Chantrey Vellacott DFK LLP

# **HUNTERS & FRANKAU LIMITED**

Financial Statements 31 December 2008

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### Directors' report for the year ended 31 December 2008

The directors present their report and the audited financial statements for the year ended 31 December 2008.

#### Review of the business

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

The results for 2008 reflect the impact of a full year of the smoking ban in indoor public places which was extended throughout the UK from 1 July 2007. This legislation significantly affected the company's well developed catering business. Overall sales declined 12.1% and the gross profit margin declined by 1%. The reduction in sales and margin, contributed to a reduction of £739,000 in operating profits.

The directors consider the results for the year and the financial position at 31 December 2008 to be satisfactory. The directors have taken action to adapt the operations of the company to address the market conditions anticipated in 2009.

#### Risks and uncertainty

The company is exposed to a variety of financial risks and business risks.

Financial risk

Financial risk includes liquidity, credit, currency and interest rate risks.

The directors have not delegated the responsibility of maintaining financial risk management to a sub-committee of the Board. The policies set by the Board are implemented by the company's finance department.

Liquidity risk

The company seeks to manage liquidity risk by ensuring that sufficient liquidity is available from the company's own cash resources and agreed bank facilities to meet foreseeable needs.

Credit risk

The company's principal financial assets are cash and trade debtors. The principal credit risk arises therefore from its trade debtors. The company maintains policies and procedures to manage credit risk.

#### Currency risk

The company is exposed to foreign exchange risk. Transaction exposures are regularly forecast and reviewed in order to mitigate currency risk. The company manages risk through its stock position and transactions in derivatives. All transactions in derivatives are undertaken to manage the risks arising from underlying business activities of the company and no transactions of a speculative nature are undertaken.

## Directors' report for the year ended 31 December 2008

Interest rate risk

The company's financial instruments comprise amounts receivable from customers, amounts payable to suppliers and bank overdraft facilities. Bank borrowings incur interest at variable market rates. Interest rate risk is not considered material.

#### Business risks

Business risks include market, economic, climatic and other event and regulatory risks which are monitored and managed by the Board.

#### Market risk

The company seeks to maintain market its presence and balance through its broad brand portfolio and diverse customer base.

#### Economic risk

Demand for the company's products is sensitive to prevailing economic conditions but the company seeks to mitigate this by offering products at a wide range of price points.

Climatic and other event risk

The company manages the risk of disruption through climatic and other events by maintaining a strategic stock position.

#### Regulatory risk

The company's principal business of cigar distribution is subject to extensive government regulatory restrictions. The directors have put policies in place to ensure that existing restrictions are adhered to and seek to engage with government and their agents when new regulation is being considered.

#### Results and dividends

The results for the year ended 31 December 2008 are shown in the consolidated profit and loss account on page 6. The group profit for the year after taxation was £1,866,734 (2007: £2,406,652).

An interim dividend of 36.87p per ordinary share for 2008 was paid in the year.

The directors are recommending the payment of a final dividend of 36.87p per ordinary share for 2008.

#### **Directors**

The directors who served during the year were:

#### Executive

D G Lewis (Chairman)
Miss J K N Freeman (Managing)
S G Chase (Marketing)
J H Darnton (Sales)
P J Hambidge (Finance)
Mrs A Lopez Garcia (Corporate)

#### Non-executive

M Garcia Morejon F J Terres de Ercilla

## Directors' report for the year ended 31 December 2008

#### Statement of 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.

Insofar as the directors are aware:

- there is no relevant audit information of which the company's auditor is unaware; and
- the directors have taken all steps that they ought to have taken to make themselves aware of any
  relevant audit information and to establish that the auditor is aware of that information.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

#### Tangible fixed assets

The movements in tangible fixed assets are set out in note 9 to the financial statements. Additions to tangible fixed assets during the year comprised normal replacements.

#### **Donations**

Charitable donations during the year amounted to £7,500 (2007: £7,500).

#### Close company status

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

#### **Auditor**

Chantrey Vellacott DFK LLP have indicated their willingness to continue as auditor 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 February 2009

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# Independent auditor's report to the shareholders of Hunters & Frankau Limited

We have audited the group and parent company financial statements of Hunters & Frankau Limited for the year ended 31 December 2008 which comprise the consolidated profit and loss account, the consolidated and company balance sheets, the consolidated cash flow statement, and the related notes. These financial statements have been prepared under the accounting policies set out therein.

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

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the statement of directors' responsibilities.

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 give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

#### 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 directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's and 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.

# Independent auditor's report to the shareholders of Hunters & Frankau Limited

#### Opinion

In our opinion:

- The financial statements give a true and fair view, in accordance with United Kingdom
  Generally Accepted Accounting Practice, of the state of the group's and the parent company's
  affairs as at 31 December 2008 and of the group's profit for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the directors' report is consistent with the financial statements.

Chandrey Johnson DFK LP
CHANTREY VELLACOTT DFK LLP

Chartered Accountants Registered Auditor

LONDON

17/02/09

# Consolidated profit and loss account For the year ended 31 December 2008

	Notes	<b>2008</b> £	Restated 2007 £
Turnover	2	18,263,594	20,766,303
Cost of sales		11,366,193	12,706,226
Gross profit		6,897,401	8,060,077
Distribution costs Other operating expenses		1,989,530 2,342,953	1,989,638 2,691,955
		4,332,483	4,681,593
Operating profit		2,564,918	3,378,484
Net finance income	3	74,268	153,304
Profit on ordinary activities before taxation	4	2,639,186	3,531,788
Tax on profit on ordinary activities	7	772,452	1,125,136
Profit for the financial year	16	1,866,734	2,406,652
Statement of total recognised gair	ns and lo	sses	
		<b>2008</b> £	2007 £
Profit for the financial year Actuarial gains on pension scheme liabilities Difference between the expected and actual		1,866,734 2,536,000	2,406,652 1,569,000
returns on pension scheme assets		(4,273,000) 38,000	(340,000)
Special contributions from other participators Deferred taxation		475,000	(344,000)
Total gains and losses relating to the year		642,734	3,291,652
Prior year adjustment in respect of the adoption of F	RS17	(958,000)	
Total gains and losses since last annual report		(315,266)	

There is no difference between the profits shown above and their historical cost equivalents.

# Chantrey Vellacott DFK LLP

#### **HUNTERS & FRANKAU LIMITED**

## Consolidated balance sheet as at 31 December 2008

	Notes	<b>2008</b> £	Restated 2007 £
Fixed assets Tangible assets	9	581,895	724,995
, and the second			
Current assets			
Stocks	11	7,632,361	7,636,975
Debtors	12	4,055,305	3,574,820
Cash at bank and in hand		17,062	4,785
		11,704,728	11,216,580
Creditors: amounts falling			
due within one year	13	3,600,365	4,218,051
Net current assets		8,104,363	6,998,529
Total assets less current liabilities		8,686,258	7,723,524
Pension scheme deficit	19	(1,778,000)	(958,000)
		6,908,258	6,765,524
Capital and reserves			
Called up share capital	15	678,001	678,001
Share premium account		1,250	1,250
Profit and loss account	16	6,229,007	6,086,273
Equity shareholders' funds	17	6,908,258	6,765,524

Approved by the Board and authorised for issue on \_\_\_\_\_\_\_\_\_\_\_ and signed on its behalf by:

DG LEWIS

Directors

P J HAMBIDGE

# **Chantrey Vellacott DFK LLP**

## **HUNTERS & FRANKAU LIMITED**

## Balance sheet as at 31 December 2008

	Notes	<b>2008</b> £	Restated 2007 £
Fixed assets		4	
Tangible assets	9	581,895	724,995
Investments	10	399,664	399,664
		981,559	1,124,659
Current assets			
Stocks	11	7,632,361	7,636,975
Debtors	12	4,055,124	3,574,639
Cash at bank and in hand		17,062	4,785
		11,704,547	11,216,399
Creditors: amounts falling due within one year	13	4,280,157	4,897,843
Net current assets		7,424,390	6,318,556
Total assets less current liabilities		8,405,949	7,443,215
Pension scheme deficit		(1,778,000)	(958,000)
		6,627,949	6,485,215
Capital and reserves			
Called up share capital	15	678,001	678,001
Share premium account		1,250	1,250
Profit and loss account	16	5,948,698	5,805,964
Equity shareholders' funds	17	6,627,949	6,485,215

D G LEWIS

Directors

P J HAMBIDGE

A

Directors

# Consolidated cash flow statement for the year ended 31 December 2008

	Notes	<b>2008</b> £	Restated 2007 £
Cash flow from operating activities	(a)	1,409,265	2,799,908
Returns on investments and servicing of finance	(b)	(2,732)	35,304
Taxation paid		(871,430)	(1,048,822)
Capital expenditure and financial investment	(c)	(30,644)	(66,101)
Equity dividends paid		(500,000)	(2,250,000)
Increase/(decrease) in cash in period	(e)	4,459	(529,711)

# Notes to the consolidated cash flow statement For the year ended 31 December 2008

(a)	Reconciliation of operating profit to net case inflow from operating activities	sh	2008	2007
			£	£
	Operating profit Pension service cost		2,564,918 413,000	3,378,484 466,000
	Pension contributions		(897,000)	(866,000)
	Depreciation charges		179,950	183,239
	Profit on sale of fixed assets		(6,206)	(2,300)
	Changes in stocks		4,614	(691,125)
	Changes in debtors		(480,485)	1,274,284
	Changes in creditors		(369,526)	(942,674)
	Net cash flow from operating activities		1,409,265	2,799,908
(b)	Returns on investments and servicing of f	inance	2008	2007
			£	£
	Interest received		12,081	37,964
	Interest paid		(14,813)	(2,660)
	Net cash flow from returns on investments an servicing of finance	d	(2,732)	35,304
(c)	Capital expenditure and financial investme	ent	2008 £	2007 £
	Sale of tangible fixed assets Purchase of tangible fixed assets		10,405 (41,049)	2,302 (68,403)
	Net cash flow from capital expenditure and financial investment		(30,644)	(66,101)
(d)	Analysis of net debt	At 1 January 2008 £	Cash flow £	At 31 December 2008
	Cash at bank and in hand Overdrafts	4,785 (1,115,078) ————	12,277 (7,818)	17,062 (1,122,896) ————
		(1,110,293)	4,459	(1,105,834)
(e)	Reconciliation of net cash flow to			
(0)	movement in net debt		<b>2008</b> £	2007 £
	Increase(decrease) in cash Net debt at 1 January 2008		4,459 (1,110,293)	(529,711) (580,582)
	Net debt at 31 December 2008		(1,105,834)	(1,110,293)

# Notes to the financial statements For the year ended 31 December 2008

#### 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%

#### (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. 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 balance sheet date. Transactions denominated in foreign currencies are translated into sterling using the rate 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 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.

#### (h) Leases

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

# Notes to the financial statements For the year ended 31 December 2008

#### 1. Accounting policies

#### (i) Pension costs

The group operates two types of pension scheme, a defined benefits pension scheme providing benefits based on final pensionable pay ("the Scheme") and also contributes to individual employees' stakeholder pension plans.

In respect of the Scheme, contributions are paid in accordance with the recommendations of a Scheme actuary. The Scheme is funded, with the assets of the Scheme held separately from those of the group, in separate trustee administered funds.

The Scheme includes a participating employer outside the group. However, the estimated proportion of Scheme assets and liabilities now considered to be attributable to the other participator is not material to the group and therefore the group has fully adopted Financial Reporting Standard 17 - Retirement Benefits for the year ended 31 December 2008. The effect of this change in accounting policy is to recognise the Scheme deficit in the balance sheet. The adoption of FRS17 has given rise to a prior year adjustment as shown in the statement of recognised gains and losses. The comparative figures have been restated accordingly.

Current service costs, past service costs, gains and losses on settlements and curtailments, interest and the expected return on the Scheme assets are charged to operating profit.

Regular contributions from the other participator are deducted from the attributable service cost, special contributions are shown within the statement of total recognised gains and losses.

Actuarial gains and losses in respect of the Scheme are charged to the statement of recognised gains and losses.

As detailed in note 19, the Scheme assets are measured at fair value and liabilities are measured on an actuarial basis and discounted at a rate equivalent to the current rate of return of a high-quality corporate bond of equivalent currency and term of the Scheme liabilities. Full updated actuarial valuations are obtained triennially and are reviewed in the following two years at each balance sheet date. The Scheme surplus or deficit is presented separately after other net assets on the face of the balance sheet.

The contributions to stakeholder pension plans are charged to the profit and loss account as they become payable. The group has no further obligations in respect of stakeholder pension plans.

#### 2. Turnover

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

Tamever allege de lenewe.	2008 £	2007 £
United Kingdom Europe	17,610,377 653,217	19,961,582 804,721
	18,263,594	20,766,303

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

# Notes to the financial statements For the year ended 31 December 2008

3.	Net finance income	2008	2007
	Bank interest receivable Interest payable on bank overdrafts and loans	£ 12,081	£ 37,964
	wholly repayable within 5 years	(14,813)	(2,660)
	Expected return on pension scheme assets Interest cost on pension scheme liabilities	(2,732) 1,122,000 (1,045,000)	35,304 1,083,000 (965,000)
		74,268	153,304
4.	Profit on ordinary activities before taxation	<b>2008</b> £	2007 £
	Is stated after charging:	~	~
	Depreciation Auditor's remuneration Property rentals	179,950 25,850 179,416	183,239 25,100 192,644
	Fees charged by the group's auditor for other services were £	£5,350 (2007 : £7,825).	
	and after crediting:		
	Profit on disposal of tangible fixed assets	6,206	2,300
5.	Staff costs	<b>2008</b> £	2007 £
	(a) Staff costs including directors during the year amounted to:     Wages and salaries     Social security costs     Pension costs - Service cost     - Other	2,113,323 219,733 413,000 44,825 2,790,881	2,196,794 227,980 466,000 50,498 2,941,272
	(b) The weekly average number of employees including made up as follows:	executive directors during 2008 Number	g the year was 20067 Number
	Warehousing and distribution Office and management	31 16	34 18
		<b>47</b>	52

# Notes to the financial statements For the year ended 31 December 2008

6.	Direc	ctors' emoluments	<b>2008</b> £	2007 £
	(a)	Fees and management remuneration Company contributions to money purchase	746,406	764,818
		pension schemes Compensation	22,040 193,000	28,508
			961,446	793,326
	(b)	Highest paid director:	<b>2008</b> £	2007 £
		Fees and management remuneration	121,384	157,833
		Company contributions to money purchase pension scheme Compensation for loss of office	193,000	12,533
			314,384	170,366
, , , , , , , , , , , , , , , , , , ,	UK co	rporation tax based on profit for the year	£ 615,452	£ 919,136
7.	Тах о	n profit on ordinary activities	2008	2007
•		red taxation	157,000	206,000
			772,452	1,125,136
	Factor	s affecting the corporation tax charge for the year:		
		on ordinary activities multiplied by the standard corporation tax in the UK of 28.5% (2007 : 30%)	752,168	1,059,536
	Expen Differe	ses not deductible for tax purposes ence between the tax treatment of pension contributions, se cost, interest on pension scheme liabilities and expected	21,375	15,000
	return	s on pension scheme assets ment to tax charge in respect of previous periods	(159,885) 1,794	(155,400) -
			615,452	919,136
8.	Divide	ends	2008 £	2007 £
	Interim	'A' and 'B' ordinary shares: paid aid for previous year	500,000 -	2,000,000 250,000
		-	500,000	2,250,000

# Notes to the financial statements For the year ended 31 December 2008

9.	Tangible fixed assets
	Group and company

Group and company	Freehold property	Short leasehold improvements	Plant, equipment, fixtures & fittings	Motor vehicles	Total
	£	£	£	£	£
Cost:					
At 1 January 2008	548,434	346,045	975,630	443,170	2,313,279
Additions	-	-	9,555	31,494	41,049
Disposals		<u>-</u>	(21,053)	(84,362)	(105,415)
At 31 December 2008	548,434	346,045	964,132	390,302	2,248,913
Depreciation:	<del></del>		<del></del>		<del></del> ·
At 1 January 2008	227,256	248,782	784,635	327,611	1,588,284
Provision for year	10,968	20,842	87,760	60,380	179,950
Disposals	-	-	(21,053)	(80,163)	(101,216)
At 31 December 2008	238,224	269,624	851,342	307,828	1,667,018
Net book value:	<del> </del>	<del></del>			-
At 31 December 2008	310,210	76,421	112,790	82,474	581,895
At 31 December 2007	321,178	97,263	190,995	115,559	724,995
Investments - Company				£	

10.

Shares in subsidiary undertakings:

Cost:

At 1 January 2008 and 31 December 2008	4,120,714
Provisions: At 1 January 2008 and 31 December 2008	3,721,050
Net book value: At 31 December 2007 and 31 December 2008	399,664

At 31 December 2008 the company's direct wholly owned subsidiary undertakings were Joseph Samuel & Son Limited and Knight Brothers Cigar Shippers Limited, registered in England and dormant.

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 Limited Melbourne Hart Holdings Limited Jacon Financial Services Limited CH Downton Limited F J Downton Limited English Import Co. Limited

# Notes to the financial statements For the year ended 31 December 2008

11.	Stocks		Group	C	ompany
		2008	2007	2008	2007
		£	£	£	£
	Goods purchased for resale	7,632,361	7,636,975	7,632,361	7,636,975
12.	Debtors		Group	С	ompany
		2008	2007	2008	2007
		£	£	£	£
	Amounts due within one year:				
	Trade debtors	3,724,852	3,334,146	3,724,852	3,334,146
	Other debtors	33,405	41,233	33,224	41,052
	Prepayments and accrued income	258,438	160,831	258,438	160,831
		4,016,695	3,536,210	4,016,514	3,536,029
	Amounts due after more than one year:				
	Deferred tax (note 14)	38,610	38,610	38,610	38,610
		4,055,305	3,574,820	4,055,124	3,574,639
13.	Creditors: amounts falling due within one	year			
			Group	C	ompany
		2008	2007	2008	2007
		£	£	£	£
	Bank loans and overdrafts	1,122,896	1,115,078	1,122,896	1,115,078
	Amount owed to subsidiary undertaking	-	-	681,382	681,382
	Trade creditors	539,813	194,691	539,813	194,691
	Corporation tax	243,158	499,136	243,158	499,136
	Other taxes, duties and social security costs	829,259	726,678	829,259	726,678
	Other creditors and accruals	865,239	1,682,468	863,649	1,680,878
		3,600,365	4,218,051	4,280,157	4,897,843

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

14.	Deferred taxation	Group		Company	
		<b>2008</b> £	2007 £	<b>2008</b> £	2007 £
	Capital allowances	38,610	38,610	38,610	38,610
	Deferred tax asset	38,610	38,610	38,610	38,610

The provision for deferred taxation has been calculated based on a corporation tax rate of 28% (2007: 30%).

The movement during the year is analysed as follows:

	Group		Company	
	<b>2008</b>	2007	<b>2008</b>	2007
	£	£	£	£
Balance at 1 January 2008	38,610	38,610	38,610	38,610
Release for the year	-	-	-	
Balance at 31 December 2008	38,610	38,610	38,610	38,610

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## **HUNTERS & FRANKAU LIMITED**

# Notes to the financial statements For the year ended 31 December 2008

15.	Share capital		Authorised, allotted and fully paid	
		<b>2008</b> £	2007 £	
	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	

The 'C' share does not carry any voting rights or rights to receive dividends, but otherwise carries equal rights to the 'A' and 'B' shares.

Profit and loss account		Group		Company	
110,112,112,1000	2008	2007	2008	2007	
	£	£	£	£	
Profit for the financial year	1,866,734	2,406,652	1,866,734	2,406,652	
Dividends (note 8)	(500,000)	(2,250,000)	(500,000)	(2,250,000)	
Other gains and losses recognised	(1,224,000)	885,000	(1,224,000)	885,000	
	142,734	1,041,652	142,734	1,041,652	
Retained profit at 1 January as previously reported	7,044,273	7,199,621	6,763,964	6,919,312	
Prior year adjustment	(958,000)	(2,155,000)	(958,000)	(2,155,000)	
As restated	6,086,273	5,044,621	5,805,964	4,764,312	
Retained profit at 31 December	6,229,007	6,086,273	5,948,698	5,805,964	
•	<del></del>		<del></del>		

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	2008	2007	2008	2007
	Charles and America	£	£	£	£
	Profit for the financial year	1,866,734	2,406,652	1,866,734	2,406,652
	Other gains and losses recognised	(1,224,000)	885,000	(1,224,000)	885,000
	Dividends	(500,000)	(2,250,000)	(500,000)	(2,250,000)
	Net addition to shareholders' funds	142,734	1,041,652	142,734	1,041,652
	Opening equity shareholders' funds	7 702 504	7 070 070	7,443,215	7,598,563
	as previously reported	7,723,524	7,878,872	•	
	Prior year adjustment	(958,000)	(2,155,000)	(958,000) ————	2,155,000
	As restated	6,765,524	5,723,872	6,455,215	5,443,563
	Closing equity shareholders' funds	6,908,258	6,765,524	6,627,949	6,485,215
				- <del> </del>	

# Notes to the financial statements For the year ended 31 December 2008

18.	Lease commitments		Group	Co	ompany
		2008	2007	2008	2007
	Annual property rentals payable under leases which expire:	£	£	£	£
	Within one year	5,200	4,897	5,200	4,897
	After five years	140,000	140,000	140,000	140,000
		145,200	144,897	145,200	144,897

#### 19. Pension commitments – Group and Company

The group operates a defined benefit scheme ("Scheme") in the UK. A full actuarial valuation was carried out at 31 December 2006 and updated to 31 December 2007 by a qualified actuary, independent of the Scheme's principal participating employer.

Employer contributions in 2008 were paid at the rate of 25.2% of pensionable salary plus £499,000 deficit repair contribution. In 2009, employer contributions will be paid at the same rates.

#### Present values of Scheme liabilities, fair value of assets and deficit

	2008	2007	2006
	£'000s	£'000s	£'000s
Fair value of Scheme assets	13,572	16,974	15,851
Present value of Scheme liabilities	16,041	18,305	18,929
Deficit in Scheme	(2,469)	(1,331)	(3,078)
Deferred tax	691	373	923
Net liability to be recognised	(1,778)	(958)	(2,155)
•		<del></del>	<del></del>

#### Reconciliation of opening and closing balances of the present value of Scheme liabilities

	2008	2007
	£'000s	£'000s
Scheme liabilities at start of period	18,305	18,929
Current service cost	425	475
Interest cost	1,045	965
Actuarial losses (gains)	(2,536)	(1,569)
Benefits paid and death in service insurance premiums	(1,198)	(495)
Scheme liabilities at end of period	16,041	18,305

# Notes to the financial statements For the year ended 31 December 2008

#### 19. Pension commitments

#### Reconciliation of opening and closing balances of the fair value of Scheme assets

	2008	2007
	£'000s	£'000s
Fair value of Scheme assets at start of period	16,974	15,851
Expected return on Scheme assets	1,122	1,083
Actuarial gains (losses)	(4,273)	(340)
Contributions by employer	947	875
Benefits paid and death in service insurance premiums	(1,198)	(495)
Fair value of Scheme assets at end of year	13,572	16,974

The actual return on the Scheme assets over the year ended 31 December 2008 was £(3,151,000).

#### Total expense recognised in profit and loss account

	2008	2007
	£'000s	£'000s
Current service cost	425	475
Less: Contributions from other participator	(12)	(9)
Interest cost	1,045	965
Expected return on Scheme assets	(1,122)	(1,083)
Total expense recognised in profit and loss account	336	348

# Notes to the financial statements For the year ended 31 December 2008

#### 19. Pension commitments

Statement of total recognised gains and losses		
	2008	2007
	£'000s	£'000s
Difference between expected and actual return on Scheme assets	(4,273)	(340)
Effects of changes in the demographic and financial assumptions	2 526	4 500
underlying the present value of Scheme liabilities	2,536	1,569 —-
Total actuarial gains and losses	(1,737)	1,229
Other participator – special contribution	38	-
Total amount recognised in statement of total recognised gains and losses	(1,699)	1,229

The cumulative amount of actuarial gains and losses recognised in the statement of total recognised gains and losses since adoption of FRS17 on 1 January 2007 FRS17 is £(508,000).

#### **Assets**

	<b>2008</b>	2007	2006
	£'000s	£'000s	£'000s
Equity/property Bonds	8,259	12,242	13,310
	3,358	3,361	1,699
Cash	1,955	1,371 ————	842
Total assets	13,572	16,974	15,851

None of the fair values of the assets shown above includes any of the group's own financial instruments or any property occupied by, or other assets used by, the group.

# Notes to the financial statements For the year ended 31 December 2008

#### 19. Pension commitments

#### **Assumptions**

•	2008	2007	2006
•	% per annum	% per annum	% per annum
Inflation	2.90%	3.20%	2.90%
Salary increases	4.40%	4.70%	4.40%
Rate of discount	6.50%	5.80%	5.10%
Allowance for pension in payment increases of			
RPI or 5% p.a. if less	2.90%	3.20%	2.90%
Allowance for revaluation of deferred pensions of			
RPI or 5% p.a. if less	2.90%	3.20%	2.90%
Allowance for commutation of pension for cash at retire	ment Yes	Yes	Yes

The mortality assumptions adopted at 31 December 2008 imply the following life expectancies:

Male retiring at age 65 in 2008	22.0
Female retiring at age 65 in 2008	24.8
Male retiring at age 65 in 2028	23.1
Female retiring at age 65 in 2028	25.9

#### Expected long term rates of return

The long-term expected rate of return on cash is determined by reference to bank base rates at the balance sheet dates. The long-term expected return on bonds is determined by reference to UK long dated government and corporate bond yields at the balance sheet date. The long-term expected rate of return on equities is based on the rate of return on bonds with an allowance for out-performance.

The expected long term-rates of return applicable at the start of each period are as follows

		2009 % per annum		2008 annum	2007 % per annum			
Equity/Property Bonds Cash Overall for scheme		7.75% 6.50% 3.00% 6.76%		7.25% 5.25% 5.50% 6.71%	7.25% 4.75% 5.00% 6.86%			
Amounts for the current and previous four years								
	<b>2008</b> £'000s	2007 £'000s	2006 £'000s	2009 £'000				
Fair value of Scheme assets Present value of Scheme liabilities Surplus (deficit) in Scheme Experience adjustment on Scheme assets	13,572 16,041 (2,469) (4,273)	16,974 18,305 (1,331) (340)	15,851 18,929 (3,078)	- - -	- - - -			

Estimated contributions to be paid by the employer to the Scheme for the period beginning after 31 December 2008 amount to £828,000.

# Notes to the financial statements For the year ended 31 December 2008

#### 20. Related party disclosures

The Company occupies offices and warehouses in South West London under a 20 year lease dated 30 October 1998 from Reyker Properties Limited, a company in which Miss J K N Freeman is a shareholder and director. The rent payable under the lease is determined by an independent qualified surveyor through rent reviews at 4 year intervals. The rent paid in the year ending 31 December 2008 was £140,000 (2007: £140,000).

The company paid fees for directors and management services to Altabana S.L. a company which has a 49.99% interest in the share capital of Hunters & Frankau Limited. Fees paid to Altabana S.L. in the year ended 31 December 2008 totalled £105,000 (2007: £105,000).

The company paid fees for directors and management services to Hunters & Frankau Group Limited, a company which has a 50.01% interest in the share capital of Hunters & Frankau Limited. Fees paid to Hunters & Frankau Group Limited in the year ended 31 December 2008 totalled £90,000 (2007: £97,500).

#### 21. Ultimate parent undertaking

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