## REGISTERED NUMBER 05956237

# REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012 FOR VISOR CAPITAL (UK) LTD

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## VISOR CAPITAL (UK) LTD

## COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2012

**DIRECTORS** 

S Resegotti M F Costello

**SECRETARY** 

Visor Capital JSC

**REGISTERED OFFICE** 

125 Old Broad Street

London EC2N 1AR

**REGISTERED NUMBER** 

05956237

**AUDITORS** 

Wilkins Kennedy LLP Statutory Auditor Chartered Accountants

Bridge House London Bridge London SE1 9QR

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2012

The directors present their report with the financial statements of the company for the year ended 31 December 2012

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of an agent dealing in listed stocks

## **REVIEW OF BUSINESS**

We are authorised by the FSA and are a member of the London Stock Exchange. As an agency broker our target market is institutional clients investing across Central Asia.

During the year our activity has grown further with a more broad based coverage of companies in the Region, more road shows, meetings with management of local enterprises, regulators and government bodies. Marketing activity included visits with clients to facilities and installations of mining and oil companies in the region.

Our client base across UK, Europe and Russia has been growing accordingly with a significantly higher volume of trades and contribution to the top line from commission sharing agreements and investment banking agreements. We expect to build on this momentum during 2013 despite this overall visibility remains relatively low. Strategically the focus will be on Top Tier clients with more investments in the Fixed Income business while keeping strong attention to the overall cost base.

The key performance indicators for the year ended 31 December 2012, with comparatives, are stated below

|                   | 2012      | 2011      |
|-------------------|-----------|-----------|
|                   | £         | £         |
| Turnover          | 1,528,146 | 700,324   |
| Net profit (loss) | 309,209   | (450,758) |

## **FSA PILLAR 3 AND REMUNERATION CODE DISCLOSURES**

In accordance with Financial Services Authority rules, the company's Pillar 3 disclosures are available from the company's website

## **DIVIDENDS**

No dividends will be distributed for the year ended 31 December 2012

## DIRECTORS

S Resegotti has held office during the whole of the period from 1 January 2012 to the date of this report

Other changes in directors holding office are as follows

M F Costello - appointed 16 November 2012

## FINANCIAL INSTRUMENTS

The company's financial instruments at the balance sheet date comprised cash and liquid resources. The main purpose of these financial instruments is to provide finance for the company's operations.

It is, and has been throughout the period under review, the company's policy that no trading in financial instruments for its own account shall be undertaken

## Liquidity risk

The company has significant net cash balances as at the balance date and pursues active working capital management policies to maximise liquid resources

## Foreign currency risk

The company has financial instruments which are denominated in US dollars and in euros. The gains and losses arising from the company's exposure are recognised in the profit and loss account.

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2012

## STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting 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 adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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

## STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

ON BEHALF OF THE BOARD

S Reseguiti - Director

Date

18/03/12

Date

## REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF VISOR CAPITAL (UK) LTD

We have audited the financial statements of Visor Capital (UK) Ltd for the year ended 31 December 2012 on pages five to thirteen. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in a Report of the Auditors 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 members as a body, for our audit work, for this report, or for the opinions we have formed

## Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page three, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

## Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Directors to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended.
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

## Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements

## Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

Robin Haslam (Senior Statutory Auditor) for and on behalf of Wilkins Kennedy LLP

(Ceoch

Statutory Auditor

Chartered Accountants Bridge House

London Bridge

London SE1 9QR

Date 18, 03 2013

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2012

| N  | 2012<br>lotes £ | 2011<br>£ |
|--|-----------------|-----------|
| TURNOVER   | 1,528,146       | 700,324   |
| Cost of sales  | 393,505         | 272,528   |
| GROSS PROFIT   | 1,134,641       | 427,796   |
| Administrative expenses                              | 825,446         | 878,848   |
| OPERATING PROFIT/(LOSS)                              | 3 309,195       | (451,052) |
| Interest receivable and similar income               | 14              | 294       |
| PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION | s<br>309,209    | (450,758) |
| Tax on profit/(loss) on ordinary activities          | 4               |           |
| PROFIT/(LOSS) FOR THE FINANCIAL YEA                  | R309,209        | (450,758) |

## **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous year

## **TOTAL RECOGNISED GAINS AND LOSSES**

The company has no recognised gains or losses other than the profit for the current year and the loss for the previous year

## BALANCE SHEET 31 DECEMBER 2012

| <del></del>  |                |                 |             |           |                 |
|--|----------------|-----------------|-------------|-----------|-----------------|
|  |                | 201             | _           | 201       |                 |
|  | Notes          | £               | £           | £         | £               |
| FIXED ASSETS   | _              |                 |             |           |                 |
| Tangible assets                                      | 5              |                 | 1,842       |           | 4,973           |
| CURRENT ASSETS                                       |                |                 |             |           |                 |
| Debtors  | 6              | 73,600          |             | 123,457   |                 |
| Cash at bank and in hand                             | 7              | 1,286,422       | -           | 902,941   |                 |
|  |                | 1,360,022       |             | 1,026,398 |                 |
| CREDITORS  |                |                 |             |           |                 |
| Amounts falling due within one year                  | 8              | 446,908         | _           | 789,816   |                 |
| NET CURRENT ASSETS                                   |                |                 | 913,114     |           | 236,582         |
| TOTAL ASSETS LESS CURRENT LIA                        | BILITIES       |                 | 914,956     |           | 241,555         |
| CAPITAL AND RESERVES                                 |                |                 |             |           |                 |
| Called up share capital                              | 11             |                 | 2,176,692   |           | 1,812,500       |
| Profit and loss account                              | 12             |                 | (1,261,736) |           | (1,570,945)     |
| SHAREHOLDERS' FUNDS                                  | 16             |                 | 914,956     |           | 241,555         |
| The financial statements were approved its behalf by | l by the Board | of Directors on | 17.05.201   | 3 an      | d were signed ( |

S Resegration Director

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2012

| · <del>-</del> ··                                   |       | 201 | 2       | 2011 |           |
|---|-------|-----|---------|------|-----------|
|   | Notes | £   | £       | £    | £         |
| Net cash inflow/(outflow) from operating activities | 1     |     | 317,694 |      | (456,511) |
| Returns on investments and servicing of finance     | 2     |     | 14      |      | 294       |
| Capital expenditure                                 | 2     |     |         |      | (1,385)   |
|   |       |     | 317,708 |      | (457,602) |
| Financing   | 2     |     | 65,773  |      | 526,787   |
| Increase in cash in the period                      |       |     | 383,481 |      | 69,185    |

| Reconciliation of net cash flow to movement in net funds      | 3        |                    |                   |
|---|----------|--------------------|-------------------|
| Increase<br>in cash in the period<br>Cash outflow/(inflow)    | 383,481  | 69,185             |                   |
| from decrease/(increase) in debt                              | 298,419  | (26,787)           |                   |
| Change in net funds resulting from cash flows                 | <u>.</u> | <u> 681,900</u>    | 42,398            |
| Movement in net funds in the period<br>Net funds at 1 January |          | 681,900<br>235,496 | 42,398<br>193,098 |
| Net funds at 31 December                                      | <u> </u> | 917,396            | 235,496           |

## NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2012

| 1 | RECONCILIATION OF OPERATING PROFIT/(LOSS) TO NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES |             |                  |                    |
|---|--|-------------|------------------|--------------------|
|   |  |             | 2012             | 2011               |
|   | Operating profit/(leas)  |             | £                | £ (454.052)        |
|   | Operating profit/(loss) Depreciation charges   |             | 309,195<br>3,131 | (451,052)<br>3,202 |
|   | Decrease/(increase) in debtors   |             | 49,857           | (45,138)           |
|   | (Decrease)/increase in creditors   |             | <u>(44,489</u> ) | <u>36,477</u>      |
|   | Net cash inflow/(outflow) from operating activities  |             | 317,694          | <u>(456,511</u> )  |
| 2 | ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THI  | E CASH FLOW | STATEMENT        |                    |
|   |  |             | 2012<br>£        | 2011<br>£          |
|   | Returns on investments and servicing of finance<br>Interest received                             |             | 14               | 294                |
|   |  |             |                  |                    |
|   | Net cash inflow for returns on investments and servicing of fi                                   | inance      | 14               | <u>294</u>         |
|   |  |             |                  |                    |
|   | Capital expenditure Purchase of tangible fixed assets  |             | _                | (1,385)            |
|   | •  |             |                  |                    |
|   | Net cash outflow for capital expenditure   |             |                  | <u>(1,385</u> )    |
|   | <b>-</b> .   |             |                  |                    |
|   | Financing Movement in loans during the year  |             | (298,419)        | 26,787             |
|   | Share issue  |             | 364,192          | 500,000            |
|   | Not each inflam from financing   |             |                  |                    |
|   | Net cash inflow from financing   |             | <u>65,773</u>    | <u>526,787</u>     |
| 3 | ANALYSIS OF CHANGES IN NET FUNDS   |             |                  | •                  |
|   |  | At 1/1/12   | Cash flow        | At<br>31/12/12     |
|   | Net each   | £           | £                | £                  |
|   | Net cash<br>Cash at bank and in hand   | 902,941     | 383,481          | 1,286,422          |
|   |  | 902,941     | 383,481          | 1,286,422          |
|   | 5.44   |             |                  |                    |
|   | Debt Debts falling due   |             |                  |                    |
|   | within one year  | (667,445)   | 298,419          | (369,026)          |
|   |  | (667,445)   | 298,419          | (369,026)          |
|   |  |             | <u> </u>         | <del></del> '      |
|   | Total  | 235,496     | 681,900          | 917,396            |
|   |  |             |                  |                    |

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

## ACCOUNTING POLICIES

## **Accounting convention**

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

## Turnover

Turnover represents net invoiced brokerage commission income and spread income, being the net of buy and sell proceeds, excluding value added tax. Income receivable is recognised on a trade date basis

## Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off the cost less estimated residual value of each asset over its estimated useful life

Fixtures and fittings

- 25% on cost

Computer equipment

25% on cost

## Deferred tax

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

## Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rate of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

## Hire purchase and leasing commitments

Rentals paid under operating leases, where the lessor retains substantially all the risk and rewards of ownership of the asset, are charged to the profit and loss account on a straight line basis over the period of the lease

## Going concern

The directors believe that the company will have sufficient resources to continue in operational existence for the foreseeable future and they have therefore prepared the financial statements on a going concern basis

## 2 STAFF COSTS

|  | 2012<br>£         | 2011<br>£         |
|--|-------------------|-------------------|
| Wages and salaries<br>Social security costs                            | 442,245<br>57,198 | 429,236<br>54,668 |
|  | 499,443           | 483,904           |
| The average monthly number of employees during the year was as follows | 2012              | 2011              |
| Management<br>Administration   | 1<br>3            | 1<br>2            |
|  | 4                 | 3                 |

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

## 3 OPERATING PROFIT/(LOSS)

The operating profit (2011 - operating loss) is stated after charging/(crediting)

|   | 2012    | 2011            |
|---|---------|-----------------|
|   | £       | £               |
| Other operating leases                    | 122,000 | 189,200         |
| Depreciation - owned assets               | 3,131   | 3,202           |
| Auditors' remuneration                    | 7,000   | 6,500           |
| Auditors' remuneration for non audit work | 24,333  | 32,915          |
| Foreign exchange differences              | 18,638  | <u>(8,391</u> ) |
| Directors' remuneration                   | 185,763 | 174,238         |

## 4 TAXATION

## Analysis of the tax charge

No liability to UK corporation tax arose on ordinary activities for the year ended 31 December 2012 nor for the year ended 31 December 2011

## Factors affecting the tax charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below

|   | 2012<br>£        | 2011<br>£         |
|---|------------------|-------------------|
| Profit/(loss) on ordinary activities before tax   | 309,209          | <u>(450,758</u> ) |
| Profit/(loss) on ordinary activities multiplied by the standard rate of corporation tax |                  |                   |
| in the UK of 20% (2011 - 20%)   | 61,842           | (90,152)          |
| Effects of  |                  |                   |
| Disallowed items Accelerated capital allowances   | 3,983<br>(717)   | 665<br>(60)       |
| Carried forward losses  | -<br>(CE 400)    | 89,547            |
| Losses brought forward  | <u>(65,108</u> ) |                   |
| Current tax charge  |                  |                   |

There is an unprovided deferred tax asset of £242,000 (2011 £307,000) No allowance has been made for the deferred tax asset as recoverability in the near future is uncertain

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continued

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

| 5 | TANGIBLE FIXED ASSETS   | Fixtures<br>and<br>fittings<br>£ | Computer<br>equipment<br>£               | Totals<br>£              |
|---|---|----------------------------------|--|--------------------------|
|   | COST  | _                                | _  | _                        |
|   | At 1 January 2012<br>and 31 December 2012   | 2,656                            | 7,362                                    | 10,018                   |
|   | DEPRECIATION  |                                  |  |                          |
|   | At 1 January 2012<br>Charge for year  | 1,173<br><u>886</u>              | 3,872<br>2,245                           | 5,045<br>3,131           |
|   | At 31 December 2012   | 2,059                            | 6,117                                    | 8,176                    |
|   | NET BOOK VALUE  |                                  |  |                          |
|   | At 31 December 2012   | <u>597</u>                       | 1,245                                    | <u>1,842</u>             |
|   | At 31 December 2011   | <u>1,483</u>                     | <u>3,490</u>                             | 4,973                    |
| • | DEDTODO AMOUNTO CALLINO DUE WITHIN ONE VCAD   |                                  |  |                          |
| 6 | DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR   |                                  | 2012                                     | 2011                     |
|   |   |                                  | £  | £                        |
|   | Trade debtors   |                                  | 4 055                                    | 1,913                    |
|   | Amounts owed by group undertakings Other debtors  |                                  | 4,255<br>49,466                          | 4,255<br>63,155          |
|   | Prepayments and accrued income  |                                  | 19,879                                   | 54,134                   |
|   |   |                                  | 73,600                                   | 123,457                  |
| 7 | CASH AT BANK AND IN HAND  |                                  |  |                          |
|   | Cash at bank and in hand includes amounts totalling £1, 217,038 (cleaning firm, which in prior years has been shown within "Debtors | 2011 £842,681<br>Amounts falling | ) held with the co<br>g due within one y | mpany's<br>ear"          |
|   | ODERITORS AMOUNTS FALLING BUE WITHIN ONE VEAR   |                                  |  |                          |
| 8 | CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR   |                                  | 2012                                     | 2011                     |
|   |   |                                  | £  | £                        |
|   | Other loans (see note 8)  |                                  | 369,026                                  | 667,445                  |
|   | Trade creditors Social security and other taxes   |                                  | 24,316<br>25,868                         | 39,916<br>24,819         |
|   | Other creditors   |                                  | 15,600                                   | 18,914                   |
|   | Accruals and deferred income  |                                  | 12,098                                   | <u>38,722</u>            |
|   |   |                                  | 446,908                                  | 789,816                  |
| 9 | LOANS   |                                  |  |                          |
|   | A   |                                  |  |                          |
|   | An analysis of the maturity of loans is given below   |                                  | 2012<br>£                                | 2011<br>£                |
|   | Amounts falling due within one year or on demand  |                                  | ~  |                          |
|   | Other loans<br>Loan from parent company   |                                  | 369,026                                  | 644,205<br><u>23,240</u> |
|   |   |                                  | 369,026                                  | <u>667,445</u>           |
|   | The loans bear no interest  |                                  |  |                          |
|   | The loans pear no interest  |                                  |  |                          |

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continued

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

## 10 OPERATING LEASE COMMITMENTS

The following operating lease payments are committed to be paid within one year

|    |                                    |                           |   | Land and<br>buildings |                                    |
|----|------------------------------------|---------------------------|---|-----------------------|------------------------------------|
|    |                                    |                           |   | 2012<br>£             | 2011<br>£                          |
|    | Expiring<br>Within one yea         | ar                        |   | 28,000                | 66,000                             |
| 11 | CALLED UP S                        | SHARE CAPITAL             |   |                       |                                    |
|    | Allotted, issue<br>Number          | d and fully paid<br>Class | Nominal<br>value                              | 2012<br>£             | 2011<br>£                          |
|    | 2,176,692<br>(2011 - 1,812,        | ordinary<br>500)          | £1  | 2,176,692             | 1,812,500                          |
|    | 364,192 ordina                     | ary shares of £1 were     | e issued during the year for cash of £364,192 |                       |                                    |
| 12 | RESERVES                           |                           |   |                       |                                    |
|    |                                    |                           |   |                       | Profit<br>and loss<br>account<br>£ |
|    | At 1 January 2<br>Profit for the y |                           |   |                       | (1,570,945)<br>309,209             |
|    | At 31 Decemb                       | er 2012                   |   |                       | <u>(1,261,736</u> )                |

## 13 ULTIMATE PARENT COMPANY

The company is a wholly owned subsidiary undertaking of Visor Capital JSC, a company incorporated in Kazakhstan. Visor Capital JSC is also the parent undertaking of both the largest and smallest group of undertakings of which the company is a member and for which group accounts are being drawn up. The group accounts of Visor Capital JSC are available from Visor Capital Jsc, Esentai Tower, 77/7, Al-Farabi Avenue, 12th Floor, Almaty - 050040, Kazakhstan.

## 14 TRANSACTIONS WITH DIRECTORS

Included in the other debtors there is a balance of £9,816 (2011 - £nil) due from Mr M Costello, a director of the company

## 15 RELATED PARTY DISCLOSURES

At 31 December 2012, the Company had the following trading balance with Visor Capital JSC Amount due from Visor Capital JSC £4,255 (2011 £4,255)

At 31 December 2012, the Company owed Visor Capital JSC \$600,000 (2011 £23,240) There is no interest charged on this intercompany loan

There are no management charges or recharges at cost to and from its parent company or any other entities within the group

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2012

| 16 | RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS |         |           |
|----|--|---------|-----------|
|    |  | 2012    | 2011      |
|    |  | £       | £         |
|    | Profit/(loss) for the financial year               | 309,209 | (450,758) |
|    | Issued share capital                               | 364,192 | 500,000   |
|    | Net addition to shareholders' funds                | 673,401 | 49,242    |
|    | Opening shareholders' funds                        | 241,555 | 192,313   |
|    | Closing shareholders' funds                        | 914,956 | 241,555   |