		2,368,581
Creditors: amounts falling due within one year	13	2,112,313		1,448,567
Net current assets			406,234	920,014
Total assets less current liabilities			2,361,596	2,889,208
Provisions for liabilities and charges				
Deferred taxation	15		15,121	13,054
			2,346,475	2,876,154
Capital and reserves				
Called-up equity share capital	18		65,200	77,200
Share premium account	19		949,700	798,400
Capital Redemption Reserve	20		18,700	5,000
Profit and loss account	21		1,312,875	1,995,554
Shareholders' funds	22		2,346,475	2,876,154

These financial statements were approved by the directors on the 22 September 2004 and are signed on their behalf by:

Sir William Purves

Keith Craig

# CASH FLOW STATEMENT

			2004	2003
N	ote	£	£	£
Net cash inflow from operating activities	23		1,829,857	1,968,672
Returns on investments and servicing of finance Interest received Interest paid		68,431 -		53,319 (17,936)
Net cash inflow from returns on investments and servicing finance	of	<del></del>	68,431	35,383
Taxation			(417,851)	(222,064)
Capital expenditure and financial investment Payments to acquire tangible fixed assets Receipts from sale of fixed assets Acquisition of investments		(22,028)		(36,384) 410 (57,500)
Net cash outflow for capital expenditure and financial investment			(22,628)	(93,474)
Equity dividends paid*			(627,900)	(617,600)
Cash inflow before financing			829,009	1,070,917
Financing Issue of equity share capital Share premium on issue of equity share capital Purchase of own equity shares Premium on purchase of own equity shares Repayment of bank loans Net cash outflow from financing		1,700 151,300 (13,700) (1,370,000)	(1,230,700)	(5,000) (490,000) (1,000,000) (1,495,000)
Decrease in cash	24		(400,791)	(424,083)

<sup>\*</sup> Included within the equity dividends paid of £617,600 for the year ended 30 June 2003 were dividends of £154,400 that were proposed but unpaid as at 30 June 2002.

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 JUNE 2004

#### 1. Accounting policies

#### Basis of accounting

The financial statements have been prepared under the historical cost convention.

#### Turnover

Turnover represents the invoiced value of services less value added tax.

#### Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Leasehold Improvements - 10% Reducing balance
Office Equipment - 25% Reducing balance
Furniture and Fittings - 20% Reducing balance
Computer Equipment - 33% Reducing balance

Depreciation is not charged on long leasehold property as the charge would be immaterial due to the length of the useful economic life of the property.

In accordance with Financial Reporting Standard 15 an impairment review under Financial Reporting Standard 11 is performed on this property. The results of this review showed that the recoverable amount is in excess of the carrying amount, and accordingly in the directors' opinion no impairment exists at 30 June 2004.

#### Work in progress

Work in progress is valued on the basis of the lower of direct costs and net realisable value.

#### Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

#### Pension costs

The company contributes to two Group Personal Pension Schemes. The annual contributions payable are charged to the profit and loss account.

#### **Deferred taxation**

Deferred tax is provided on the liability method to take account of timing differences between the treatment of certain items for accounting purposes and the treatment for tax purposes. Tax deferred is accounted for in respect of all material timing differences. Deferred tax assets are only recognised to the extent that they are regarded as recoverable.

#### Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date, or where appropriate at the forward contract rate. For transactions in foreign currencies where no foreign currency bank account exists, these are recorded at the rate ruling at the date of the transaction.

#### Investments

Investments held as fixed assets are stated at cost less provision for any permanent diminution in value.

#### Prior year adjustment

The prior year figures have been restated to reflect the provision of a potential liability following notification from the liquidator of a company in the USA that it was trying to recover bills paid prior to the bankruptcy of the company. The effect of this provision was a reduction in the retained profits for the year ended 30 June 2003 of £106,038.

#### 2. Turnover

#### Geographical Segments

The directors are of the opinion that disclosure of segmental information would be prejudicial to the company's interests, and consequently such information has not been disclosed.

# NOTES TO THE FINANCIAL STATEMENTS

Directors' emoluments
Directors' emoluments
Depreciation         36,460         38,768           Auditors' remuneration         6,000         5,500           - for other services         19,815         25,000           Operating lease costs         13,000         13,000           - Land and buildings         1,620         -           Net loss on foreign currency translation         47,855         21,815           4. Particulars of employees           The average number of staff employed by the company during the financial year amounted to:           No         No           No         No           Directors         5         5           Executives         7         4           Administrative staff         4         4           The aggregate payroll costs of the above were:         2004         2003
Depreciation         36,460         38,768           Auditors' remuneration         6,000         5,500           - for other services         19,815         25,000           Operating lease costs         13,000         13,000           - Land and buildings         1,620         -           Net loss on foreign currency translation         47,855         21,815           4. Particulars of employees           The average number of staff employed by the company during the financial year amounted to:           2004         2003           No         No           Directors         5         5           Executives         7         4           Administrative staff         4         4           4         4         4           16         13           The aggregate payroll costs of the above were:
- as auditors         6,000         5,500           - for other services         19,815         25,000           Operating lease costs         3,000         13,000         13,000           - Under equipment         1,620         -           Net loss on foreign currency translation         47,855         21,815           4. Particulars of employees           The average number of staff employed by the company during the financial year amounted to:           2004         2003           No         No         No           Directors         5         5           Executives         7         4           Administrative staff         4         4           4         4         4           16         13           The aggregate payroll costs of the above were:         2004         2003
- for other services       19,815       25,000         Operating lease costs       13,000       13,000         - Land and buildings       1,620       -         - Other equipment       1,620       -         Net loss on foreign currency translation       47,855       21,815         4. Particulars of employees         The average number of staff employed by the company during the financial year amounted to:         2004       2003         No       No         Directors       5       5         Executives       7       4         Administrative staff       4       4         The aggregate payroll costs of the above were:       2004       2003
Operating lease costs
- Land and buildings - Other equipment Net loss on foreign currency translation  4. Particulars of employees  The average number of staff employed by the company during the financial year amounted to:  2004 No No Directors Executives Administrative staff  The aggregate payroll costs of the above were:  2004 2003 No No The aggregate payroll costs of the above were:  2004 2003 2003 2004 2003 2004 2003 2004 2003 2004 2003 2004 2003 2004 2003 2004 2003
- Other equipment
4. Particulars of employees         The average number of staff employed by the company during the financial year amounted to:         2004       2003         No       No       No         Directors       5       5         Executives       7       4         Administrative staff       4       4         The aggregate payroll costs of the above were:       2004       2003
The average number of staff employed by the company during the financial year amounted to:
2004   2003   No   No   No   No   No   No
No No No   No   No
Directors       5       5         Executives       7       4         Administrative staff       4       4         In aggregate payroll costs of the above were:       2004       2003
Executives 7 4 $\frac{4}{4}$ Administrative staff $\frac{4}{16}$ $\frac{13}{13}$ The aggregate payroll costs of the above were:
Administrative staff
The aggregate payroll costs of the above were:  2004 2003
The aggregate payroll costs of the above were:  2004 2003
<b>2004</b> 2003
<b>2004</b> 2003
£
Wages, salaries and bonuses 2,315,399 1,684,293
Social security costs 288,222 189,988
Other pension costs 153,024 117,311
2,756,645 1,991,592
5. Directors' emoluments
The directors' aggregate emoluments in respect of qualifying services were:
2004 2003 £ £
Emoluments receivable 1,258,592 998,818
Value of company pension contributions to money purchase schemes 62,583 62,000
1,321,175 1,060,818
Emoluments of highest paid director:
2004 2003
2004 2003 £ £
£
£ £ Total emoluments (excluding pension contributions) 440,685 351,485
£

# NOTES TO THE FINANCIAL STATEMENTS

5.	Directors' emoluments (continued)		
	The number of directors who accrued benefits under company pension sch	emes was as follow	/\$:
		2004 No	2003 No
	Money purchase schemes	3	3
6.	Interest payable and similar charges		
		2004 £	2003 £
	Interest payable on bank borrowing Other similar charges payable	<u></u>	17,840 96
		<del></del>	17,936
7.	Taxation on ordinary activities		
	(a) Analysis of charge in the year	2004	2003 (Restated)
	Current tax: In respect of the year: UK Corporation tax based on the results for the year at 30% (2003 - 30%) (Over)/under provision in prior year	£ 600,180 (51,089)	£ 394,209 236
	Total current tax	549,091	394,445
	Deferred tax:		
	Origination and reversal of timing differences	2,067	6,652
	Tax on profit on ordinary activities	551,158	401,097
	(b) Factors affecting current tax charge		
	The tax assessed on the profit on ordinary activities for the year is corporation tax in the UK of 30% (2003 - 30%).	lower than the sta	indard rate of
		2004	2003 (Restated) £
	Profit on ordinary activities before taxation	£ 1,880,079	1,194,993
	Profit on ordinary activities multiplied by full rate of UK corporation tax Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Marginal relief Adjustments to tax charge in respect of previous periods	564,024 60,986 (24,830) – (51,089)	358,498 46,202 (5,805) (4,686) 236
	Total current tax (note 7(a))	549,091	394,445

## NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 30 JUNE 2004

8.	Dividends					
	The following dividends	have been paid in re	espect of the ye	ar:		
					2004 £	2003 £
	First Interim Dividend pa Second Interim Dividend				236,700 391,200	154,400 308,800
					627,900	463,200
9.	Tangible fixed assets					
		Long Leasehold Property & Leasehold Improv'ts £	Office equipment £	Furniture & Fittings £	Computer Equipment £	Total £
	Cost At 1 July 2003 Additions	1,777,409	34,294	91,979 655	124,842 21,373	2,028,524 22,028
	At 30 June 2004	1,777,409	34,294	92,634	146,215	2,050,552
	<b>Depreciation</b> At 1 July 2003 Charge for the year	1,523 1,368	20,795 3,374	41,802 10,562	71,957 21,156	136,077 36,460
	At 30 June 2004	2,891	24,169	52,364	93,113	172,537
	Net book value At 30 June 2004	1,774,518	10,125	40,270	53,102	1,878,015
	At 30 June 2003	1,775,886	13,499	50,177	52,885	1,892,447
10.	Investments					
	Hakluyt manuscripts, a	ntique office furni	ture and artw	ork		£
	Cost At 1 July 2003 Additions					76,747 600
	At 30 June 2004					77,347
	Net book value At 30 June 2004					77,347
	At 30 June 2003					76,747

The above investments represent Hakluyt manuscripts costing £19,247, antique office furniture costing £57,500 and artwork costing £600.

## NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 30 JUNE 2004

11.	Stocks		
		2004 £	2003 £
	Work in progress	9,376	49,156
12.	Debtors		
		2004 £	2003 £
	Trade debtors Corporation tax repayable Other debtors Prepayments and accrued income	1,594,289 77,231 9,634 110,631 1,791,785	1,108,003 10,748 82,497 1,201,248
13.	Creditors: amounts falling due within one year		
		2004	2003 (Restated)
		£	£
	Trade creditors Corporation tax Other taxation and social security Other creditors Accruals and deferred income	266,194 600,180 737,444 101,868 406,627	214,778 391,709 163,079 252,620 426,381
		2,112,313	1,448,567

#### 14. Pensions

The company operates two defined contribution Group Personal Pension Plans. The pension cost charge represents contributions payable by the company to the funds and amounted to £153,024 (2003:£117,311). At 30 June 2004 pension contributions of £7,963 were outstanding (2003: nil).

## 15. Deferred taxation

	2004 £	2003 £
The movement in the deferred taxation provision during the year was:		
Provision brought forward	13,054	6,402
Profit and loss account movement arising during the year	2,067	6,652
Provision carried forward	15,121	13,054
The provision for deferred taxation consists of the tax effect of timing difference	ences in respect of	;
	2004 £	2003 £
Excess of taxation allowances over depreciation on fixed assets	17,510	15,484
Short term timing differences	(2,389)	(2,430)
	15,121	13,054

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 30 JUNE 2004

#### 16. Commitments under operating leases

At 30 June 2004 the company had annual commitments under non-cancellable operating leases as set out below.

	2004		200	)3
	Land &	Other	Land &	
	Buildings	Items	Buildings	Other Items
	£	£	£	£
Operating leases which expire:				
Within 2 to 5 years	_	1,620	_	_
After more than 5 years	13,000	_	13,000	_
	13,000	1,620	13,000	

The operating lease for land and buildings relates to ground rent for the Company's premises at 34 Upper Brook Street, London. The other operating lease relates to the lease of a photocopier.

## 17. Related party transactions

In August 2002 the company loaned an employee £9,000. Interest is charged at 3% per annum on the loan which is being repaid on a monthly basis. £3,250 was outstanding at the year end.

#### 18. Share capital

#### Authorised share capital:

			2004 £	2003 £
100,000 Ordinary shares of £1 each			100,000	100,000
Allotted, called up and fully paid:	2004		2003	
	No	£	No	£
Ordinary shares of £1 each	65,200	65,200	77,200	77,200

During the year the company issued 1,700 ordinary £1 shares for a total consideration of £153,000. The company also repurchased 13,700 ordinary £1 shares for a consideration of £1,383,700.

The company has share option schemes under which options for 8,775 ordinary shares have been granted as follows:

	Option granted by the Board	Number of shares	Option price per share	Option period
Approved				
Ordinary £1 shares	31/01/01	1,000	£43	01/05/04-30/04/09
Ordinary £1 shares	22/04/03	1,724	£58	28/02/05-28/02/10
Ordinary £1 shares	22/04/03	3,275	£58	30/05/06-30/05/11
		5,999		
		======		
Unapproved				
Ordinary £1 shares	30/05/03	2,776	£58	28/02/05-28/02/10

# NOTES TO THE FINANCIAL STATEMENTS

Closing shareholders' equity funds

# YEAR ENDED 30 JUNE 2004

19.	Share premium account			
			2004 £	2003 £
	Balance brought forward Premium on shares issued in the year		798,400 151,300	798,400 -
	Balance carried forward		949,700	798,400
20.	Capital redemption reserve			
			2004 ₤	2003 £
	Balance brought forward Purchase of own shares		5,000 13,700	5,000
			18,700	5,000
21.	Profit and loss account		2004	2003
			-00.	2000
			e	
	Delenge has get forward		£	£
	Balance brought forward Retained profit for the financial year Purchase of own shares		£ 1,995,554 701,021 (1,383,700)	£ 2,159,858 330,696
	Retained profit for the financial year		1,995,554 701,021	£ 2,159,858 330,696 (495,000
22.	Retained profit for the financial year Purchase of own shares		1,995,554 701,021 (1,383,700)	£ 2,159,858 330,696 (495,000
22.	Retained profit for the financial year Purchase of own shares Balance carried forward		1,995,554 701,021 (1,383,700)	£ 2,159,858 330,696 (495,000) 1,995,554
22.	Retained profit for the financial year Purchase of own shares Balance carried forward	£	1,995,554 701,021 (1,383,700) 1,312,875	£ 2,159,858 330,696 (495,000) 1,995,554 2003 (Restated)
22.	Retained profit for the financial year Purchase of own shares Balance carried forward	£	1,995,554 701,021 (1,383,700) 1,312,875	2,159,858 330,696 (495,000 1,995,554 2003 (Restated) £
22.	Retained profit for the financial year Purchase of own shares Balance carried forward  Reconciliation of movements in shareholders' funds  Profit for the financial year	£	1,995,554 701,021 (1,383,700) 1,312,875 2004 £ 1,328,921	2,159,858 330,696 (495,000 1,995,554 2003 (Restated) £ 793,896 (463,200
22.	Retained profit for the financial year Purchase of own shares Balance carried forward  Reconciliation of movements in shareholders' funds  Profit for the financial year	1,700 151,300	1,995,554 701,021 (1,383,700) 1,312,875 2004 £ 1,328,921 (627,900)	2,159,858 330,696 (495,000 1,995,554 2003 (Restated) £ 793,896 (463,200
22.	Retained profit for the financial year Purchase of own shares  Balance carried forward  Reconciliation of movements in shareholders' funds  Profit for the financial year Dividends  New equity share capital subscribed Premium on new share capital subscribed  Purchase of own equity shares	1,700 151,300 ———————————————————————————————————	1,995,554 701,021 (1,383,700) 1,312,875 2004 £ 1,328,921 (627,900)	2,159,858 330,696 (495,000) 1,995,554 2003 (Restated) £ 793,896 (463,200) 330,696
22.	Retained profit for the financial year Purchase of own shares  Balance carried forward  Reconciliation of movements in shareholders' funds  Profit for the financial year Dividends  New equity share capital subscribed Premium on new share capital subscribed	1,700 151,300	1,995,554 701,021 (1,383,700) 1,312,875 2004 £ 1,328,921 (627,900) 701,021	(Restated) £ 2,159,858 330,696 (495,000) 1,995,554  2003 (Restated) £ 793,896 (463,200) 330,696  (5,000) (490,000) (495,000)

2,346,475

2,876,154

## NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 30 JUNE 2004

23.	Reconciliation of operating profit to net cash inflow from operating activities			
			2004	2003 (Restated)
			£	£
	Operating profit		1,817,199	1,153,912
	Depreciation		36,460	38,768
	Decrease/(increase) in stocks		39,780	(15,935)
	(Increase)/decrease in debtors		(518,857)	437,237
	Increase in creditors		455,275	354,690
	Net cash inflow from operating activities		1,829,857	1,968,672
24.	Reconciliation of net cash flow to movement in net funds			
			2004	2003
		£	£	£
	Decrease in cash in the period	(400,791)		(424,083)
	Net cash outflow from bank loans			1,000,000

## 25. Analysis of changes in net funds

Change in net funds

Net funds at 1 July 2003

Net funds at 30 June 2004

	At 1 Jul 2003 £	Cash flows	At 30 Jun 2004 £
Net cash: Cash in hand and at bank	1,118,177	(400,791)	717,386
Net funds	1,118,177	(400,791)	717,386

(400,791)

(400,791)

1,118,177 717,386 575,917

575,917

544,690

1,118,177

## 26. Capital commitments

Amounts contracted for but not provided in the financial statements amounted to £10,515 (2003 - £Nil).