Southampton Football Club Limited

Report and Financial Statements

31 May 2004

Deloitte & Touche LLP Southampton



# Southampton Football Club Limited

# REPORT AND FINANCIAL STATEMENTS 2004

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# **REPORT AND FINANCIAL STATEMENTS 2004**

# OFFICERS AND PROFESSIONAL ADVISERS

#### DIRECTORS

R J G Lowe (Chairman)
B H D Hunt (Vice Chairman)
A E Cowen
I L Gordon
M R Richards, FCA
K St John Wiseman, MA
R M Withers

### **SECRETARY**

E S Coley

# **TEAM MANAGER**

Harry Redknapp (appointed 8 December 2004)

### REGISTERED OFFICE

The Friends Provident St Mary's Stadium Britannia Road Southampton SO14 5FP

### **BANKERS**

Barclays Bank PLC Southampton City Branch Southampton SO14 2ZP

### **SOLICITORS**

Paris, Smith & Randall 1 London Rd Southampton SO15 2AE

# **AUDITORS**

Deloitte & Touche LLP Chartered Accountants and Registered Auditors Southampton

Southampton Football Club Limited

# **DIRECTORS' REPORT (continued)**

The directors present their annual report and the audited financial statements for the year ended 31 May 2004.

### PRINCIPAL ACTIVITY

The company is a football club, which participates in the FA Premier League, other leagues and cup competitions.

### RESULTS, DIVIDENDS AND FUTURE PROSPECTS

The profit and loss account is set out on page 5 and shows a profit before tax for the year of £3,079,242 (2003: loss of £413,975). No dividend (2003: £nil) is proposed. The directors believe that the club is well placed both financially and in terms of its playing squad and remain optimistic about the future for the Company, always aware of the volatile nature of the football industry.

#### DIRECTORS AND THEIR INTERESTS

A list of the present directors of the company is given on page 1.

The directors had no interests in the share capital of the company or any other group company, other than the parent undertaking at the year end.

The directors' interests in the share capital of the parent undertaking, Southampton Leisure Holdings PLC, are disclosed in the accounts of that company. In addition I L Gordon had an interest in 848,000 5p ordinary shares in Southampton Leisure Holdings PLC at the beginning and end of the year and R M Withers had an interest in 1,120,000 5p ordinary shares at the beginning and end of the year.

### PLAYERS' REGISTRATION

As stated in accounting policy note 1, the cost of acquired players is reflected in the accounts in order to comply with FRS 10 Goodwill and intangible assets.

### POLICY ON PAYMENT OF CREDITORS

The company values its relationship with its many suppliers. As part of meeting its obligations under each purchase transaction, the company's policy is to pay amounts due for settlement in accordance with the negotiated terms of trade.

Trade creditors at 31 May 2004 represented 31 days of annual purchases (2003: 33). This figure excludes creditors in respect of player purchases which are paid on the date when payment is contractually due.

#### **AUDITORS**

Under sections 252 and 386 of the Companies Act respectively, a resolution has been passed dispensing with the holding of annual general meetings and with the annual appointment of auditors. Accordingly, Deloitte & Touche LLP are deemed to continue as auditors.

Approved by the Board of Directors and signed on behalf of the Board

E S Coley

3# MwcL 2005

# STATEMENT OF DIRECTORS' RESPONSIBILITIES

United Kingdom 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 as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- · make judgements and estimates that are reasonable and prudent;
- · state whether applicable accounting standards have been followed; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company 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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF SOUTHAMPTON FOOTBALL CLUB LIMITED

We have audited the financial statements of Southampton Football Club Limited for the year ended 31 May 2004 which comprise the profit and loss account, the balance sheet and the related notes 1 to 23. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the 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 company's members those matters we are required to state to them in an auditors' 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 company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of directors and auditors

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of the financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibility is to audit the financial statements in accordance with relevant United Kingdom legal and regulatory requirements and 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 the Companies Act 1985. We also report 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 for the above year and consider the implications for our report if we become aware of any apparent misstatements.

#### Basis of audit 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 the company's affairs at 31 May 2004 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**DELOITTE & TOUCHE LLP** 

Chartered Accountants and Registered Auditors Southampton

11 March 2005

# PROFIT AND LOSS ACCOUNT Year ended 31 May 2004

	Note	Operations excluding player trading 2004 £	Player trading* 2004 £	Continui 2004 £	ng operations 2003 £
TURNOVER Cost of sales	2	44,401,489 (34,424,879)	(9,118,563)	44,401,489 (43,543,442)	44,130,761 (41,020,132)
Gross profit/(loss)		9,976,610	(9,118,563)	858,047	3,110,629
Administrative expenses (including exceptional pension contribution of £nil (2003:£204,533), see note 5		(4,057,048)	<u> </u>	(4,057,048)	(3,049,773)
Operating profit/(loss)	3	5,919,562	(9,118,563)	(3,199,001)	60,856
Profit/(loss) on disposal of players and manager		-	6,311,886	6,311,886	(295,690)
Profit/(loss) before interest and taxation		5,919,562	(2,806,677)	3,112,885	(234,834)
Income from shares in group undertakings				1,154	-
Net interest payable	6			(34,797)	(179,141)
Profit/(loss) on ordinary activities before taxation	on			3,079,242	(413,975)
Tax on profit/(loss) on ordinary activities	7			(903,763)	362,890
Retained profit/(loss) for the financial year	19			2,175,479	(51,085)

<sup>\*</sup>Player trading represents the amortisation and the profit or loss on disposal of player registrations.

There are no recognised gains or losses for the current financial year or preceding financial year other than as stated above. Accordingly a statement of total recognised gains and losses has not been presented.

# BALANCE SHEET 31 May 2004

Note 200	4 2003 € £
FIXED ASSETS	
Intangible assets 8 13,006,41:	• •
Tangible assets 9 717,798	
Investments 10 1,000	1,000
13,725,213	15,296,096
CURRENT ASSETS	
Stocks 11 528,77	
Debtors 12 7,385,329	, ,
Cash and bank balances 3,575,753	3,275
11,489,859	5,513,411
CREDITORS: amounts falling due within one year 13 (17,282,684	(14,112,203)
NET CURRENT LIABILITIES (5,792,825	(8,598,792)
TOTAL ASSETS LESS CURRENT LIABILITIES 7,932,388	6,697,304
CREDITORS: amounts falling due after more than one year 14 (1,411,000	(2,125,511)
PROVISION FOR LIABILITIES AND CHARGES 17 (442,333	(668,219)
NET ASSETS 6,079,053	3,903,574
CAPITAL AND RESERVES	
Called up share capital 18 52,570	52,570
Profit and loss account 19 6,026,483	
EQUITY SHAREHOLDERS' FUNDS 19 6,079,053	3,903,574

These financial statements were approved by the Board of Directors on 8th Mirick 2005

Signed on behalf of the Board of Directors

RJG Lowe Director

#### 1. ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable United Kingdom accounting standards. The particular accounting policies adopted by the directors are described below.

### Accounting convention

The financial statements are prepared under the historical cost convention.

#### Consolidated accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company is a wholly owned subsidiary undertaking of Southampton Leisure Holdings PLC and so it is exempt from preparing group accounts under section 228 of the Companies Act 1985.

#### Turnover

Turnover represents the total amount receivable from the principal activities of the company, excluding transfer fees receivable, and is stated net of value added tax. Income from broadcasting, match days, and those elements of commercial activities relating to matches is recognised when related matches are played; income from advance ticket sales is deferred accordingly. Other commercial income is recognised on a receivable basis,

#### Intangible assets

The element of each player's transfer fee which relates to his registration is capitalised as an intangible asset and amortised over the period of his contract including any agreed extensions, subject to any provision for impairment. Contingent fees payable, which are dependent upon the number of first team appearances and international debuts made, are capitalised in the period when it is considered probable that the conditions of the contract will be satisfied.

#### Investments

Investments that are held for the long term are included in the balance sheet as fixed assets at cost. Provision is made where in the opinion of the directors, an impairment in value has occurred.

#### Tangible fixed assets

Tangible fixed assets are stated at cost, net of depreciation less any provision for impairment. Depreciation is provided on all tangible fixed assets other than assets under development, at rates calculated to write off the cost, less estimated residual value, based on prices prevailing at the date of acquisition, of each asset evenly over its expected useful life, as follows:

Equipment - over 4 to 10 years Motor vehicles - over 4 to 5 years

#### Stocks

Stocks are stated at the lower of cost and net realisable value. Provision is made for obsolete, slow moving or defective items where appropriate.

#### Signing on fees

Signing on fees are charged to cost of sales over the duration of the player's contract.

### 1. ACCOUNTING POLICIES (continued)

#### Deferred taxation

Deferred taxation is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

#### Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives. The interest element of the rental obligations is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding.

Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

#### Pensions

The company makes contributions to the Football League Pension Scheme on behalf of its employees who are members of that scheme. The charge in the accounts represents the premiums due during the year.

### 2. TURNOVER

Turnover, which is stated net of value added tax, represents amounts invoiced to third parties excluding transfer fees receivable. Turnover is attributable to one continuing activity, the operation of a professional football club. All amounts are derived in the United Kingdom.

## 3. OPERATING PROFIT/(LOSS)

Operating profit/(loss) is stated after charging/(crediting):	2004 £	2003 £
Amortisation of players	9,118,563	6,711,384
Auditors' remuneration		
- audit	14,000	17,000
- other services	15,000	43,500
Depreciation of fixed assets		
- owned	321,816	282,197
- held under finance leases and hire purchase contracts	24,239	24,239
Rentals under operating leases		
- plant and machinery	269,411	252,516
- other	97,738	96,976
Loss/(profit) on fixed asset disposal	31,369	(2,084)

### 4. DIRECTORS' REMUNERATION

Directors' remuneration is borne by the parent company and disclosed in its accounts. B H D Hunt was paid £15,000 (2003: £15,000) by the parent undertaking during the year for consulting services.

#### 5. STAFF COSTS

	2004 £	2003 £
Wages and salaries Social security costs Pension contributions	22,076,407 2,520,869 102,123	22,495,994 2,491,700 99,928
	24,699,399	25,087,622

The average monthly number of employees employed by the company during the year is as follows:

	2004 No.	2003 No.
Direct Administration	182 49	170 49
		<del></del>
	231	219
	*****	

In addition the company employs approximately 350 temporary staff on match days (2003: 350).

Certain staff of the company are members of either the Football League Limited Players Retirement Income Scheme, a defined contribution scheme, or the Football League Limited Pension and Life Assurance Scheme ('FLLPLAS'), a defined benefit scheme. As the company is one of a number of participating employers in the FLLPLAS, the scheme actuary has indicated that it is not possible to allocate any of the underlying assets and liabilities of the scheme on a consistent and reasonable basis and consequently contributions are expensed in the profit and loss account as they become payable. For this reason, under FRS 17, the scheme would be accounted for as if it were a defined contribution scheme. Other than the information below, no information is available about the deficit in the scheme as a whole. The assets of the schemes are held separately from those of the company, being invested with insurance companies.

In August 1999, following an independent actuaries' report commissioned by the Trustees a substantial deficit in the FLLPLAS was identified. The scheme has now closed to new members and Southampton Football Club has made provision for its share of the deficit based on the apportionment at that time, see note 17.

The latest actuarial valuation of the scheme at 31 August 2002 indicated that the Club's provisional share of the deficit increased to £313,533 as at 1 April 2003 due to worsening investment market conditions. The additional provision of £204,533 was charged to the profit and loss account as an exceptional administrative expense in the prior year. The revised allocation is being repaid over a ten year period, initially at a monthly repayment of £6,407.

Contributions payable by the company to employees' (including executive Directors) personal pension schemes are charged to the profit and loss account in the period to which they relate. The schemes are defined contribution schemes, the assets of which are held separately from the Group.

# 6. NET INTEREST PAYABLE

7.

	2004 £	2003 £
Bank overdraft Finance charges payable under finance leases and hire purchase contracts	(95,446) (9,739)	(176,828) (9,739)
Interest payable Bank deposit interest receivable	(105,185) 70,388	(186,567) 7,426
	(34,797)	(179,141)
TAXATION.ON PROFIT/(LOSS) ON ORDINARY ACTIVITIES		
The taxation charge/(credit) is made up as follows:		
	2004 £	2003 £
Current tax: United Kingdom corporation tax at 30% (2003: 30%) Adjustment in respect of prior years	876,745	(219,973)
Total current tax charge/(credit)	876,745	(219,973)
Deferred tax Timing differences, origination and reversal Adjustment in respect of prior years	28,738 (1,720)	(126,044) (16,873)
Total deferred tax charge/(credit)	27,018	(142,917)
Tax charge/(credit) on profit/(loss) on ordinary activities	903,763	(362,890)
For Annual Continue to the same Continue to the same and married		

# Factors affecting tax charge for the current period

The tax assessed for the period is lower (2003: lower) than that resulting from applying the standard rate of corporation tax in the UK: 30% (2003: 30%).

The differences are explained below:

	2004 %	2003 %
Standard tax rate for period as a percentage of profits	30	30
Effects of:		
Expenses not deductible for tax purposes	1	(6)
Capital allowances in excess of depreciation	1	(1)
Utilisation of tax losses	(2)	(4)
Movement in short term timing differences	(1)	(15)
Group relief not paid for	(2)	-
Other deferred tax movements	1	(4)
Prior period adjustments	-	(53)
	<del></del>	
Current tax rate for period as a percentage of profits	28	(53)
	<del></del>	

# 7. TAXATION ON PROFIT/(LOSS) ON ORDINARY ACTIVITIES (CONTINUED)

	2004	2003
	£	£
Analysis of deferred tax balance (see also note 12)		
Capital allowances in excess of depreciation	59,549	40,449
Short term timing differences	63,581	116,876
Losses	-	17,921
Player registrations	(7,231)	(32,329)
	115,899	142,917
	<del></del>	

### 8. INTANGIBLE FIXED ASSETS

	registrations £
Cost At 1 June 2003 Additions Disposals	30,390,258 7,666,790 (5,776,656)
At 31 May 2004	32,280,392
Accumulated amortisation At 1 June 2003 Charge for the year Disposals	15,881,478 9,118,563 (5,726,064)
At 31 May 2004	19,273,977
Net book value At 31 May 2004	13,006,415
At 31 May 2003	14,508,780

Amortisation of player registrations is normally calculated on a straight line basis. Where appropriate, adjustments are made to reflect the specific circumstances of individual players. The accounts include additional charges on this basis of £1,969,000 (2003: £1,033,000).

Player

# 9. TANGIBLE FIXED ASSETS

	Equipment £	Motor vehicles £	Total £
Cost			
At 1 June 2003	1,556,170	105,401	1,661,571
Additions	280,679	28,482	309,161
Disposals	(199,398)	(46,451)	(245,849)
At 31 May 2004	1,637,451	87,432	1,724,883
Depreciation			
At 1 June 2003	780,808	94,447	875,255
Provided during the year	332,789	13,266	346,055
Disposals	(167,774)	(46,451)	(214,225)
At 31 May 2004	945,823	61,262	1,007,085
Net book value			. —
At 31 May 2004	691,628	26,170	717,798
At 31 May 2003	775,362	10,954	786,316

The net book value for equipment includes £nil (2003: £24,239) relating to assets acquired under hire purchase contracts and finance leases.

### 10. FIXED ASSET INVESTMENTS

	£
Ordinary shares in subsidiary at cost:	
At 1 June 2003 and 31 May 2004	1,000

Details of the investment in which the company holds more than 10% of the nominal value of any class of share capital are as follows:

Name of company	Holding	Proportion held	Nature of business
Saints Supporters Club Limited	Ordinary shares	100%	Dormant

The above company is incorporated in Great Britain.

# 11. STOCKS

	2004 £	2003 £
Consumable stocks 55	28,777	269,853

There is no material difference between the balance sheet values of stock and their replacement cost.

# 12. DEBTORS

	2004	2003
	£	£
Trade debtors	2,567,151	2,423,411
Amounts due from parent company	3,367,405	448,861
Amounts due from group undertakings	998,976	1,803,480
Deferred taxation (see note 7)	115,899	142,917
Other debtors	21,184	35,261
Prepayments and accrued income	314,714	386,353
	7,385,329	5,240,283

All amounts are due within one year.

# 13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2004 £	2003 £
Bank loan (see note 15)	100,000	100,000
Obligations under finance leases and hire purchase contracts (see note 15)	8,932	35,726
Trade creditors	2,653,242	4,287,183
Amounts due to group undertaking	6,447,911	3,227,049
Corporation tax	876,745	-
Other taxation and social security	2,442,668	1,945,098
Accruals and deferred income	4,753,186	4,517,147
	17,282,684	14,112,203

# 14. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

2004 £	2003 £
725,000	825,000
-	8,931
686,000	1,167,500
-	124,080
1,411,000	2,125,511
	725,000 686,000

### 15. BORROWINGS

	2004 £	2003 £
Amounts payable:	<u>-</u>	_
Within one year or on demand	108,932	135,726
Between one and two years	100,000	108,931
Between two and five years	300,000	300,000
After five years	325,000	425,000
	833,932	969,657

A bank loan of £1,000,000 was taken out during the year ended 31 May 2003. The loan is repayable in quarterly instalments over a ten year period at an interest rate of 2% over the bank base rate. The bank borrowings are secured upon group freehold properties. Obligations under finance leases and hire purchase contracts are secured upon the assets to which they relate.

### 16. FINANCIAL COMMITMENTS

At 31 May 2004, the company was committed to making the following annual payment under non-cancellable operating leases to 31 May 2004.

	2004		2003	
	Land and		Land and	
	buildings	Other	buildings	Other
	£	£	£	£
Leases which expire:				
Within one year	-	10,050	1,440	35,603
Within two to five years	-	206,193	-	194,571
Five years or more	92,488		97,738	
	92,488	216,243	99,178	230,174

### 17. PROVISION FOR LIABILITIES AND CHARGES

	2004 £	2003 £
Contingent transfer fees payable Pensions	218,500 223,835	367,500 300,719
	442,335	668,219

# 17. PROVISION FOR LIABILITIES AND CHARGES (continued)

	2004 €	2003 £
Contingent transfer fees		
Opening balance	367,500	110,250
Capitalised in the year	218,500	367,500
Reclassified to creditors	(367,500)	(110,250)
Closing balance	218,500	367,500

The Directors have made provision for contingent transfer fees where they consider it probable that the contingency will occur and the contractual amount will become payable.

	2004 £	2003 £
Pension provision	~	~
Opening balance	300,719	199,953
Charge to the profit and loss account	-	204,533
Utilised in the year (see note 5)	(76,884)	(103,767)
Closing balance	223,835	300,719

# 18. SHARE CAPITAL

	2004	2003
	£	£
Authorised:		
Ordinary shares of £1 each	60,000	60,000
	<del></del>	
Allotted, called up and fully paid:		
Ordinary shares of £1 each	52,570	52,570
	=======================================	

# 19. RECONCILIATION OF SHAREHOLDERS' FUNDS AND MOVEMENTS ON RESERVES

		Profit and					
	Share capital			<del>-</del>	loss account	2004 Total	
	£	£	£	£			
At 1 June	52,570	3,851,004	3,903,574	3,954,659			
Profit/(loss) for the year		2,175,479	2,175,479	(51,085)			
At 31 May	52,570	6,026,483	6,079,053	3,903,574			

#### 20. CONTINGENT LIABILITIES

Excluding items provided in the balance sheet, at 31 May 2004 Southampton Football Club had a liability to pay up to £3,045,000 (2003: £1,485,000) to other clubs in respect of players under contract, dependent upon the number of first team appearances and international debuts made.

There are unlimited cross guarantees between Southampton Football Club Limited, Saints Supporters Club Limited and Dell Estates Limited, given to Barclays Bank PLC, to secure the bank borrowings of the group.

#### 21. ULTIMATE PARENT UNDERTAKING

The company is a wholly owned subsidiary undertaking of Southampton Leisure Holdings PLC, which is also the ultimate parent undertaking and controlling party and is incorporated in Great Britain. The consolidated accounts of Southampton Leisure Holdings PLC are those of both the largest and smallest group of which the company is a member and for which group accounts are prepared.

Copies of the group accounts may be obtained from the Company Secretary, Southampton Leisure Holdings PLC, The Friends Provident St Mary's Stadium, Britannia Road, Southampton, SO14 5FP.

#### 22. RELATED PARTY TRANSACTIONS

The company has utilised the exemption given under Financial Reporting Standard No.8 paragraph 3(c) as a wholly owned subsidiary not to disclose transactions with other entities that are part of, or investees in, the Southampton Leisure Holdings PLC group. Disclosure of transactions with other related parties has been made in note 4.

# 23. POST BALANCE SHEET EVENTS

Since the end of the financial year, the company has contracted for the purchase and sale of various players. The net cost of these transfers, taking into account the applicable levies but excluding value added tax, is approximately £3.4m. These transfers will be accounted for in the year ended 31 May 2005.