# FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 1996

# Registered Office:

3 Burlington Gardens London W1X 1LE

Registered in England Number 66525



#### **Directors**

J E Gomm A V Lawless A J Midgley J E Powney A C Whiffin

#### Report of the Directors

The directors present their report and the financial statements for the year ended 31 December 1996.

The company has not traded during the year or the previous year.

The present directors are listed above. A J Midgley was appointed on 4 April 1997 and P C Whelan resigned on 21 March 1997. The other directors served throughout the year.

The company is a wholly owned subsidiary of Pearson Management Services Limited, and its ultimate parent company is Pearson plc. The interests of the directors in shares and debentures and loan stocks of Pearson plc and its subsidiaries, as shown by the register kept for the purpose of section 324 of the Companies Act 1985, are as follows:

Pearson plc:		At 1.1.96	SAYE/ Granted	Lapsed/ Exercised	At 31.12.96
Pearson plc: SAYE options on ordinary shares         963         298         -         1,261           A V Lawless         Pearson plc: Ordinary shares	I E Comm	1.1.90	Granicu	Excicised	31.12.90
SAYE options on ordinary shares       963       298       -       1,261         A V Lawless       Pearson plc:					
A V Lawless    Pearson plc:	<u>-</u>				
Pearson plc:	SAYE options on ordinary shares	963	298	-	1,261
Ordinary shares         20,900         25,198           SAYE options on ordinary shares         7,475         1,790         (4,234)         5,031           Executive options on ordinary shares         28,500         14,600         -         43,100           J E Powney         nil         -         nil           P C Whelan         -         -         (4)         7,273           A C Whiffin         -         -         (4)         7,273           A C Whiffin         - <td>A V Lawless</td> <td></td> <td></td> <td></td> <td></td>	A V Lawless				
Ordinary shares         20,900         25,198           SAYE options on ordinary shares         7,475         1,790         (4,234)         5,031           Executive options on ordinary shares         28,500         14,600         -         43,100           J E Powney         nil         -         nil           P C Whelan         -         -         (4)         7,273           A C Whiffin         -         -         (4)         7,273           A C Whiffin         - <td>Pearson plc:</td> <td></td> <td></td> <td></td> <td></td>	Pearson plc:				
SAYE options on ordinary shares       7,475       1,790       (4,234)       5,031         Executive options on ordinary shares       28,500       14,600       -       43,100         JE Powney       nil       -       nil         P C Whelan       Pearson plc:       -       (4)       7,273         A C Whiffin       Pearson plc:       -       (4)       7,273         A C Whiffin       Pearson plc:       -       nil       nil       nil         SAYE options on ordinary shares       nil       nil       nil         SAYE options on ordinary shares       5,265       177       -       5,442	To the state of th	20,900			25,198
Executive options on ordinary shares 28,500 14,600 - 43,100  J E Powney nil nil  P C Whelan Pearson plc: SAYE options on ordinary shares 7,277 - (4) 7,273  A C Whiffin Pearson plc: Ordinary shares nil SAYE options on ordinary shares 5,265 177 - 5,442			1.790	(4.234)	-
JE Powney nil nil  P C Whelan Pearson plc: SAYE options on ordinary shares 7,277 - (4) 7,273  A C Whiffin Pearson plc: Ordinary shares SAYE options on ordinary shares 5,265 177 - 5,442		· ·	•	-	
P C Whelan Pearson plc: SAYE options on ordinary shares  A C Whiffin Pearson plc: Ordinary shares SAYE options on ordinary shares SAYE options on ordinary shares 5,265  177  - (4) 7,273		•	ĺ		,
Pearson plc: SAYE options on ordinary shares 7,277 - (4) 7,273  A C Whiffin Pearson plc: Ordinary shares Ordinary shares SAYE options on ordinary shares 5,265 177 - 5,442	J E Powney	nil			nil
SAYE options on ordinary shares 7,277 - (4) 7,273  A C Whiffin  Pearson plc: Ordinary shares Ordinary shares SAYE options on ordinary shares 5,265 177 - 5,442	P C Whelan				
SAYE options on ordinary shares 7,277 - (4) 7,273  A C Whiffin  Pearson plc: Ordinary shares Ordinary shares SAYE options on ordinary shares 5,265 177 - 5,442	Pearson plc:				
Pearson plc: Ordinary shares nil SAYE options on ordinary shares nil 5,265 177 - 5,442	•	7,277	-	(4)	7,273
Ordinary shares nil nil SAYE options on ordinary shares 5,265 177 - 5,442	A C Whiffin				
Ordinary shares nil nil SAYE options on ordinary shares 5,265 177 - 5,442	Pearson plc:				
SAYE options on ordinary shares 5,265 177 - 5,442	<del>_</del>	nil			nil
	· · · · · · · · · · · · · · · · · · ·	5.265	177	-	5,442
	Executive options on ordinary shares	33,548	12,500	_	46,048

During the year to 31 December 1996 the company maintained an insurance covering officers of the company against liabilities arising in relation to the company in accordance with section 310(3)(a) of the Companies Act 1985.

By order of the Board

J E Powney Secretary

July 1997

# Balance Sheet at 31 December 1996

	<u>Notes</u>	1996 £	<u>1995</u> £
Current Assets			
Debtors: amounts falling due within one year Due from parent undertaking	2	168,380	168,380
Cash at bank and in hand		84 168,464	84 168,464
Creditors: amounts falling due within one year			
Other creditors		(84)	(84)
Net current assets		<u>168,380</u>	168,380
Net assets		<u>168,380</u>	<u>168,380</u>
Capital and Reserves Called up share capital Capital deficit Profit and loss account	3	500,000 (246,987) ( <u>84,633</u> )	500,000 (246,987) ( <u>84,633</u> )
Equity shareholders' interests		<u>168,380</u>	<u>168,380</u>

The company was dormant (within the meaning of Section 250 of the Companies Act 1985) throughout the year ended 31 December 1995.

The financial statements on pages 3 and 4 were approved by the board on 2 7 wwy 1997

J E Gomm

Director

# Notes to the financial statements for the year ended 31 December 1996

# 1. Accounting policies

The financial statements have been prepared in accordance with applicable accounting standards in the UK. A summary of the more important accounting policies, which have been applied consistently, is set out below.

Basis of accounting - the financial statements are prepared under the historical cost convention.

2.	Due from parent undertaking	<u>1996</u> £	1995 £
	Deposited with parent undertaking, Pearson Management Services Limited, interest free, repayable on demand	<u>168,380</u>	<u>168,380</u>
3.	Called up share capital		
	Authorised		
	37,500 ordinary shares of £10 each	<u>375,000</u>	<u>375,000</u>
	37,500 4.2% cumulative preference shares of £10 each	<u>375,000</u>	<u>375,000</u>
	Allotted, issued and fully paid		
	25,000 ordinary shares	250,000	250,000
	37,500 preference shares	375,000	375,000
	less 12,500 surrendered to the company	(125,000)	(125,000)
		<u>500,000</u>	<u>500,000</u>

- 4. Approval of the Court is required to cancel the preference shares surrendered to the company.
- 5. Arrears of dividend on the cumulative preference shares at 31 December 1996 amounted to £759,500 (excluding any tax credit).

### 6. <u>Ultimate parent undertaking</u>

The ultimate parent undertaking is Pearson plc which is registered in England and Wales. Copies of the consolidated financial statements of Pearson plc may be obtained from The Secretary, Pearson plc, 3 Burlington Gardens, London W1X 1LE.

#### 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 as at the end of the 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 apply them consistently and make judgements and estimates that are reasonable and prudent.

The directors must also state whether applicable accounting standards have been followed and disclose and explain any material departures in the financial statements which must be prepared on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for the maintenance of adequate accounting records in compliance with the Companies Act 1985, for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities.