**REGISTERED NUMBER: OC317554** 

FISHER GERMAN LLP
REPORT OF THE MEMBERS AND
CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2010



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# GENERAL INFORMATION FOR THE YEAR ENDED 31 MARCH 2010

DESIGNATED MEMBERS

H J W Sale A R Jackson

**REGISTERED OFFICE:** 

40 High Street Market Harborough Leicestershire LE16 7NX

REGISTERED NUMBER:

OC317554 (England and Wales)

**AUDITORS** 

Duncan & Toplis

Chartered Accountants and

Statutory Auditors 14 London Road

Newark

Nottinghamshire NG24 1TW

#### REPORT OF THE MEMBERS FOR THE YEAR ENDED 31 MARCH 2010

The members present their report with the financial statements of the LLP and the group for the year ended 31 March 2010

#### PRINCIPAL ACTIVITY

Fisher German LLP (the "partnership") and its subsidiary entities (together the "group") are principally engaged in the business of chartered surveyors, the development and sale of real estate and rural property consultancy

#### **REVIEW OF BUSINESS**

The members aim to present a balanced and comprehensive review of the development and performance of the group during the year and its position at the year end. The review is consistent with the size and nature of the group and is written in the context of the risks and uncertainties that the group faces

The key financial performance indicators are those that show the financial performance and strength of the group as a whole, which are considered to be turnover and net profit

Overall the net profit has decreased by 18 7% with decreased turnover of 3 6%. The fall in both turnover and profit relates to the lack of large estate sales in Fisher German Limited.

	2010	2009	2008
Turnover	12,038,341	12,488,567	10,836,905
Net profit	2,852,722	3,506,802	2,858,725

As with many businesses of similar size, the business environment in which the group operates continues to be challenging. However the different areas of work have all shown positive results with a strong reputation being built with clients. The group continues to invest heavily in staffing, IT and training and this investment underpins the growth in the turnover. Whilst the changing economy brings new challenges the members are confident of the strength of the business to maintain its activities and continue growth.

The group continues to manage financial risks via an overdraft and members' capital

#### **DESIGNATED MEMBERS**

The designated members during the year under review were

H J W Sale A R Jackson

## RESULTS FOR THE YEAR AND ALLOCATION TO MEMBERS

The group profit for the year before members' remuneration and profit shares was £2,732,569 (2009 £3,253,698 profit)

#### REPORT OF THE MEMBERS FOR THE YEAR ENDED 31 MARCH 2010

#### **MEMBERS' INTERESTS**

The remuneration committee decide upon the basic allocation of profits for each class of member prior to the year end which is treated in the accounts as members remuneration charged as an expense. The final allocation of profits is made following the year end having assessed performance and the final management accounts.

During the year £890,223 was transferred from Reserves to Loans and other debts due to members An additional £711,826 was transferred following the year end but prior to approval of the accounts

A member may serve an Early Repayment Notice on the partnership on or prior to the accounts date next following (or which coincides with) his 61st birthday, that he wishes to withdraw his capital from the partnership in the two year period prior to his retirement

Following service of an Early Repayment Notice, the partnership shall repay to the relevant member his capital in four equal instalments prior to his retirement, with the first three payments being made 6, 12 and 18 months after the accounts date next following (or which coincides with) his 61st birthday, and the final payment being made on the date of his retirement from the partnership

#### STATEMENT OF MEMBERS' RESPONSIBILITIES

The members are responsible for preparing the financial statements in accordance with applicable law and regulations

Legislation applicable to limited liability partnerships requires the members to prepare financial statements for each financial year. Under that law the members have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the limited liability partnership and the group and of the profit or loss of the group for that period. In preparing these financial statements, the members are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the limited liability partnership will continue in business

The members are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the partnership and the group and to enable them to ensure that the financial statements comply with the Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 They are also responsible for safeguarding the assets of the group 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 members are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the group's auditors are unaware, and each member has taken all the steps that he or she ought to have taken as a member in order to make himself or herself aware of any relevant audit information and to establish that the group's auditors are aware of that information

#### AUDITORS

The auditors, Duncan & Toplis, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE MEMBERS.

H J W Sale - Designated Member

Date 2(9/210

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF FISHER GERMAN LLP

We have audited the group and parent entity financial statements ("the financial statements") of Fisher German LLP for the year ended 31 March 2010 on pages six to twenty four These financial statements have been prepared under the accounting policies set out therein

This report is made solely to the members of the limited liability partnership, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 Our audit work has been undertaken so that we might state to the members of the limited liability partnership 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 limited liability partnership and the members of the limited liability partnership as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of members and auditors

The members' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and for being satisfied that the financial statements give a true and fair view are set out on page three

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

We report to you our opinion as to whether the financial statements have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, have been prepared in accordance with the Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 We also report to you whether in our opinion the information given in the Report of the Members is consistent with the financial statements

In addition we report to you if, in our opinion, the limited liability partnership has not kept adequate accounting records, if we have not received all the information and explanations we require for our audit, or if certain disclosures of members' remuneration specified by law are not made

We read the Report of the Members 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 International Standards on Auditing (UK and Ireland) 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 members in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's and limited liability partnership'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.

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF FISHER GERMAN LLP

#### Opinion

In our opinion

- the financial statements have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice,
- the financial statements have been prepared in accordance with the Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008, and
- the financial statements give a true and fair view of the state of the group's and the parent entity's affairs as at 31 March 2010 and of its profit for the year then ended, and
- the information given in the Report of the Members is consistent with the financial statements

lan Phillips (Senior Statutory Auditor) for and on behalf of Duncan & Toplis Chartered Accountants and Statutory Auditors 14 London Road Newark Nottinghamshire NG24 1TW

Date 8 September 2010

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2010

1	Notes	31 3 10 £	31 3 09 £
TURNOVER		12,038,341	12,488,567
Administrative expenses		9,533,498	9,268,341
OPERATING PROFIT	4	2,504,843	3,220,226
Share of operating profit of associates		347,469	267,255
PROFIT ON ORDINARY ACTIVITIES	BEFORE INTEREST	2,852,312	3,487,481
Interest receivable and similar income	5	1,422	20,835
		2,853,734	3,508,316
Interest payable and similar charges	6	1,012	1,514
PROFIT ON ORDINARY ACTIVITIES	BEFORE TAX	2,852,722	3,506,802
Tax on profit on ordinary activities	7	120,153	253,104
PROFIT FOR THE FINANCIAL YEAR BEFORE MEMBERS' REMUNERATION AND PROFIT SHARES		2,732,569	3,253,698
PROFIT FOR THE FINANCIAL YEAR BEFORE MEMBERS' REMUNERATION AND PROFIT SHARES		2,732,569	3,253,698
Members' remuneration charged as an expense	8	(2,027,640)	(1,899,533)
PROFIT FOR THE FINANCIAL YEAR AVAILABLE FOR DISCRETIONARY DIVISION AMONG MEMBERS	22	704,929	1,354,165

## **CONTINUING OPERATIONS**

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

## TOTAL RECOGNISED GAINS AND LOSSES

The group has no recognised gains or losses other than the profits for the current year or previous year

# CONSOLIDATED BALANCE SHEET 31 MARCH 2010

		31 3 1	0	31 3 0	
DWDD ACCETS	Notes	£	£	£	£
FIXED ASSETS Intangible assets	10		1,257,057		1,451,351
Tangible assets	11		433,916		450,354
Investments	12		37,208		194,177
			1,728,181		2,095,882
CURRENT ASSETS					
Stocks	13	4,371		7,392	
Debtors	14	4,460,943		3,856,082	
Cash in hand		806,777		<u>837,535</u>	
CREDITORS		5,272,091		4,701,009	
Amounts falling due within one year	15	2,902,173		2,442,400	
NET CURRENT ASSETS			2,369,918		2,258,609
TOTAL ASSETS LESS CURRENT LIABILITIES			4,098,099		4,354,491
CREDITORS					
Amounts falling due after more than one year	16		60,042		170,839
Provisions for liabilities	20				85
NET ASSETS ATTRIBUTABLE TO M	EMBERS		4,038,057		4,183,567
LOANS AND OTHER DEBTS DUE TO	)				
MEMBERS	21		913,250		793,466
MEMBERS' OTHER INTERESTS					
Capital accounts	22		1,720,000		1,800,000
Other reserves	23		1,404,807		1,590,101
			4,038,057		4,183,567
TOTAL MEMBERS' INTERESTS					
Loans and other debts due to members	21		913,250		793,466
Members' other interests	22		3,124,807		3,390,101
			4,038,057		4,183,567

The financial statements were approved by the members of the LLP on signed by

2/9/2010

and were

A R lackson - Designated member

The notes form part of these financial statements

# PARTNERSHIP BALANCE SHEET 31 MARCH 2010

		31 3	10	313(	09
	Notes	£	£	£	£
FIXED ASSETS	10		1,152,232		1,334,770
Intangible assets Tangible assets	11		432,677		448,702
Investments	12		10,001		10,001
			<u> </u>		
			1,594,910		1,793,473
CURRENT ASSETS					
Stocks	13	4,371		7,392	
Debtors	14	4,675,206		3,829,851	
Cash in hand		100		100	
		4,679,677		3,837,343	
CREDITORS		1,077,077		5,057,510	
Amounts falling due within one year	15	2,869,469		2,006,985	
NET CURRENT ASSETS			1,810,208		1,830,358
TOTAL ASSETS LESS CURRENT LIABILITIES			3,405,118		3,623,831
CREDITORS					
Amounts falling due after more than one					
year	16		60,042		140,142
NET ASSETS ATTRIBUTABLE TO M	IEMBERS	3	3,345,076		3,483,689
LOANS AND OTHER DEBTS DUE TO	)				
MEMBERS	21		913,250		793,466
MEMBERS' OTHER INTERESTS					
Capital accounts	22		1,720,000		1,800,000
Other reserves	22		711,826		890,223
			3,345,076		3,483,689
TOTAL MEMBERS' INTERESTS					
Loans and other debts due to members	21		913,250		793,466
Members' other interests	22		2,431,826		2,690,223
			3,345,076		3,483,689
	h. the m	ombar of the II		12010	and were

The financial statements were approved by the members of the LLP on 2010 and were signed by

A R Jackson - Designated member

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2010

	Notes	31 3 1 £	0 £	313	09 £
Net cash inflow from operating activities	1	~	2,333,883	-	3,862,173
Returns on investments and servicing of finance	2		358,628		160,131
Taxation			(187,360)		(13,902)
Capital expenditure and financial investment	2		(116,825)		(608,866)
Transactions with members	2		(2,895,679)		(2,584,451)
			(507,353)		815,085
Financing	2		(5,994)		(4,012)
(Decrease)/Increase in cash in the	period		(513,347)		811,073
Reconciliation of net cash flow to movement in net debt	3				
(Decrease)/Increase in cash in the period Cash outflow from decrease in debt and lease fina	ncing	(513,347) 2,803,367		811,073 2,538,865	
Change in net debt resulting from cash flows New hire purchase agreements Non-cash change in loans and other	debts		2,290,020 (11,374)		3,349,938
due to members			(2,917,863)		(2,481,940)
Movement in net debt in the period Net debt at I April	od		(639,217) (559,119)		867,998 (1,427,117)
Net debt at 31 March			(1,198,336)		(559,119)

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2010

# RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

		31 3 10 £	31 3 09 £
	Operating profit	2,504,843	3,220,226
	Depreciation charges	338,931	328,496
	Decrease in stocks	3,021	2,086
	Increase in debtors	(604,861)	(63,095)
	Increase in creditors	64,449	351,960
	Other movements	27,500	22,500
	Net cash inflow from operating activities	2,333,883	3,862,173
	•		
2	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CA	ASH FLOW STAT	EMENT
		31310	31 3 09
		£	£
	Returns on investments and servicing of finance		
	Dividends received from associated undertakings	357,598	139,310
	Interest received	1,042	20,835
	Interest paid	(12)	(14)
	Net cash inflow for returns on investments and servicing of finance	358,628	160,131
	Capital expenditure and financial investment		
	Purchase of intangible fixed assets	-	(402,561)
	Purchase of tangible fixed assets	(116,825)	(203,805)
	Purchase of fixed asset investments		(2,500)
	Net cash (outflow) for capital expenditure and financial investment	(116,825)	(608,866)
	Transactions with members		
	Payments to or on behalf of members	(2,798,079)	(2,534,147)
	Capital repayments to former members	(80,000)	-
	Annuity payments to former members	(17,600)	<u>(50,304</u> )
	Net cash (outflow) from transactions with members	(2,895,679)	(2,584,451)
	Financing		
	Hire purchase repayments in year	(5,288)	(4,718)
	Amounts introduced/(withdrawn) by directors	(706)	706
		(5.004)	(4.012)
	Net cash (outflow) from financing	<u>(5,994)</u>	<u>(4,012)</u>

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2010

## 3 ANALYSIS OF CHANGES IN NET DEBT

	At 1 4 09	Cash flow £	Other non-cash changes £	At 31 3 10 £
Net cash				
Cash at bank and in hand	837,535	(30,758)		806,777
Bank overdraft	(597,293)	(482,589)		(1,079,882)
	240,242	(513,347)		(273,105)
Debt				
Hire purchase	(5,895)	5,288	(11,374)	(11,981)
Loans and other debts due to members	<u>(793,466</u> )	2,798,079	(2,917,863)	(913,250)
	(799,361)	2,803,367	(2,929,237)	(925,231)
Total	<u>(559,119</u> )	2,290,020	(2,929,237)	(1,198,336)

Non-cash items within the hire purchase movement represent the capital component of new hire purchase contracts Non-cash items within the movements in loans and other debts due to members principally represent allocated profits

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2010

#### ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention and in accordance with the requirements of the Statement of Recommended Practice, Accounting by Limited Liability Partnerships

Preparation of consolidated financial statements

The group financial statements consolidate those of the partnership and those subsidiary undertakings in which it has a beneficial interest, further details of which are set out in note 12. Subsidiaries are entities controlled by the partnership. Control exists when the partnership has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

Acquisitions are accounted for under the acquisition method. At the date of acquisition, which is the date on which the group obtains control of the business acquired, the identifiable assets and liabilities of the entity acquired are included in the balance sheet at their fair value. Where the fair value of the consideration paid exceeds the fair value of the net assets acquired, this excess is recorded as goodwill. The results of entities acquired or disposed of are included in the group profit and loss account from or up to the date that control passes respectively.

Associates are those entities in which the group has significant influence, but not control, over the financial and operating policies. Associates are accounted for using the equity method and are initially recognised at cost. The consolidated financial statements include the group's share of the retained profit or loss of associates on an equity accounting basis, from the date that significant influence commences until the date that significant influence ceases.

#### Turnover

Group turnover is the total amount estimated to be receivable for services rendered to clients during the year, excluding value added tax

Revenue Recognition

Services provided to clients during the year, which at the balance sheet date have not been billed to clients, have been recognised as turnover in accordance with Financial Reporting Standard 5 'Reporting the substance of transactions. Application Note G Revenue Recognition'. Turnover recognised in this manner is based on an assessment of the fair value of the services provided at the balance sheet date as a proportion of the total value of the engagement. Provision is made against unbilled amounts on those engagements where the right to receive payment is contingent on factors outside the control of the partnership. Unbilled revenue is included in debtors.

Turnover relating to the development and sale of real estate is recognised on the sale of land and property when the risks and rewards of the underlying sale have been substantially transferred to the customer, which is upon the exchange of contracts

### Goodwill

Goodwill, being the amount paid in connection with the acquisition of businesses in 2007 and 2009, is being amortised evenly over its estimated useful life of ten years

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter

Office equipment etc

- 25% on reducing balance

#### Taxation

The taxation payable on the partnership profits is the personal liability of the members, although payment of such liabilities is administered by the partnership on behalf of the members. Consequently, partnership taxation is not accounted for in the financial statements. Amounts identified as taxation in these financial statements relate to corporate subsidiaries.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

#### Deferred tax

Deferred tax is recognised, without discounting, in respect of all timing differences that have originated but not reversed at the balance sheet date

#### Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

#### Fixed asset investments

Fixed asset investments are stated at cost less provision for permanent diminution in value

#### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability

#### Pension costs and other post-retirement benefits

The partnership operates a defined contribution pension scheme Contributions payable to the partnership's pension scheme are charged to the profit and loss account in the period to which they relate

### 2 TURNOVER

The turnover and profit before taxation are attributable to the principal activities of the group

#### 3 EMPLOYEE INFORMATION

Employment costs during the year (excluding members) were as follows

	31 3 10	31 3 09
	£	£
Wages and salaries	4,324,571	4,169,692
Social security costs	451,564	406,621
Other pension costs	53,957	41,352
	4,830,092	4,617,665
The average monthly number of members and employees during the yea	r was as follows	
The average monary number of members and employees during the year	31 3 10	31 3 09
Members	24	22
Staff	168	164
	192	186

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 4 OPERATING PROFIT

The operating profit	is stated after	charging
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	Depreciation - owned assets Depreciation - assets on hire purchase contracts Goodwill amortisation Auditors' remuneration Rent	31 3 10 £ 139,803 4,834 194,294 11,350 288,125	31 3 09 £ 142,325 2,653 183,518 15,500 260,000
5	INTEREST RECEIVABLE AND SIMILAR INCOME	31 3 10 £	31 3 09 £
	Interest receivable – deposit account Share of associate's interest receivable	1,042	19,878 957
		1,422	20,835
6	INTEREST PAYABLE AND SIMILAR CHARGES	31 3 10 £	31 3 09 £
	Bank interest Share of associate's interest payable	12 1,000	1,500
		1,012	1,514
7	TAXATION Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows	31 3 10 £	31 3 09 £
	Current tax Subsidiary undertakings - UK corporation tax	1,518	187,360
	Current tax charge Subsidiary undertakings – Deferred tax Share of associate's UK corporation tax	1,518 (85) 118,720	187,360 85 65,659
		120,153	253,104

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

### 7 TAXATION - continued

The tax assessed for the year is lower than the standard rate of corporation texplained below	ax in the UK. Th	e aitteren
	31 3 10	31 3 09
Profit on ordinary activities before tax of subsidiary undertakings	£ 3 <u>51,505</u>	£ 801,74
Profit on ordinary activities		
multiplied by the standard rate of corporation tax		
in the UK of 28% (2009 - 28%)	98,421	224,48
Effects of		
Franked investment income	(100,127)	(39,00
Income from shares in group undertakings	-	(35,48
Depreciation in excess of capital allowances	3 333	37,3€
Capital allowances in excess of depreciation	3,332 (108)	
Marginal relief	(108)	
Current tax charge	1,518	187,36
INFORMATION IN RELATION TO MEMBERS	31 3 10	313
	£	£
Members' remuneration charged as an expense	1,705,095	1,517,
Partners' basic profit allocation	322,545	382,
Partners' interest on capital	322,343	
Total remuneration	2,027,640	1,899,
	31 3 10	31 3
	£	£
The amount of profit attributable to the member with the largest entitlement was	173,433	152,
	31 3 10	31 3
	2.2.0	
		_ :

The policy at which the highest paid member is arrived at is shown in the report of the members

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 9 PROFIT FOR THE FINANCIAL PERIOD

Fisher German LLP has taken advantage of Section 408 of the Companies Act 2006 and has not included its own profit and loss account in these financial statements. Its own profit for the year available for discretionary division among members was £711,826 (2009 £890,223)

### 10 INTANGIBLE FIXED ASSETS

The group	Goodwill
COST	£
At 1 April 2009	
and 31 March 2010	1,942,945
AMORTISATION	
At 1 April 2009	491,594
Amortisation for year	194,294
At 31 March 2010	<u>685,888</u>
NET BOOK VALUE	
At 31 March 2010	1,257,057
At 31 March 2009	1,451,351
The partnership	
•	Goodwill £
COST	
At 1 April 2009	
and 31 March 2010	1,825,384
AMORTISATION	400.614
At 1 April 2009 Amortisation for year	490,614 182,538
·	<del></del>
At 31 March 2010	673,152
NET BOOK VALUE	
At 31 March 2010	1,152,232
At 31 March 2009	1,334,770

The difference between the goodwill in the group and that in the partnership relates to purchased goodwill in subsidiary undertakings

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 11 TANGIBLE FIXED ASSETS

The group	
	Office equipment
	etc
COST	£
At 1 April 2009	812,455
Additions	128,199
At 31 March 2010	940,654
DEPRECIATION	
At 1 April 2009	362,101
Charge for year	144,637
At 31 March 2010	506,738
NET BOOK VALUE	
At 31 March 2010	433,916
At 31 March 2009	450,354
The partnership	Office
	equipment
	etc
COST	£
At 1 April 2009	810,768
Additions	128,199
At 31 March 2010	938,967
DEPRECIATION	
At 1 April 2009	362,066 144,224
Charge for year	144,224
At 31 March 2010	506,290
NET BOOK VALUE	
At 31 March 2010	432,677

12

At 31 March 2009

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

### 11 TANGIBLE FIXED ASSETS - continued

Fixed assets, included in the previous tables above, which are held under hire purchase contracts are as follows

The group and the partnership				
				Office
				equipment etc
				£
COST				14.150
At 1 April 2009 Additions				14,150 11,374
Additions				11,574
At 31 March 2010				25,524
DEPRECIATION				
At 1 April 2009				6,191
Charge for year				_4,834
At 31 March 2010				11,025
NET BOOK VALUE				
At 31 March 2010				14,499
				=
At 31 March 2009				7,959
FIXED ASSET INVESTMENTS				
TALE ASSET IN ESTATEMENTS				
The group			0.1	
	Associated undertaking	Unlisted investments	Other loans	Total
	£	£	£	£
COST OR VALUATION				
At 1 April 2009	177,598	12,632	3,947	194,177
Share of retained loss	(156,969)	<del></del>		<u>(156,969</u> )
At 31 March 2010	20,629	12,632	3,947	37,208
NET BOOK VALUE				
At 31 March 2010	20,629	12,632	3,947	37,208

Unlisted investments are stated at cost. Associates are accounted for using the equity method and are initially recognised at cost. The group's investments at the balance sheet date in the share capital of companies include the following.

177,598

12,632

194,177

3,947

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 12 FIXED ASSET INVESTMENTS - continued

Associated undertaking			
Fisher German Priestner Limited Nature of business Chartered surveyors	07		
Class of shares Ordinary	% holding 50 00	31 3 10	31 3 09
Aggregate capital and reserves Profit for the year		£ 41,261 456,259	£ 355,194 400,191
Unlisted investments			
Home Revolution Limited Nature of business Consultancy			
Class of shares Ordinary	% holding 27 70	31 3 09	31 3 08
Aggregate capital and reserves (Loss) for the year		£ 1,872 <u>(720)</u>	£ 2,592 (6,908)
The figures for the year ended 31 March 2010 are not yet av	aılable		
UKBS Limited Nature of business Procurement of work for member firms	%		
Class of shares Ordinary	holding 5 48		
The partnership	Group undertakıng	Unlisted investments	Total
COST At 1 April 2009 and 31 March 2010	£	£ 	£
NET BOOK VALUE At 31 March 2010	1	10,000	10,001
At 31 March 2009	<u> </u>	10,000	10,001

Unlisted investments and shares in group undertakings are stated at cost. The partnership's investments at the balance sheet date in the share capital of companies, all incorporated in England, include the following

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

### 12 FIXED ASSET INVESTMENTS - continued

## Subsidiary undertakings

## Fisher German Limited

Nature of business Development and sale of real estate

Class of shares holding Ordinary 100 00

Fisher German Limited owns 100% of Property Bond Limited, a dormant company At 31 March 2010 the accounts of Property Bond Limited show

Aggregate capital and reserves 100
Profit for the period -

### Unlisted investments

#### **UKBS** Limited

Nature of business Procurement of work for member firms

Class of shares holding Ordinary 5 48

#### 13 STOCKS

	The group	The group		ership
	31 3 10	31 3 09	31 3 10	31 3 09
	£	£	£	£
Stocks	4,371	7,392	4,371	7,392

## 14 DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	The group		The partn	nership	
	31 3 10	31 3 09	31310	31 3 09	
	£	£	£	£	
Trade debtors	2,615,633	1,903,282	2,603,265	1,884,674	
Amounts owed by group undertakings	-	-	266,632	188,640	
Amounts owed by associated undertakings	62,286	-	22,286	28,776	
Amounts recoverable on contracts	1,475,018	1,424,797	1,475,018	1,424,797	
Other debtors	1	225,039	-	-	
Prepayments	308,005	302,964	308,005	302,964	
	4,460,943	3,856,082	4,675,206	3,829,851	

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 15 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	The group		The partne	ership
	31310	31 3 09	31 3 İ0	31 3 09
	£	£	£	£
Bank loans and overdrafts (see note 17)	1,079,882	597,293	1,079,882	597,293
Hire purchase contracts (see note 18)	11,981	5,895	11,981	5,895
Trade creditors	499,533	418,720	499,533	408,671
Corporation tax	1,518	195,775	-	•
Social security and other taxes	545,477	440,295	543,812	436,745
Other creditors	99,467	302,593	83,246	83,246
Accrued expenses	664,315	481,829	651,015	475,135
	2,902,173	2,442,400	2,869,469	2,006,985

## 16 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	The group	The group		ership
	31 3 10	31 3 09	31 3 10	31 3 09
	£	£	£	£
Other creditors	60,042	170,839	60,042	140,142

### 17 LOANS

An analysis of the maturity of loans is given below

	The group		The partnership			
	31310 31309		31 3 10 31 3 09 31 3 10		31 3 10	31 3 09
	£	£	£	£		
Amounts falling due within one year or on						
demand						
Bank overdrafts	1,079,882	597,293	1,079,882	597,293		

## 18 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

Amounts shown below are in respect of hire purchase contracts

	The group		The partnersh		
	31 3 10	313 09	31 3 10 31 3 09 31 3 10	31 3 İ0	31 3 09
	£	£	£	£	
Net obligations repayable					
Within one year	<u>11,981</u>	5,895	11,981	5,895	

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 18 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES - continued

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

	The group and the partnership	Land buildi		Other operating leases	
		31 3 10 £	31 3 09 £	31 3 10 £	31 3 09 £
	Expiring Within one year Between one and five years	- - 200 125	-	39,397 161,030	•
	In more than five years	288,125 288,125	260,000	200,427	-
19	SECURED DEBTS				
	The following secured debts are included v	within creditors			
		The group 31 3 10	31 3 09	The partners	31 3 09
	Bank overdrafts Hire purchase	£ 1,079,882 11,982	£ 597,293 5,895	£ 1,079,882 11,982	£ 597,293 5,895
		1,091,864	603,188	1,091,864	603,188
20	PROVISIONS FOR LIABILITIES				
		The group 31 3 10	31 3 09	The partn 31 3 10	31 3 09
	Deferred tax Accelerated capital allowances Other timing differences	£ 	£ 85	£ 	£
		-	85	-	
	The group				Deferred tax
	Balance at 1 April 2009 Transfer to profit and loss account				£ 85 (85)
	Balance at 31 March 2010				- 

22

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

## 21 LOANS AND OTHER DEBTS DUE TO MEMBERS

The group and the partnership

Balance at 31 March 2010

Amounts owed to members in	respect of profits	s.		31 3 10 £ 913,250	31 3 09 £ 793,466
Falling due within one year				913,250	793,466
MEMBERS' INTERESTS	М	embers' other i	nterests		
The group  Balance at 1 April 2009  Members' remuneration	Members' capital (classified as equity) £ 1,800,000	Reserves (see note 23) £ 1,590,101	Total £ 3,390,101	Loans and other debts due to members £ 793,466	Total £ 4,183,567
charged as an expense, including employment and retirement benefit costs. Profit for the financial year available for discretionary division among members.		704,929	704,929	2,027,640	2,027,640 704,929
Members' interests after profit for the year	1,800,000	2,295,030	4,095,030	2,821,106	6,916,136
2009 profit allocation Transfers Drawings	(80,000)	(890,223)	(890,223) (80,000)	890,223 (2,798,079)	(890,223) 810,223 (2,798,079)

1,404,807

3,124,807

913,250

4,038,057

1,720,000

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2010

### 22 MEMBERS' INTERESTS - continued

Mem	here'	other	inte	recte

	141	icilibera ottici	interests		
The partnership					
•	Members' capital (classified as	Reserves (see note		Loans and other debts due to	
	equity)	23)	Total	members	Total
Balance at 1 April 2009 Members' remuneration charged as an expense, including employment and	£ 1,800,000	£ 890,223	£ 2,690,223	£ 793,466	£ 3,483,689
retirement benefit costs Profit for the financial year available for discretionary				2,027,640	2,027,640
division among members		711,826	711,826		711,826
Members' interests after profit for the year	1,800,000	1,602,049	3,402,049	2,821,106	6,223,155
2009 profit allocation Transfers Drawings	(80,000)	(890,223)	(890,223) (80,000)	890,223 (2,798,079)	(890,223) 810,223 (2,798,079)
Balance at 31 March 2010	1,720,000	711,826	2,431,826	913,250	3,345,076
RESERVES Other reserves can be analyse	d as follows			31310	he partnership
At 1 April 2009 Unallocated profit 2009 profit allocation				£ 1,590,101 704,929 (890,223)	£ 890,223 711,826 (890,223)

## 24 RELATED PARTY DISCLOSURES

At 31 March 2010

23

The group has taken advantage of the exemption under Financial Reporting Standard 8 not to disclose any transactions between itself and its subsidiary undertakings

711,826

1,404,807

During the year sales of £71,174 (2009 £42,773) were made to and purchases of £92,189 (2009 £14,718) were made from Fisher German Priestner Limited, an associated undertaking in which the subsidiary, Fisher German Limited, owns 50% of the share capital At the year end £8,709 (2009 £15,544 due from) was due to Fisher German Priestner Limited There was also a management charge to Fisher German Priestner Limited of £61,778 (2009 £17,472) paid within the year

# PARTNERSHIP PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2010

	313	10	31 3	09
	£	£	£	£
Sales		11,998,421		11,563,067
Establishment costs				
Rent	329,824		314,248	
Rates and water	103,717		94,100	
Light and heat	53,104		55,128	
Repairs to property	83,073		114,393	
repairs to property	03,013	569,718		577,869
		11,428,703		10,985,198
Administrative expenses				
Wages	4,306,375		4,164,692	
Social security	449,942		406,154	
Pensions	53,957		41,352	
Telephone	138,266		124,481	
Post and stationery	141,292		142,482	
Travelling	266,109		291,604	
Motor expenses	512,378		463,029	
Partnership insurance	145,294		127,181	
Repairs and renewals	386,598		346,972	
Client related expenses	439,548		384,939	
Non recoverable expenses	84,177		107,716	
•	505,545		553,059	
Pipeline expenses	391,901		326,536	
Sundry expenses	57,250		45,950	
Subscriptions	179,391		120,235	
Consultants fees	155,965		40,260	
Subcontractors			17,528	
Legal and professional fees	90,928		13,000	
Auditors' remuneration	8,600	0.204.016	13,000	7 717 170
		8,304,916		7,717,170
		3,123,787		3,268,028
Selling and marketing expenses	(0.069		62 206	
Advertising	60,968		63,396	
Partnership marketing	122,701		142,721	
Entertainment	66,311		37,120	
Bad debts	(4,186)	245,794	83,631	326,868
				2.041.160
		2,877,993		2,941,160
Finance costs		11,765		12,563
Bank charges				
		2,866,228		2,928,597
Depreciation	100 -10		100.500	
Goodwill	182,538		182,538	
Office equipment etc	144,224		144,943	200 401
		326,762		327,481

# PARTNERSHIP PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2010

	31 3 10	31 3 09
	£	£
Brought forward	2,539,466	2,601,116
Finance income		
Shares in group undertakings	200,000	188,640
	2,739,466	2,789,756
Members' remuneration charged as an expense		
Other payments	1 =05 005	
Partners' basic profit allocation	1,705,095	1,517,297
Partners' interest on capital	322,545	382,236
NET PROFIT	711,826	890,223

SCANNED 08 SEP 2010

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