BIRMINGHAM CITY FOOTBALL CLUB PLC FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997



FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

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DIRECTORS AND OFFICERS FOR THE YEAR ENDED 31ST AUGUST 1997

Directors and Officers:

D. Gold

(Chairman)

K. Brady

(Managing Director)

D. SullivanB. GoldR. GoldH. Brandman

J.F. Wiseman A.G. Jones

M. Wiseman

(Appointed 23rd December 1997)

Company Secretary:

Alan G. Jones B.A., M.B.A.

Commercial Manager:

Alan Robson

Team Manager:

Trevor Francis

Registered Office:

St Andrew's Stadium

BIRMINGHAM

B9 4NH

Tel. No. 0121-772 0101

Auditors:

Walter J. Edwards & Co.

Chartered Accountants and

Registered Auditors 47 Anchor Road

Aldridge WALSALL WS9 8PT

Principal Bankers:

Midland Bank plc

PO Box 66 Bennetts Hill BIRMINGHAM

B2 5RJ

Principal Solicitors:

Henri Brandman & Co

43 Queen Anne Street

LONDON W1M 9FA

Company Number:

27318

FIVE YEAR TRADING RECORD

Match Receipts F.A. and Football League Distributions	1997 <u>£</u> 4,464,029	1996 <u>£</u> 4,624,252	1995 <u>£</u> 4,616,208	1994 £ 2,584,693	1993 13 Months £ 2,220,678
Commercial Activities including television and radio fees	3,158,157	2,712,819	2,325,463	1,178,439	899,966
INCOME	7,622,186	7,337,071	6,941,671	3,763,132	3,120,644
Wages Other expenses	4,900,328 1,985,405	4,791,500 1,742,180	3,677,808 1,739,675	2,694,973 1,556,613	1,715,409 1,227,026
EXPENDITURE	6,885,733	6,533,680 =====	5,417,483	4,251,586	2,942,435
OPERATING PROFIT/(LOSS) BEFORE TRANSFER FEES AND INTEREST	736,453	803,391	1,524,188	(488,454)	178,209
NET TRANSFER FEES RECEIVED/(PAID)	208,790	(2,680,879)	(1,279,327)	(642,368)	(904,741)
CAPITAL AND RESERVES	(3,631,677)	(4,701,239)	(2,833,901)	(3,090,734)	(1,960,277)

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST AUGUST 1997

The directors present the financial statements for the year ended 31st August 1997.

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 profit or loss for that period. In preparing those financial statements the directors have:-

- selected suitable accounting policies and then applied them consistently;
- made judgements and estimates that are reasonable and prudent;
- prepared the financial statements on a going concern basis.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

RESULTS AND DIVIDENDS

The operating profit before transfer fees and interest amounted to £736,453 (1996 - £803,391). The profit on ordinary activities before taxation was £1,124,773 as compared to a loss in 1996 of £1,866,588.

The company is unable to pay a dividend as it does not have available distributable reserves.

REVIEW OF BUSINESS

The Board are pleased to report that 1997 has seen an increase in turnover for the year to £7.62m (1996 - £7.34m). The Club has continued to invest in the playing squad, spending £4.1m on new players and, as a result of the sales of players, the Club achieved profits of £209,000.

As part of our continuing programme to develop the Club, this season we have seen the opening of the new St Andrew's Museum, International Suite and Corner Flag Bar. We have also successfully launched a customer care initiative, helping us improve relationships with our supporters.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST AUGUST 1997

FUTURE DEVELOPMENTS

Following the successful floatation of Birmingham City plc on the AIM in March 1997, the Club will be reconstructing the Railway Stand at the end of the season. The new development will provide an 8,000 plus seater stand, increasing our capacity to 30,200.

We are currently seeking ways to secure our own television show and we are launching our Club newspaper.

With regard to the playing squad, the Manager, Trevor Francis, still has a considerable sum left to spend on the squad and it is the policy of the Club that any money raised from the sale of any player goes back into the transfer budget.

PRINCIPAL ACTIVITY

The principal activity of the company continues to be that of a Professional Football League Club.

INTANGIBLE ASSETS

It is a policy of Birmingham City Football Club not to value playing staff as an asset to be included within the financial statements. It is the opinion of the directors that the valuation of players would eliminate the balance sheet deficit as shown on page 8.

CREDITORS PAYMENT POLICY

For all trade creditors, it is the company's policy to:-

- (i) agree the terms of payment at the start of business with that supplier;
- (ii) ensure suppliers are aware of the terms of payment;
- (iii) pay in accordance with its contractual and other legal obligations.

Trade creditors at the year end amount to 38 days of average supplies for the year.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST AUGUST 1997

DIRECTORS AND THEIR INTEREST IN THE SHARE CAPITAL

The directors who acted during the period are set out on page 1 and the interest in the share capital of those acting at 31st August 1997 was as follows:-

	31st Augu	31st August 1997		<u>ust 1996</u>
	Preference	Ordinary	Preference	<u>Ordinary</u>
	<u>No</u>	<u>No</u>	<u>No</u>	<u>No</u>
J F Wiseman	-	-	5,000	99,210
D Sullivan	-	-	-	-
K Brady	-	-	-	-
B Gold	-	-	-	-
R Gold	-	-	-	-
D Gold	•	-	-	-
H Brandman	-	-	-	-
A G Jones	-	-	-	4

On 6th February 1997, the shareholdings of the directors, along with all other shareholdings were purchased by Birmingham City plc, the immediate holding company.

Details of directors' shareholdings in that company are declared within its financial statements.

In accordance with the Articles, D Sullivan, K Brady and A G Jones retire by rotation and being eligible, offers themselves for re-election.

DIRECTORS OF SPORT AND INTERESTS

D Sullivan, R Gold and D Gold are all directors of Sport Newspapers Limited and have direct holdings in that company of 50 percent, 25 percent and 25 percent respectively.

AUDITORS

A resolution to re-appoint Messrs. Walter J. Edwards & Co. as auditors will be proposed at the Annual General Meeting.

BY ORDER OF THE BOARD

Managing Director

Date: 24th January 1998

AUDITORS' REPORT FOR THE YEAR ENDED 31ST AUGUST 1997

Auditors' Report to the Members of Birmingham City Football Club plc

We have audited the financial statements on pages 7 to 23 which have been prepared under the historical cost convention and the accounting policies set out on pages 10 and 11.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 3, the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

BASIS OF OPINION

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion, we also evaluated the overall adequacy of the presentation of information in the financial statements.

OPINION

In our opinion, the financial statements give a true and fair view of the state of the company's affairs at 31st August 1997 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

etter of Edward The

Walter J. Edwards & Co. Registered Auditors Chartered Accountants

47 Anchor Road Aldridge WALSALL WS9 8PT

Date: 24th January 1998

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31ST AUGUST 1997

	<u>Notes</u>	<u>1997</u>	<u>1996</u>
		£	<u>£</u>
TURNOVER	2	7,622,186	7,337,071
Match and ground expenses Administration expenses Staff costs	5	1,055,060 649,732 4,900,328	1,031,492 416,566 4,791,500
Depreciation net of disposals Amortisation of deferred income	1b 1i	346,622 (66,009)	360,129 (66,007)
Net operating expenses		6,885,733	6,533,680
OPERATING PROFIT BEFORE TRANSFER FEES	3	736,453	803,391
Net transfer fees receivable/(payable)	1c	208,790	(2,680,879)
OPERATING PROFIT/(LOSS) AFTE TRANSFER FEES	2R 3	945,243	(1,877,488)
Interest receivable and similar income Interest payable and similar charges	6 7	194,071 (14,541)	20,206 (9,306)
PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION		1,124,773	(1,866,588)
Taxation on profit/(loss) on ordinary activ	vities 8	(55,211)	_
PROFIT/(LOSS) FOR THE YEAR	19 and 20	1,069,562	(1,866,588)

There were no recognised gains or losses other than those reported above.

All activities are derived from continuing operations.

BALANCE SHEET AS AT 31ST AUGUST 1997

	Note	<u>19</u>	997	<u>19</u>	<u> 96</u>
		£	$\overline{\mathbf{t}}$	$\overline{\mathfrak{T}}$	£
FIXED ASSETS	^		7.050.006		0.100.730
Tangible assets	9		7,859,206		8,128,732
CURRENT ASSETS					
Stocks	10	142,605		168,123	
Debtors	11	2,682,075		2,385,695	
Cash at bank and in hand		6,875,635		16,331	
		9,700,315		2,570,149	
CREDITORS: Amounts falling		•			
due within one year	12	(4,881,269))	(6,146,114)	•
NET CURRENT ASSETS/(LIAB	ILITI	ES)	4,819,046		(3,575,965)
TOTAL ASSETS LESS CURRENT LIABILITIES			12,678,252		4,552,767
CREDITORS: Amounts falling		-			
due after more than one year	13	((13,784,300)		(6,662,368)
		((1,106,048)		(2,109,601)
DEFERRED CAPITAL GRANT	14a	((2,525,629)		(2,591,638)
NET LIABILITIES		,	(3,631,677)		(4,701,239)
NEI LIABILITIES		`	=======================================	:	=======================================
CAPITAL AND RESERVES					
Called up share capital	15		771,338		771,338
Share premium account	16		207,096		207,096
Capital redemption reserve	17		750		750
Revaluation reserve	18		312,726		312,726
Profit and loss account	19	((4,923,587)		(5,993,149)
SHAREHOLDERS' FUNDS		•			
(including non-equity)	20	((3,631,677)		(4,701,239)

The accounts were approved by the Board of Directors on 24th January 1998.

below,

K. Brady - Managing Director

CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST AUGUST 1997

	Note	1997 <u>£</u>	199 <u>6</u> <u>£</u>
Cash inflow from operating activities before net transfer fees paid	24	1,761,042	721,022
Net transfer fees paid	24	(1,519,125)	(1,989,805)
NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES		241,917	(1,268,783)
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE	25(i)	179,530	10,900
CAPITAL EXPENDITURE	25(ii)	(77,096)	(811,416)
CASH INFLOW/(OUTFLOW) BEFORE FINANCING		344,351	(2,069,299)
FINANCING	25(iii)	7,121,932	630,367
INCREASE/(DECREASE) IN CASH		7,466,283	(1,438,932)
			

RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT

	<u>Note</u>	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
Increase/(decrease) in cash in year Loan from holding company	25(iii)	7,466,283 (7,161,928)	(1,438,932)
Loan from Sport Newspapers Limited Cash to repay Football Trust loan	25(iii) 25(iii)	39,996	(700,000) 39,996
Change in Net Funds/(Debt)	26	344,351	(2,098,936)
Net debt at 1st September 1996	26	(7,293,012)	(5,194,076)
Net debt at 31st August 1997	26	(6,948,661)	(7,293,012)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

The financial statements have been prepared in accordance with applicable accounting standards. There were no material departures from those standards.

1. ACCOUNTING POLICIES

(a) Basis of Accounts

The financial statements have been prepared under the historical cost convention, in accordance with applicable accounting standards, as modified by the revaluation of certain freehold land and buildings.

(b) Tangible Fixed Assets Depreciation

Depreciation has been provided to write off the cost or valuation of tangible fixed assets over their expected useful lives on a straight line basis. The following expected useful lives have been used:-

Freehold land - Nil

Freehold property - over 50 years Computer equipment - over 3 years

Fixtures and equipment - between 2 to 5 years

Motor vehicles - over 5 years

(c) Transfer Fees

Fees payable to and receivable from other football clubs on the transfer of player's registrations, together with associated costs, are dealt with through the profit and loss account in the year in which the transfer takes place. Transfer fees contingent on, for example, future appearances, are taken to the profit and loss account in the period they become payable or receivable.

(d) Signing-On Fees

Signing-on fees payable to players are charged to the profit and loss account in the year of payment. Signing-on fees not paid in the year but contracted for and payable in future years are dependent upon the Club retaining the players registration for the duration of the contract. The commitments to pay signing-on fees are shown within note 22.

(e) Stock

Stock is stated at the lower of cost or net realisable value.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

1. ACCOUNTING POLICIES (continued)

(f) Turnover

Turnover represents match receipts, executive box rentals, sponsorship and other income associated with the continuing principal activity of running a professional football club, and excludes Value Added Tax. Season ticket and sponsorship income received during the year, for the following season, is deferred to the next year.

(g) Deferred Taxation

Deferred taxation is provided on the liability method to take account of timing differences between the treatment of certain items for accounts purposes and their treatment for tax purposes. Provision for deferred taxation is made only to the extent that it is probable that the liability will become payable in the foreseeable future. Deferred tax on the revaluation of freehold property has not been quantified as it is not considered to be a timing difference.

(h) Leasing

Rentals payable under operating leases are charged to the profit and loss account as incurred.

(i) Grants

Grants and donations received in respect of safety work and ground developments are credited to deferred grant income and are released to the profit and loss account over the anticipated useful life of the assets to which they relate. Football Trust grants received towards revenue expenditure are released to the profit and loss account as the related expenditure is incurred.

(j) Pensions

Eligible employees of the company are members of the Football League Limited Pensions and Life Assurance scheme. The company does not make contributions to the scheme. The assets and liabilities of the scheme are managed independently of the company and do not form part of these financial statements.

2.	TURNOVER	1997 £	<u>1996</u> £
	Turnover comprises:-	22	
	Match receipts, F.A. and League distributions	4,464,029	4,624,252
	Television and radio coverage	329,770	379,947
	Commercial activities	2,828,387	2,332,872
		7,622,186	7,337,071
	Included within commercial activities is income from		
	the Club Shops:-		
		<u>1997</u>	<u>1996</u>
		£	£
	Sales	990,752	1,092,032
	Cost of sales	(466,139)	(499,904)
			500 100
	Net income	524,613	592,128
3.	OPERATING PROFIT	<u> 1997</u>	<u>1996</u>
•	Operating profit is stated after charging:-	£	£
	Directors' fees	-	-
	Directors' emoluments	125,163	101,133
	Pension of directors	-	-
	m + 1 ft - + 1 - + 1 - + 1 - + 1	125 162	101,133
	Total directors' emoluments	125,163 ======	101,133
	Auditors' remuneration:		
	Audit services	9,000	8,000
	Non-audit work	12,325	4,000
	Depreciation of owned assets	343,449	363,095
	Release of deferred income from Football Trust Grants	(66,009)	(66,007)
	(Loss)/profit on sale of tangible assets	3,173	(2,966)
	Equipment leased under operating leases	19,924	13,064

4.	DIRECTORS' REMUNERATION (Excluding Pen	sion Contributio	ns)
		<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
	The remuneration of the highest paid director was	92,536	71,279
5.	STAFF COSTS	<u>1997</u>	<u>1996</u>
		$\mathbf{\underline{\mathfrak{t}}}$	<u>£</u>
	Staff costs during the year were made up as follows	S:-	
	Wages, salaries, signing on fees, etc Social Security costs Other pension costs	4,425,201 472,927 2,200	4,386,267 402,633 2,600
		4,900,328	4,791,500
	The average number of persons employed by the company during the year was as follows:-		
		<u>1997</u> <u>No</u> .	<u>1996</u> <u>No</u> .
	Playing staff	49	58
	Training staff	9	9 8
	Commercial and fund raising Shop	9 8	8
	Administration and other	20	21
		95 ====	104
6.	INTEREST RECEIVABLE AND SIMILAR INCO	OME	
		1997 <u>£</u>	1996 £
	Bank interest Other interest	191,837 2,234	19,013 1,193
		194,071	20,206

<u>1996</u>

£

<u> 1997</u>

BIRMINGHAM CITY FOOTBALL CLUB PLC

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

7. INTEREST PAYABLE AND SIMILAR CHARGES

		≈	==
	Bank loans and overdrafts	14,541	9,306
8.	TAXATION	1997 <u>£</u>	1996 <u>£</u>
	Corporation Tax for the year	55,211	NIL

As a result of the utilisation of taxation losses from previous years, provision is required for taxation on interest received only.

The tax losses not utilised at 31st August 1997 amount to approximately £3,000,000 (1996 - £4,000,000).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

9. TANGIBLE FIXED ASSETS

Cost or Valuation:	Freehold land and Buildings				Total £
At 1st September 1996 Additions Disposals	8,015,397 113,757 (159,360)	1,322,819 53,345	•	101,736 17,394	9,479,709 230,096 (159,360)
At 31st August 1997	7,969,794	1,376,164	85,357 ———	119,130	9,550,445
Depreciation:					
At 1st September 1996 Charge for the year Disposals		931,036 154,106	21,648 13,647	•	1,350,977 343,449 (3,187)
At 31st August 1997	463,958	1,085,142	35,295	106,844	1,691,239
Net Book Value:					
At 31st August 1997	7,505,836 ======	291,022 	50,062	12,286	7,859,206
At 31st August 1996	7,707,648	391,783	18,109	11,192	8,128,732
Land and building comp	orises:-				Freehold Properties £
Cost and valuation 199 Additions at cost 1991					1,153,807 6,815,987
Depreciation					7,969,794 (463,958)
At 31st August 1997					7,505,836
At 31st August 1996					7,707,648 =====

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

9. TANGIBLE FIXED ASSETS (continued)

The freehold buildings occupied by the company were revalued on an existing use basis. If the properties had not been revalued, they would have been included in the balance sheet at the following amounts:-

	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
Cost Accumulated depreciation	7,657,068 (445,193)	7,702,671 (295,239)
•		
	7,211,875	7,407,432

Valuation

The major ground development is now completed. A valuation is not currently available but the directors are of the opinion that the market value of freehold land and buildings is higher than book value, after taking into account deferred grant income attributable to freehold land and buildings.

10.	STOCK	<u>1997</u> <u>£</u>	1996 <u>£</u>
	Club Shop stock	142,605	168,123
11.	DEBTORS	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
	Trade debtors Other debtors Prepayments	2,545,662 1,450 134,963 2,682,075	2,024,777 173,591 187,327 2,385,695
		=	

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

12.	CREDITORS: Amounts falling due within one year				
	•	<u> 1997</u>	<u>1996</u>		
		£	£		
	Unsecured loans (note 13)	39,996	39,996		
	Bank overdraft (secured)	-	606,979		
	Trade creditors	1,270,191	2,210,057		
	Other creditors	15,448	19,365		
	Taxation and social security costs	581,100	139,612		
	Corporation Tax	55,211	-		
	Accruals and deferred income	2,919,323	3,130,105		
		4 991 260	6,146,114		
		4,881,269	0,140,114		

The bank overdraft is secured by a fixed charge on the St Andrew's Stadium and a floating charge over the assets of the company.

13. CREDITORS: Amounts falling due after more than one year

	· <u>1997</u>	<u>1996</u>
	£	£
Unsecured loans	49,995	89,991
Amount due to Sport Newspapers Limited	6,572,377	6,572,377
Amount due to holding company	7,161,928	-
	13,784,300	6,662,368
		======================================
Repayable		
• •	<u>1997</u>	<u> 1996</u>
	$\underline{\mathbf{\pounds}}$	£
Between one and two years	39,996	39,996
Between two and five years	6,582,376	6,622,372
Over five years	7,161,928	· -
·	42002000	
	13,784,300	6,662,368

The unsecured loans relate to a Football Trust loan which is interest free and repayable by monthly instalments of £3,333 over 4 years

The amount due to Sport Newspapers Limited is interest free until 7th March 2000 and not repayable before such date. Thereafter, it is repayable, in whole or in part, subject to receiving six months' prior notice in writing.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

14a.	DEFERRED CAPITAL GRANT	1997 <u>£</u>	<u>1996</u> <u>£</u>
	At 1st September 1996 Grants received during the year	2,591,638	2,602,520 55,125
	Transfer for profit and loss account	2,591,638 (66,009)	2,657,645 (66,007)
	Balance at 31st August 1997	2,525,629	2,591,638 =======

As a result of the substantial redevelopment of the stadium, the Directors have reviewed the allocation of grants received. The amount of £2,525,629 relates to those assets remaining at the balance sheet date.

The grants and donations received in respect of safety work and ground developments are shown as liabilities in the balance sheet in accordance with Statement of Standard Accounting Practice Number 4. However, Football Trust Grants are only repayable if the facility which attracted the grant ceases to be used or is sold.

14b DEFERRED TAXATION

At 31st August 1996 and 1997 there was no unprovided deferred taxation.

15. SHARE CAPITAL

SHA	ARE CAPITAL	1	.997	<u>]</u>	996
(a)	Authorised	<u>No</u>	£	<u>No</u>	<u>£</u>
	4.2% redeemable cumulative preference shares of 50p each Ordinary shares of 50p each	40,000 5,000,000	20,000 2,500,000	•	20,000 2,500,000
		5,040,000	2,520,000	5,040,000	2,520,000
(b)	Allotted, Called Up and Fully	Paid			
	4.2% redeemable cumulative preference shares of 50p each Ordinary shares of 50p each	37,000 1,505,676	18,500 752,838	37,000 1,505,676	18,500 752,838
		1,542,676	771,338	1,542,676	771,338

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

15. SHARE CAPITAL (continued)

(c) The company may redeem cumulative preference shares at par any time upon giving not less than three months previous notice in writing to the holders of the cumulative preference shares. On an earlier winding up, the cumulative preference shares carry priority over the ordinary shares to the extent of their par value plus any arrears of dividends (which are cumulative for a period of three years). The preference shares carry no votes except on a winding up or on variations of their rights.

16. SHARE PREMIUM ACCOUNT

10.		<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
	No movement in year	207,096	207,096
17.	CAPITAL REDEMPTION RESERVE	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
	No movement in year	750 	750
18.	REVALUATION RESERVE	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
	No movement in year	312,726 ======	312,726

The revaluation reserve represents surpluses that have arisen on the revaluation of the company's freehold land and buildings.

19. PROFIT AND LOSS ACCOUNT

PROFIT AND LOSS ACCOUNT	1997 <u>£</u>	<u>1996</u> <u>£</u>
Accumulated losses brought forward	(5,993,149)	(4,125,811)
Profit/(loss) for the year	1,069,562	(1,866,588)
Transfer to capital redemption reserve	-	(750)

Accumulated losses carried forward	(4,923,587)	(5,993,149)
	<u></u>	

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

20. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	1997 <u>£</u>	<u>1996</u> <u>£</u>
Profit/(loss) for the year New share capital subscribed Preference share capital redeemed at par	1,069,562	(1,866,588) 250 (1,000)
Net addition/(reduction) to shareholders' funds Opening shareholders' funds	1,069,562 (4,701,239)	(1,867,338) (2,833,901)
Closing shareholders' funds	(3,631,677)	(4,701,239)
Non-equity preference shares Unpaid preference dividends	18,500 2,331	18,500 2,331
Total non-equity shareholders' funds Equity shareholders' funds	20,831 (3,652,508)	20,831 (4,722,070)
	(3,631,677)	(4,701,239)

21. TRANSACTIONS WITH DIRECTORS AND RELATED PARTY TRANSACTIONS

Gold Star Textile Printers Limited, owned by D Gold and R Gold (directors), supplied goods to the Club during the year to the value of £731 which were sold through the Club Shop. Also, Henri Brandman & Co (Henri Brandman - Director) acted as Solicitors on behalf of the Club during the year with fees amounting to £40,410 of which £11,790 represented disbursements.

Sport Newspapers Limited, the former holding company, carried out certain administrative and accounting duties during the year for which it charged £62,144.

All transactions were of a commercial nature. There were no substantial balances owing at 31 August 1997, other than the unsecured loan due to Sport Newspapers Limited. (Note 13).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

22. CONTINGENT LIABILITIES AND POST BALANCE SHEET EVENTS

Under the terms of certain contracts with other football clubs in respect of player transfers, additional amounts would become payable if certain specific performance conditions are met. The maximum that could be payable in respect of transfers to 31st August 1997 is £1,847,500 (1996 - £304,000). Since the year end and to the date of approval of these accounts, the transfer fee commitments have amounted to £2.4m.

23. CAPITAL AND OTHER FINANCIAL COMMITMENTS

(a) Capital Commitments

Capital Commitments	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>	
Contracted but not provided for	20,247	2,920	
-			

(b) Signing-On Fees Payable

The commitments in respect of deferred signing-on fees due to players under contracts at the year-end and not provided in the accounts, amounted to £730,083 (1996 - £1,197,500).

(c) Lease Commitments

The company had annual commitments under operating leases for plant and equipment as follows:-

	<u> 1997</u>	<u> 1990</u>
	<u>£</u>	<u>£</u>
Expiring:		
Within one year	3,881	8,880
Between one and five years	6,100	8,147
Over five years		2,500
	9,981	19,527

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

24. RECONCILIATION OF OPERATING PROFIT/(LOSS) TO NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES

			<u> 1997</u>	<u>1996</u>
			<u>£</u>	£
	Ope	rating profit before transfer fees	736,453	803,391
	Dep	reciation	343,449	363,095
	Amo	ortisation of deferred income	(66,009)	(66,007)
	Loss	s/(profit) on sale of fixed assets	3,173	(2,966)
		rease/(Increase) in stocks	25,518	(75,690)
		rease/(Increase) in debtors	231,820	(635,854)
		ease/(Decrease) in creditors	486,638	335,053
	NET	CASH INFLOW FROM OPERATING		422 200 2
	AC	CTIVITIES BEFORE TRANSFER FEES	1,761,042	721,022
	Net	transfer fees receivable/(payable)	208,790	(2,680,879)
		ease in transfer fee debtors	(528,200)	(429,442)
	(Dec	crease)/increase in transfer fee creditors	(1,199,715)	
	NET	Γ CASH INFLOW/(OUTFLOW) FROM		
		ERATING ACTIVITIES	241,917 	(1,268,783)
25.	GR	OSS CASH FLOWS		
			<u>1997</u>	<u>1996</u>
			<u>£</u>	<u>£</u>
	(i)	Returns on Investments and Servicing of Fig.	nance	
		Interest received	194,071	20,206
		Interest paid	(14,541)	(9,306)
			179,530	10,900
				======
	(ii)	Capital Expenditure		
		Payments to acquire tangible fixed assets	(230,096)	(892,654) 55,125
		Deferred grant income received Receipts from sales of tangible fixed assets	153,000	26,113
			(77,096)	(811,416)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

25.	GR	OSS CASH FLOWS (continued)	1997 £	1996 <u>£</u>
	(iii)	Financing	22	_
		Loan from holding company	7,161,928	-
		Loan from Sport Newspapers Limited	-	700,000
		Issue of ordinary share capital	-	250
		Redemption of preference shares	-	(1,000)
		Release of Bass M&B loan	-	(28,887)
		Repayment of Football Trust loan	(39,996)	(39,996)
			7,121,932	630,367

26. ANALYSIS OF CHANGES IN NET DEBT

		_	Other	
	01.09.96	Cash Flows	Changes	31.08.97
	£	£	£	<u>£</u>
Cash in hand and at bank	16,331	6,859,304		6,875,635
Bank overdraft	(606,979)	606,979	•	-
		7,466,283		
Debt due within one year	(39,996)	39,996	(39,996)	(39,996)
Debt due after one year	(6,662,368)	(7,161,928)	39,996	(13,784,300)
	(((0 40 ((1)
	(7,293,012)	344,351		(6,948,661)

27. ULTIMATE HOLDING COMPANY

The ultimate holding company is Sport Newspapers Limited, a company registered in England and Wales, number 1994074.

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST AUGUST 1997

The following pages do not form part of the audited statutory financial statements and are for management purposes only

TURNOVER	Analysis <u>Ref</u>	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
Match Receipts, etc			
F.A. and F.L. distributions Match receipts (net of league levies)		814,282 3,649,747	454,096 4,170,156
		4,464,029	4,624,252
Television and radio coverage		329,770	379,947
Commercial Activities			
Catering Shop Lottery income/donations Boxes/adverts, etc	A1 A2 B	110,432 524,613 73,323 2,120,019	102,920 592,128 163,723 1,474,101
		2,828,387	2,332,872
TURNOVER		7,622,186 ————	7,337,071

MATCH AND GROUND EXPENSES			
	Analysis <u>Ref</u>	1997 <u>£</u>	1996 <u>£</u>
Players' equipment, training and medical expenses Hotel and travelling expenses Gatemen, police, referees and linesmen Rent, rates, electricity and insurance Ground and property maintenance	C D E F	120,888 324,452 350,242 161,826 97,652	114,994 292,039 383,410 160,621 80,428
ADMINISTRATION EXPENSES			
	Analysis <u>Ref</u>	<u>1997</u> <u>£</u>	<u>1996</u> <u>£</u>
General office expenses Professional charges Audit and accountancy charges Bank charges Net credit card charges Management charges from Sport Newspapers	G H	403,026 110,056 18,000 19,098 37,408 62,144 649,732	256,659 41,674 13,000 13,678 38,888 52,667
TRANSFER FEES		<u> 1997</u>	<u>1996</u>
Sales transfer fees		£ 4,104,160	3,753,350
Purchase transfer fees and 5% levy Direct Agents' fees		3,802,370 93,000	6,373,229 61,000
Total purchase cost		3,895,370	6,434,229
NET FEES RECEIVED/(PAID)		208,790	(2,680,879)

SCHEDULE OF STAFF COSTS FOR THE YEAR ENDED 31ST AUGUST 1997

	<u>1997</u>	<u>1996</u>
	<u>£</u>	<u>£</u>
Playing staff	3,426,268	3,387,854
Training staff	445,217	492,949
Commercial Department staff	171,684	141,587
Shop staff	71,284	66,497
Administration staff	146,247	150,083
Groundsmen and cleaning staff	49,680	56,397
Pension cost	2,200	2,600
National Insurance	472,927	402,633
Directors' remuneration	114,821	90,900
	4,900,328	4,791,500
		=======================================
	<u>No</u> .	<u>No</u> .
Number of playing and training staff, including trainees	58	67
G'1	£	£
Simple average cost per person of playing and training staff	66,750	57,922
training starr	=====	======
DIRECTORS' REMUNERATION		
	<u>1997</u>	<u>1996</u>
	<u>£</u>	$oldsymbol{\overline{\mathfrak x}}$
A Jones	28,231	25,000
K Brady	86,590	65,900
	114,821	90,900
	=====	

		<u>1997</u>	<u>1996</u>
		£	£
A1	SHOP		
	Sales	990,752	1,092,032
	Cost of sales	466,139	499,904
	Gross profit	524,613	592,128
		52.059/	54.220/
	Margins	52.95% =====	54.22% =====
A2.	LOTTERY INCOME/DONATIONS		
	Beau Brummie	-	13,200
	True Blue Club	-	75,000
	General donations	25,080	2,300
	Lottery income	48,243	73,223
		73,323	163,723
В.	BOXES/ADVERTS, ETC		
	Boxes and executive packages	561,280	415,669
	Advertising income	233,998	194,882
	Sponsorship, including shirt/matchday Club call franchise	535,775 30,650	490,709 33,225
	Pouring rights	23,913	26,087
	Sportsman's dinners	15,390	19,078
	Net programme income	109,212	121,338
	. •	372,120	103,477
	Pony royalties		
	Other royalties	46,730	25,024
	Other royalties Ladbrokes access fee	15,186	653
	Other royalties Ladbrokes access fee Function room hire	15,186 13,076	
	Other royalties Ladbrokes access fee Function room hire Junior Blues	15,186 13,076 8,237	653
	Other royalties Ladbrokes access fee Function room hire Junior Blues True Blue subscriptions	15,186 13,076 8,237 96,275	653
	Other royalties Ladbrokes access fee Function room hire Junior Blues	15,186 13,076 8,237	653

		1997	<u>1996</u>
		<u>£</u>	<u>£</u>
C.	PLAYERS' EQUIPMENT, TRAINING AND MEDICAL		
	Training ground expenses	54,025	38,057
	Players' kit	24,568	5,796
	Ambulance charges	15,267	17,838
	Medical expenses	16,738	42,979
	Health and safety	10,290	10,324
		120,888	114,994
D.	HOTEL AND TRAVELLING		
	Coach for away matches	31,851	29,193
	Petrol, motor, subsistence and hotel	292,601	262,846
	•		
		324,452	292,039
			
E.	GATEMEN, POLICE AND MATCHDAY	STAFF	
	Police charges	140,563	151,725
	Security charges	21,212	25,225
	Matchday staff	188,467	206,460
		350,242	383,410
F.	RENT, RATES, ELECTRICITY AND INS	URANCE	
	Rent and Rates	65,888	61,836
	Electricity	69,642	74,708
	Insurance	26,296	24,077
		161,826	160,621
			

		1997	1996
		<u>£</u>	<u>£</u>
G.	GENERAL OFFICE EXPENSES		
	Stationery and postage	145,746	119,234
	Telephone and fax	46,335	36,671
	Advertising	36,026	11,784
	Cleaning	42,473	17,308
	Subscriptions	1,692	1,951
	Bad debts	11,641	36,204
	Hire of equipment	48,180	39,854
	Fine re Away Travel Club	20,000	••
	Costs re Away Travel Club	8,500	•
	Other small fines	225	92
	Staff and customer entertaining	6,632	3,393
	Purchase ledger creditor write offs	-	(21,911)
	Sundry expenses	11,057	12,079
	Oil painting	3,500	-
	"Sport in Business" course fee	900	**
	Interior plant displays	1,604	-
	Phonographic licence	1,491	-
	Graphics adverts to be recharged to customers	4,314	-
	Bingo machine	544	-
	Operator service for firework display	5,500	-
	Promotional tables	1,260	-
	Labour re removal of office furniture	915	-
	Belfry – Golf evening	2,941	-
	Resite Chubb safe	1,550	-
		403,026	256,659
		403,020	250,059

			<u>1997</u> <u>£</u>	1996 <u>£</u>
н.	PROFESSIONAL C	HARGES		
	Management charges	from Sport	62,144	52,667
	Robson Rhodes	- Inland Revenue report	15,200	13,500
	Wolter I Edwards & C	- P11D dispensation work Co - Inland Revenue report	1,750	-
	Waiter J Edwards & C	assistance	600	-
		- Business plan - Assistance with	4,500	-
		management accounts	4,225	-
	Henri Brandman	- Various matters	40,410	5,670
	Debt recovery charges	,	3,818	-
	IRG registrars		4,978	-
	Brendan Fleming char	•	423	1,699
	Poole Stokes Wood -	· -	1,000	-
		al – Goalkeeper consultancy	2,000	-
	Recruitment costs		9,450	-
	Cox Turner Morse – I	nspection fees	1,650	-
	Project Blue		1,675	-
	Training costs		3,763	9 2 4 9
	Sundry fees		3,720	8,348 2.457
	Energy costs analysis	ort Paginogall	-	2,457 10,000
	P S Robson - "The Sp Barclay Stratton - Pul		10,894	10,000
			110,056	41,674
				