

Financial Statements 31 December 2000

Directors' report for the year ended 31 December 2000

The directors present their report and the financial statements for the year ended 31 December 2000.

Review of the business

The company is engaged in importing and distributing cigars and allied products.

The directors consider the results for the year, the financial position at the end of the year and the prospects for 2001 to be satisfactory.

Results and dividends

The results for the year ended 31 December 2000 are shown in the profit and loss account on page 4. The group profit for the year after taxation was £4,063,554.

An interim dividend of 110.62p per ordinary share was paid in the year. The directors recommend that a final dividend of 165.93p per ordinary share be paid for the year.

Directors and their interests

It is with deep regret that the directors record the death on 28 July 2000 of the company's chairman, Mr N D J Freeman.

The other directors who served during the year were:

			IV	

D G Lewis (Chairman)

W H Carver (Managing) (resigned 8 February D G Lewis (appointed executive 24 August 2000)

Mrs T Camacho Rodriguez (Corporate)

S G Chase (Marketing)

J H Darnton (Sales)

P J Hambidge (Finance)

Non executive

D A J Baxter

A E Iglesias Reves (resigned 22 January 2001)

P P Medero Paiva (resigned 22 January 2001)

Mrs B E P Freeman (appointed 9 November 2000)

Mr J B L Alonso and Mr J Garcia-Andrade Manso were appointed non-executive directors on 16 May 2001.

No director had any direct beneficial interest in the shares of the company at 1 January 2000 or 31 December 2000.

Mrs B E P Freeman held 1,000 shares in Hunters & Frankau Group Limited, the ultimate parent undertaking, at the date of her appointment to the board of directors of Hunters & Frankau Limited and at 31 December 2000.

The interests of Mr D A J Baxter, Mr P J Hambidge and Mr D G Lewis in the shares of Hunters & Frankau Group Limited, are given in the financial statements of that company.

No other director had any interest in the shares of Hunters & Frankau Group Limited, the ultimate parent undertaking.

Directors' report for the year ended 31 December 2000

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 and of the group and of the profit or loss of the group for that year. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and apply them consistently;
- make judgements and 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 group will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy, at any time the financial position of the company and the group and to enable them to ensure that the financial statements comply with the Companies Act 1985. 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.

Tangible fixed assets

The movements in tangible fixed assets are set out in note 9 on pages 12 and 13 of the financial statements. Additions to tangible fixed assets during the year comprised normal replacements and additions.

Donations

Charitable donations during the year amounted to £17,500.

Close company status

The close company provisions of the Income and Corporation Taxes Act 1988 apply to the company.

Auditors

Chantrey Vellacott DFK have indicated their willingness to continue as auditors of the company and a resolution to reappoint them will be proposed at the annual general meeting.

Signed on behalf of the Board of Directors

P J HAMBIDGE

Secretary

Date: 16 May 2001

Independent Auditors' report to the Shareholders of Hunters & Frankau Limited

We have audited the financial statements of Hunters & Frankau Limited for the year ended 31 December 2000 which are set out on pages 4 to 17. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

Respective responsibilities of directors and auditors

As described in the directors' report, 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 the 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 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 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 affairs of the company and of the group as at 31 December 2000 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Chandrey Vellarott DFK CHANTREY VELLACOTT DFK

Chartered Accountants
Registered Auditors
London

16 May 2001

Consolidated profit and loss account For the year ended 31 December 2000

	Notes	2000 £	1999 £
Turnover	2	24,360,939	25,998,690
Cost of sales	·	14,312,899	15,334,957
Gross profit		10,048,040	10,663,733
Distribution costs Other operating expenses		1,777,643 2,514,415	1,721,035 2,478,757
		4,292,058	4,199,792
Operating profit		5,755,982	6,463,941
Interest receivable		80,513	65,673
Interest payable	3	(10,533)	(34,986)
Profit on ordinary activities before taxation	4	5,825,962	6,494,628
Tax on profit on ordinary activities	7	1,762,408	1,959,279
Profit for the financial year		4,063,554	4,535,349
Dividends	8	3,750,000	4,500,000
Retained profit for the year	16	313,554	35,349

The group had no recognised gains and losses other than those included in the profits above, and therefore no separate statement of total recognised gains and losses has been presented. There is no difference between the profits shown above and their historical cost equivalents.

Consolidated balance sheet as at 31 December 2000

	Notes	2000 £	1999 £
Fixed assets			
Tangible assets	9	965,288	1,043,937
Current assets			
Stocks	11	4,502,802	5,858,694
Debtors	12	4,750,002	7,111,776
Cash at bank and in hand		961,407	471,138
		10,214,211	13,441,608
Creditors: amounts falling			
due within one year	13	5,604,013	9,234,180
Net current assets		4,610,198	4,207,428
Total assets less current liabilities		5,575,486	5,251,365
Provision for liabilities and charges			
Deferred taxation	14	47,608	37,041
		5,527,878	5,214,324
Capital and reserves			
Called up share capital	15	678,001	678,001
Share premium account		1,250	1,250
Profit and loss account	16	4,848,627	4,535,073
Equity shareholders' funds		5,527,878	5,214,324

Approved by the Board of Directors on 16 May 2001

D.G. LEWIS

Directors

P J HAMBIDGE

Balance sheet as at 31 December 2000

	Notes	2000 £	1999 £
Fixed assets		£.	L
Tangible assets	9	567,334	635,015
Investments	10	399,664	399,664
		966,998	1,034,679
Current assets			
Stocks	11	4,502,802	5,858,694
Debtors	12	4,746,359	7,107,250
Cash at bank and in hand		947,141	460,623
		10,196,302	13,426,567
Creditors: amounts falling due within one year	13	5,863,392	9,481,565
Net current assets		4,332,910	3,945,002
Total assets less current liabilities		5,299,908	4,979,681
Provision for liabilities and charges			
Deferred taxation	14	37,332	26,713
		5,262,576	4,952,968
Capital and reserves			
Called up share capital	15	678,001	678,001
Share premium account		1,250	1,250
Profit and loss account	16	4,583,325	4,273,717
Equity shareholders' funds		5,262,576	4,952,968

Approved by the Board of Directors on 16 May 2001

DG LEWIS

Directors

Consolidated cash flow statement for the year ended 31 December 2000

	Notes	2000 £	1999 £
Cash flow from operating activities	(a)	9,723,778	5,828,666
Returns on investments and servicing of finance	(b)	67,253	30,687
Taxation		(2,130,820)	(2,324,627)
Capital expenditure and financial investment	(c)	(223,063)	(459,999)
Equity dividend paid		(5,000,000)	(4,000,000)
Increase/(decrease) in cash in period	(d)	2,437,148	(925,273)

Notes to the consolidated cash flow statement For the year ended 31 December 2000

(a)	Reconciliation of operating profit to net cas inflow from operating activities	h	2000	1999
			£	£
	Operating profit		5,755,982	6,463,941
	Depreciation charges		305,736	275,293
	Profit on sale of fixed assets		(12,541)	(9,297)
	Changes in stocks		1,355,892	(739,649)
	Changes in debtors		2,365,443	(623,000)
	Changes in creditors		(46,734)	461,378
	Net cash inflow from operating activities		9,723,778	5,828,666
(b)	Returns on investments and servicing of t	finance	2000	1999
` ,	J		£	£
	Interest received		76,844	65,673
	Interest paid		(9,591)	(34,986)
	Net cash flow from returns on investments ar	nd		
	servicing of finance		67,253 ————	30,687
(c)	Capital expenditure and financial investm	ent		
	Sale of tangible fixed assets		74,208	57,750
	Purchase of tangible fixed assets		(297,271)	(517,749)
	Net cash flow for capital expenditure and			(450.000)
	financial investment		(223,063) =====	(459,999) ———
(d)	Analysis of net debt	At 1 January	Cash	At 31 December
		2000	flow	2000
		£	£	£
	Cash at bank and in hand	471,138	490,269	961,407
	Overdrafts	(2,033,249)	1,946,879 ————	(86,370)
		(1,562,111) ————	2,437,148 =======	875,037
(e)	Reconciliation of net cash flow to			
	movement in net debt		2000	1999
			£	£
	Increase/(decrease)in cash		2,437,148	(925,273)
	Net debt at 1 January 2000		(1,562,111)	(636,838)
	Net cash/(debt) at 31 December 2000		875,037	(1,562,111)

Notes to the financial statements For the year ended 31 December 2000

1. Accounting policies

(a) Basis of accounting

The financial statements are prepared on the historical cost basis of accounting, and in accordance with applicable accounting standards.

(b) Basis of consolidation

The consolidated financial statements include the financial statements of the company and its subsidiary undertakings. The subsidiary undertakings prepare their financial statements to 31 December and are consolidated using the acquisition method of accounting.

(c) Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is the purchase cost on a first-in, first-out basis. Net realisable value is the price at which the stock can be realised in the normal course of business. Provision is made for slow moving stocks.

(d) Depreciation of tangible fixed assets

Depreciation is provided at the following annual rates, on a straight line basis, so as to write off the cost of tangible fixed assets over their expected useful lives as follows:

Freehold property - 2% Short leasehold improvements - 15%

Plant, equipment, fixtures and fittings - 15 - 25% according to category Motor vehicles - 25 - 33% according to category

(e) Deferred taxation

Deferred taxation is provided under the liability method in respect of all material timing differences between the profits as computed for taxation purposes and the profits as stated in the financial statements, to the extent that it is probable that a liability or asset will crystallise. The rate of tax used is that which is expected to be applied when the liability or asset is expected to crystallise.

(f) Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the date of the balance sheet. Transactions denominated in foreign currencies are translated into sterling using the rates of exchange ruling at the date of the transaction. Gains and losses arising thereon are dealt with in the profit and loss account.

(g) Goodwill

Purchased goodwill arising on the acquisition of a subsidiary represents the difference between the fair value of the consideration given for the company and the aggregate of the fair values of the separable net assets acquired.

Prior to 31 December 1997 the group eliminated purchased goodwill by immediate write off to reserves on acquisition.

Notes to the financial statements For the year ended 31 December 2000

1. Accounting policies

(h) Leases

Rentals under operating leases are charged to the profit and loss account as they fall due.

(i) Pension costs

The cost of pensions in respect of the group's pension schemes is charged to the profit and loss account so as to spread the cost of pensions over the service lives of employees. Variations from the regular cost are spread over the expected service lives of current employees in the scheme.

2. Turnover

Turnover represents the amount receivable for goods sold during the year and is exclusive of VAT. Turnover arose as follows:-

	2000 £	1999 £
United Kingdom Europe	23,608,707 752,232	25,167,892 830,798
	24,360,939	25,998,690

Turnover and profit on ordinary activities before taxation is derived from importing and distributing cigars and allied products.

3.	Interest payable	2000 £	1999 £
	Interest on bank overdrafts and loans	~	_
	wholly repayable within 5 years	10,533	34,986
4.	Profit on ordinary activities before taxation	2000 £	1999 £
	Is stated after charging:		
	Depreciation	305,736	275,293
	Directors' emoluments (note 6)	933,232	786,457
	Auditors' remuneration	22,255	20,000
	Property rentals	175,119	192,578
	•		

Fees charged by the group's auditors for other services were £9,400 (1999: £12,383).

and after crediting:

Profit on disposal of tangible fixed assets 12,441 9,297

Notes to the financial statements For the year ended 31 December 2000

5.	Staff	costs	2000	1999
	(a)	Staff costs including executive directors during the year amounted to:	£	£
		Wages and salaries	2,213,680	2,194,532
		Social security costs	224,551	224,350
		Other pension costs	272,932	272,747
			2,711,163	2,691,629
	(b)	The average number of employees including executive d	irectors during the ye	ar was made up
		as follows:	2000	1999
			Number	Number
		Warehousing and distribution	34	39
		Office and management	23	23
			57	62
				
6.	Dire	ctors'emoluments	2000	1999
			£	£
	(a)	Fees and management remuneration Compensation for loss of office	767,962 165,270	754,607 -
			933,232	754,607
		Contributions to money purchase pension scheme	•	31,850
	(b)	Highest paid director:	2000	1999
			£	£
		Fees and management remuneration Compensation for loss of office	174,341 165,270	182,000 -
			339,611	182,000
		Contributions to money purchase pension scheme		31,850
		, , ,		====
	5 d	irectors benefited from contributions to the group's defined	benefit pension schem	ne.
7.	Tax	x on profit on ordinary activities	2000	1999
	114	Corporation tay based on	£	£
		K. corporation tax based on he profit for the year at 30% (1999 : 30%)	1,753,891	1,987,722
		er provision in prior year	(2,050)	-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
		ansfer to/(from) deferred taxation	10,567	(28,443)
			1,762,408	1,959,279

Notes to the financial statements For the year ended 31 December 2000

8.	Dividends	2000 £	1999 £
	On the 'A' and 'B' ordinary shares:		
	First interim paid	1,500,000	500,000
	Second interim	•	500,000
	Third interim	-	1,000,000
	Fourth interim	-	1,000,000
	Proposed final	2,250,000	1,500,000
		3,750,000	4,500,000
		_ 	

9. Tangible fixed assets

Group	Freehold property £	Short leasehold improvements £	Plant, equipment, fixtures & fittings £	Motor vehicles £	Total £
Cost:		-	-	_	-
At 1 January 2000	548,434	294,309	826,276	644,029	2,313,048
Additions	•	-	155,351	141,921	297,272
Disposals	-	(42,068)	(187,509)	(222,379)	(451,956)
At 31 December 2000	548,434	252,241	794,118	563,571	2,158,364
Depreciation:					
At 1 January 2000	139,512	152,531	620,471	356,597	1,269,111
Provision for year	10,968	33,255	116,955	144,558	305,736
Adjustment for disposals	-	(42,068)	(177,149)	(162,554)	(381,771)
At 31 December 2000	150,480	143,718	560,277	338,601	1,193,076
Net book value:					
At 31 December 2000	397,954	108,523	233,841	224,970	965,288
At 31 December 1999	408,922	141,778	205,805	287,432	1,043,937

Net book value:

At 31 December 1999 and 31 December 2000

HUNTERS & FRANKAU LIMITED

Notes to the financial statements For the year ended 31 December 2000

9.	Tangible fixed assets				
	Company	Short leasehold improvements £	Plant, equipment, fixtures & fittings £	Motor vehicles £	Total £
	Cost:				_
	At 1 January 2000	294,309	735,666	644,029	1,674,004
	Additions	-	155,351	141,921	297,272
	Disposals	(42,068)	(187,509)	(222,379)	(451,956)
	At 31 December 2000	252,241	703,508	563,571	1,519,320
	Depreciation:				
	At 1 January 2000	152,531	529,861	356,597	1,038,989
	Provision for year	33,255	116,955	144,558	294,768
	Adjustment for disposals	(42,068)	(177,149)	(162,554)	(381,771)
	At 31 December 2000	143,718	469,667	338,601	951,986
	Net book value:				
	At 31 December 2000	108,523	233,841	224,970	567,334
	At 31 December 1999	141,778	205,805	287,432	635,015
10.	Investments - Company			£	
	Shares in subsidiary undertakings:				
	Cost: At 1 January 2000 and 31 December 200	00	4,120),714	
	Provisions: At 1 January 2000 and 31 December 200		3,72	1.050	
	7 1. 1 Galidally 2000 alla of Docember 200	,~	5,14	,,,,,,,,,	

399,664

Notes to the financial statements For the year ended 31 December 2000

10. Investments - company

At 31 December 2000 the company's wholly owned subsidiary undertakings were Joseph Samuel & Son Limited, registered in England and operating in Great Britain and Knight Brothers Cigar Shippers Limited, registered in England and dormant. Joseph Samuel & Son Limited leases warehouse accommodation.

The company also owns indirectly the entire share capital of the following subsidiary undertakings which are registered in England and are dormant:

Morris & Morris Limited
Melbourne Hart & Co. Limited
Tabaco Torcido Traders Limited
Lancha House Limited
Incentive Marketing Services (UK) Limited
Tropic Tobacco Co Ltd
Melbourne Hart Holdings Ltd
Jacon Financial Services Ltd
C H Downton Ltd
F J Downton Ltd
English Import Co. Ltd

11.	Stocks	Group		Company	
		2000	1999	2000	1999 £
		£	£	£	Σ.
	Goods purchased for resale	4,502,802	5,858,694	4,502,802	5,858,694
					
12.	Debtors	Group		Company	
		2000	1999	2000	1999
		£	£	£	£
	Amounts receivable within one year:				
	Trade debtors	4,021,072	5,869,568	4,021,072	5,869,568
	Other debtors	119,292	704,903	119,111	703,422
	Prepayments and accrued income	609,638	537,305	606,176	534,260
		4,750,002	7,111,776	4,746,359	7,107,250
				·	

Notes to the financial statements For the year ended 31 December 2000

13. Creditors: amounts falling due within one year

	Group		Company	
	2000	1999	2000	1999
•	£	£	£	£
Bank loans and overdrafts	86,370	2,033,249	86,370	2,033,249
Amount owed to subsidiary undertaking	-	-	268,285	256,285
Trade creditors	624,567	700,417	621,592	698,611
Corporation tax	1,070,793	1,447,722	1,067,306	1,444,092
Other taxes, duties and social				
security costs	738,834	895,557	737,390	894,682
Interim dividends	-	2,000,000	-	2,000,000
Proposed final dividend	2,250,000	1,500,000	2,250,000	1,500,000
Other creditors and accruals	833,449	657,235	832,449	654,646
	5,604,013	9,234,180	5,863,392	9,481,565
				

The bank loans and overdrafts are secured by a mortgage debenture over the group's assets.

14.	Deferred taxation	Group		Company	
		2000 £	1999 £	2000 £	1999 £
	Capital allowances Other timing differences	(40,022) 87,630	(45,521) 82,562	(50,298) 87,630	(55,849) 82,562
	Deferred tax liability	47,608	37,041	37,332	26,713

The provision for deferred taxation has been calculated based on a corporation tax rate of 30% (1999: 30%).

The movement during the year is analysed as follows:

	Group		Con	npany
	2000 £	1999 £	2000 £	1999 £
Balance at 1 January 2000 Provided/(reversed) in year	37,041 10,567	65,484 (28,443)	26,713 10,619	54,649 (27,936)
Balance at 31 December 2000	47,608	37,041	37,332	26,713

Notes to the financial statements For the year ended 31 December 2000

15.	Share capital		sed, allotted fully paid	
		2000 £	1999 £	
	678,000 ordinary 'A' shares of 50p each 678,000 ordinary 'B' shares of 50p each 1 ordinary 'C' share of 50p	339,000 339,000 1	339,000 339,000 1	
		678,001	678,001	

'C' shares do not carry any voting rights or rights to receive dividends, but otherwise carry equal rights to 'A' and 'B' shares.

16.	Profit and loss account	Group		Company	
		2000 £	1999 £	2000 £	1999 £
	Retained profit at 1 January 2000 Retained profit for the year	4,535,073 313,554	4,499,724 35,349	4,273,717 309,608	4,243,431 30,286
	Retained profit at 31 December 2000	4,848,627	4,535,073	4,583,325	4,273,717

As permitted by Section 230 of the Companies Act 1985, a separate profit and loss account for Hunters & Frankau Limited is not presented.

The cumulative amount of goodwill written off to profit and loss account in prior years is £776,200.

17.	Reconciliation of movements in equity	Group		Company	
	shareholders' funds	2000 £	1999 £	2000 £	1999 £
	Profit for the financial year Dividends	4,063,554 (3,750,000)	4,535,349 (4,500,000)	4,059,608 (3,750,000)	4,530,286 (4,500,000)
	Net addition to shareholders' funds Opening equity shareholders' funds	313,554 5,214,324	35,349 5,178,975	309,608 4,952,968	30,286 4,922,682
	Closing equity shareholders' funds	5,527,878	5,214,324	5,262,576	4,952,968

Notes to the financial statements For the year ended 31 December 2000

18.	Lease commitments	Group		Company	
		2000	1999	2000	1999
	Annual property rentals payable under leases which expire:	£	£	£	£
	Within one year	4,776	4,853	4,776	4,853
	After five years	124,000	124,000	124,000	124,000
		128,776	128,853	128,776	128,853
		======			

19. Pension commitments

The group operates a pension scheme providing benefits based on final pensionable salary. The assets of the scheme are held separately from those of the company being invested with major asset management companies. The contributions are determined by a qualified actuary on the basis of triennial valuations using the "projected unit" method. The most recent valuation was as at 31 December 1997. The assumptions which have the most significant effect on the results of the valuation are those relating to the rate of return on investments and the rate of increase in salaries and pensions. It was assumed the yield on the fund would exceed the rate of increase in pensionable salaries by 2% per annum. This is consistent with assumptions usually used for longer term funding.

The most recent actuarial valuation showed that the market value of the scheme's assets was £7,082,070 and that the actuarial value of those assets represented 100 per cent of the benefits that had accrued to members.

At 31 December 2000, the group has prepaid a contribution of £292,100 (1999: £272,932) to the scheme.

The total pension charge, including defined contribution payments was £272,932 (1999 - £272,747).

20. Ultimate parent undertaking

The ultimate parent undertaking is Hunters & Frankau Group Limited, which is registered in England.