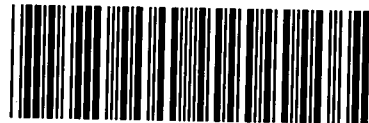


GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

DIRECTORS' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2013

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COMPANIES HOUSE

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

COMPANY INFORMATION

REGISTERED NUMBER 00148700

CHAIRMAN M P George

DIRECTORS N D J Gray
R W Gray
P D Gray FCMA
J C Gray ACA
N J Gray
P E Hopper (resigned 16 May 2013)
M P George (appointed 9 May 2013)

COMPANY SECRETARY P D Gray FCMA

REGISTERED OFFICE Station Road
Robertsbridge
East Sussex
TN32 5DH

INDEPENDENT AUDITORS Price Bailey LLP
Chartered Accountants & Statutory Auditors
Causeway House
1 Dane Street
Bishop's Stortford
Hertfordshire
CM23 3BT

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

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GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

The directors present their report and the financial statements for the year ended 31 December 2013.

PRINCIPAL ACTIVITIES

The principal activities of the group are the manufacture and distribution of quality branded sports goods.

RESULTS AND DIVIDENDS

The profit for the year, after taxation, amounted to £1,848,105 (2012 - £1,129,124).

The directors consider the state of the group's affairs during the year and the financial position at the end of the year to be satisfactory.

DIRECTORS

The directors who served during the year were:

N D J Gray
R W Gray
P D Gray FCMA
J C Gray ACA
N J Gray
P E Hopper (resigned 16 May 2013)
M P George (appointed 9 May 2013)

EVENTS SINCE THE END OF THE YEAR

There have been no events since the end of the year which require comment by the directors.

FUTURE DEVELOPMENTS

The directors anticipate no significant changes in the company's activities in the foreseeable future.

DISCLOSURE OF INFORMATION TO AUDITORS

Each of the persons who are directors at the time when this Directors' Report is approved has confirmed that:

- so far as that director is aware, there is no relevant audit information of which the company and the group's auditors are unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company and the group's auditors are aware of that information.

AUDITORS

The auditors, Price Bailey LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

DIRECTORS' RESPONSIBILITIES STATEMENT

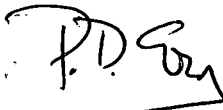
The directors are responsible for preparing the Group Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and the group and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK 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 adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

This report was approved by the board on 14th May 2014 and signed on its behalf.


P D Gray FCMA
Secretary

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

INTRODUCTION

The Company is engaged in the business of supplying quality sports goods and distributing them wherever those sports are played.

BUSINESS REVIEW

The Company has been successful in 2013 and is confident about prospects for 2014.

It continues to invest in its core business and is adapting to changing market conditions.

PRINCIPAL RISKS AND UNCERTAINTIES

The Company is reliant on its global sourcing network and is exposed to risks of foreign exchange rate movements and the risks of unexpected disruptions to supply.

The Company manages its product innovation programme to develop market appealing products and mitigate the risk of product obsolescence due to technological advances.

FINANCIAL KEY PERFORMANCE INDICATORS

The principal financial goal of the business is to be profitable and achieve sustainable growth.

The Group's turnover grew by 9.7% to £21.3m (2012 - £19.4m).

The Group's profit for the year after tax was £1.9m (2012 - £1.1m).

This report was approved by the board on 14th May 2014 and signed on its behalf.


P D Gray FCMA
Director

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

We have audited the financial statements of Grays of Cambridge (International) Limited for the year ended 31 December 2013, set out on pages 6 to 28. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. 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 explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the group's and the parent company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Group Strategic Report and the Directors' Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 December 2013 and of the group's profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Group Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Paul Dearsley (Senior Statutory Auditor)

for and on behalf of

Price Bailey LLP

Chartered Accountants
Statutory Auditors

Causeway House
1 Dane Street
Bishop's Stortford
Hertfordshire
CM23 3BT

14 May 2014

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2013**

| | Note | 2013 £ | 2012 £ |
|---|------|--------------|--------------|
| TURNOVER | 1,2 | 21,306,766 | 19,418,682 |
| Change in stocks of finished goods and work in progress | | (27,503) | (26,138) |
| Other operating income | 3 | 167,166 | 197,932 |
| Raw materials and consumables | | (76,011) | 57,861 |
| Other external charges | | (11,908,787) | (10,888,694) |
| Staff costs | | (3,713,227) | (3,568,850) |
| Depreciation and amortisation | | (188,793) | (153,120) |
| Other operating charges | | (3,542,290) | (3,803,721) |
| OPERATING PROFIT | 4 | 2,017,321 | 1,233,952 |
| Share of operating profit/(loss) in associates | | 96,481 | (32,100) |
| TOTAL OPERATING PROFIT | | 2,113,802 | 1,201,852 |
| Income from other fixed asset investments | | 62,307 | 72,497 |
| Profit on disposal of investments | | 42,053 | - |
| Interest receivable and similar income | | 48,145 | 92,796 |
| Interest payable and similar charges | 8 | (3,522) | (3,973) |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | | 2,262,785 | 1,363,172 |
| Tax on profit on ordinary activities | 9 | (414,680) | (234,048) |
| PROFIT FOR THE FINANCIAL YEAR | | 1,848,105 | 1,129,124 |

All amounts relate to continuing operations.

There were no recognised gains and losses for 2013 or 2012 other than those included in the Profit and Loss Account.

The notes on pages 11 to 28 form part of these financial statements.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**CONSOLIDATED NOTE OF HISTORICAL COST PROFITS AND LOSSES
FOR THE YEAR ENDED 31 DECEMBER 2013**

| | 2013 £ | 2012 £ |
|--|------------------|------------------|
| REPORTED PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | 2,262,785 | 1,363,172 |
| Difference between a historical cost depreciation charge and the actual depreciation charge for the year calculated on the revalued amount | 609 | 609 |
| HISTORICAL COST PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | <u>2,263,394</u> | <u>1,363,781</u> |
| HISTORICAL PROFIT FOR THE YEAR AFTER TAXATION | <u>1,848,714</u> | <u>1,129,733</u> |

The notes on pages 11 to 28 form part of these financial statements.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED
REGISTERED NUMBER: 00148700

CONSOLIDATED BALANCE SHEET
AS AT 31 DECEMBER 2013

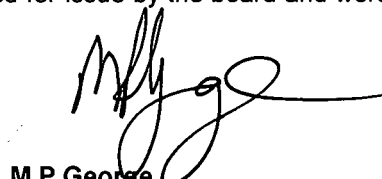
| | Note | £ | 2013 £ | £ | 2012 £ |
|---|------|-------------------|--------------------------|-------------------|--------------------------|
| FIXED ASSETS | | | | | |
| Tangible assets | 10 | | 1,333,825 | | 1,154,037 |
| Investments | 11 | | 976,960 | | 1,657,160 |
| | | | <u>2,310,785</u> | | <u>2,811,197</u> |
| CURRENT ASSETS | | | | | |
| Stocks | 13 | 4,808,216 | | 4,617,508 | |
| Debtors | 14 | 8,677,022 | | 9,036,846 | |
| Cash at bank | | 3,842,241 | | 2,483,089 | |
| | | <u>17,327,479</u> | | <u>16,137,443</u> | |
| CREDITORS: amounts falling due within one year | 15 | (3,173,235) | | (3,840,367) | |
| NET CURRENT ASSETS | | | <u>14,154,244</u> | | <u>12,297,076</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | <u>16,465,029</u> | | <u>15,108,273</u> |
| PROVISIONS FOR LIABILITIES | | | | | |
| Deferred tax | 16 | (17,303) | | - | |
| Other provisions | 17 | (4,483,061) | | (4,395,677) | |
| | | | <u>(4,500,364)</u> | | <u>(4,395,677)</u> |
| NET ASSETS | | | <u><u>11,964,665</u></u> | | <u><u>10,712,596</u></u> |
| CAPITAL AND RESERVES | | | | | |
| Called up share capital | 18 | | 32,060 | | 32,060 |
| Revaluation reserve | 19 | | 34,610 | | 35,219 |
| Capital redemption reserve | 19 | | 16,028 | | 16,028 |
| Foreign exchange reserve | 19 | | (177,188) | | (131,069) |
| Other reserves | 19 | | 83 | | - |
| Profit and loss account | 19 | | 12,059,072 | | 10,760,358 |
| SHAREHOLDERS' FUNDS | 20 | | <u><u>11,964,665</u></u> | | <u><u>10,712,596</u></u> |

The notes on pages 11 to 28 form part of these financial statements.

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

16th May 2014


P D Gray FCMA
 Director


M P George
 Director

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED
REGISTERED NUMBER: 00148700

COMPANY BALANCE SHEET
AS AT 31 DECEMBER 2013

| | Note | £ | 2013 £ | £ | 2012 £ |
|---|------|-------------------|--------------------|-------------------|--------------------|
| FIXED ASSETS | | | | | |
| Tangible assets | 10 | | 1,333,825 | | 1,154,037 |
| Investments | 11 | | 917,323 | | 1,643,236 |
| | | | <u>2,251,148</u> | | <u>2,797,273</u> |
| CURRENT ASSETS | | | | | |
| Stocks | 13 | 4,808,216 | | 4,617,508 | |
| Debtors | 14 | 5,789,864 | | 6,521,632 | |
| Cash at bank | | 3,591,775 | | 2,307,872 | |
| | | <u>14,189,855</u> | | <u>13,447,012</u> | |
| CREDITORS: amounts falling due within one year | 15 | (3,124,386) | | (3,728,115) | |
| NET CURRENT ASSETS | | | <u>11,065,469</u> | | <u>9,718,897</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | <u>13,316,617</u> | | <u>12,516,170</u> |
| PROVISIONS FOR LIABILITIES | | | | | |
| Deferred tax | 16 | (17,303) | | - | |
| Other provisions | 17 | (1,666,007) | | (1,984,823) | |
| | | | <u>(1,683,310)</u> | | <u>(1,984,823)</u> |
| NET ASSETS | | | <u>11,633,307</u> | | <u>10,531,347</u> |
| CAPITAL AND RESERVES | | | | | |
| Called up share capital | 18 | | 32,060 | | 32,060 |
| Revaluation reserve | 19 | | 325,610 | | 326,219 |
| Capital redemption reserve | 19 | | 16,028 | | 16,028 |
| Profit and loss account | 19 | | 11,259,609 | | 10,157,040 |
| SHAREHOLDERS' FUNDS | 20 | | <u>11,633,307</u> | | <u>10,531,347</u> |

The notes on pages 11 to 28 form part of these financial statements.

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

14 May 2014

P D Gray
P D Gray FCMA
 Director

M P George
M P George
 Director

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**CONSOLIDATED CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2013**

| | Note | 2013 £ | 2012 £ |
|--|------|------------------|------------------|
| Net cash flow from operating activities | 22 | 1,686,611 | 678,877 |
| Returns on investments and servicing of finance | 23 | 90,070 | 161,320 |
| Taxation | 23 | (283,854) | (437,108) |
| Capital expenditure and financial investment | 23 | 416,325 | (152,000) |
| Equity dividends paid | | (550,000) | (620,000) |
| CASH INFLOW/(OUTFLOW) BEFORE MANAGEMENT OF LIQUID RESOURCES AND FINANCING | | 1,359,152 | (368,911) |
| Management of liquid resources | 23 | (515,000) | 600,000 |
| Financing | 23 | - | (3,223) |
| INCREASE IN CASH IN THE YEAR | | 844,152 | 227,866 |

**RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT
FOR THE YEAR ENDED 31 DECEMBER 2013**

| | 2013 £ | 2012 £ |
|--|------------------|------------------|
| Increase in cash in the year | 844,152 | 227,866 |
| Cash outflow from decrease in liquid resources | 515,000 | (600,000) |
| Cash outflow from decrease in debt and lease financing | - | 3,223 |
| MOVEMENT IN NET FUNDS IN THE YEAR | 1,359,152 | (368,911) |
| Net funds at 1 January 2013 | 2,483,089 | 2,852,000 |
| NET FUNDS AT 31 DECEMBER 2013 | 3,842,241 | 2,483,089 |

The notes on pages 11 to 28 form part of these financial statements.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

1. ACCOUNTING POLICIES

1.1 ACCOUNTING CONVENTION AND STANDARDS

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

1.2 BASIS OF CONSOLIDATION

The financial statements consolidate the accounts of Grays of Cambridge (International) Limited and all of its subsidiary undertakings ('subsidiaries').

The investment in its associate is consolidated using the equity accounting method in accordance with FRS 9 ('accounting for associates').

The results of subsidiaries acquired during the year are included from the effective date of acquisition.

1.3 TURNOVER

Turnover comprises revenue recognised by the company in respect of goods sold and services rendered, exclusive of Value Added Tax and trade discounts.

Revenue is recognised when goods are dispatched.

1.4 VALUATION OF FIXED ASSETS AND INVESTMENTS

Fixed assets and investments are carried at their cost or depreciated value as at 31 January 2000 less depreciation or provision for impairment. The items carried at depreciated value were last valued in 1986 or earlier and the transitional provisions of FRS 15 have been adopted such that these valuations will not be updated.

Impairments that are considered to be temporary are taken to the statement of recognised gains and losses or the profit and loss account as appropriate. All permanent impairments are charged directly to the profit and loss account and reversals of past impairments credited to the profit and loss account.

1.5 DEPRECIATION AND AMORTISATION

Tangible fixed assets are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

| | | |
|------------------------|---|---|
| Freehold property | - | 2% on the straight line basis |
| Freehold land | - | Nil |
| Leasehold improvements | - | over the remaining life of the lease |
| Plant & machinery | - | Between 15% and 25% on the reducing balance basis or the straight line basis |
| Motor vehicles | - | 33% per annum on the reducing balance basis |
| Fixtures & fittings | - | Between 15% and 25% on the reducing balance basis |

Where insurance proceeds are received for asset purchase they are treated in the manner prescribed for grants in similar circumstances in "SSAP 4 – accounting for government grants". The assets are separately recognised and depreciated as required by the Companies Act, and the related insurance receipts deferred and amortised over the life of the asset.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

1. ACCOUNTING POLICIES (continued)

1.6 INVESTMENTS

- (i) **Subsidiary undertakings**
Investments in subsidiaries are valued at cost less provision for impairment.
- (ii) **Associated undertakings**
Investments in associates are stated at the amount of the company's share of net assets. The Profit and Loss Account includes the company's share of the associated companies' profits after taxation using the equity accounting basis.
- (iii) **Other investments**
Investments held as fixed assets are shown at cost less provision for impairment.

1.7 RESEARCH AND DEVELOPMENT

Expenditure on research and development, patents, trademarks and franchises is written off as and when incurred.

1.8 DIVIDENDS

Dividends received and receivable at the balance sheet date are included in the profit and loss account for that year. Dividends are not anticipated where exchange control or other matters make it imprudent to do so.

1.9 STOCKS

Stock and work in progress is stated at the lower of cost and net realisable value.

Cost is represented by all expenditure incurred in the usual course of business in bringing products to their present location and condition, including related production overheads based on the normal level of activity.

Net realisable value represents the actual or estimated selling price of the items concerned, less trade discounts, all further costs to completion and all costs to be incurred in marketing, selling and distribution, and is calculated after taking account of obsolescence and physical deterioration. Purchases made under letters of credit arrangements are brought into stock at the time letters of acceptance are signed by the company.

1.10 DEFERRED TAXATION

Deferred taxation is calculated, in accordance with FRS 19, using the full provision method on liabilities resulting from the origination or reversal of timing differences between amounts as computed for taxation purposes and amounts as stated in these financial statements in conjunction with losses carried forward

Deferred tax assets are provided to the extent that they can be recovered from future taxable profits.

Deferred tax assets and liabilities are not discounted.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

1. ACCOUNTING POLICIES (continued)

1.11 LEASING AND HIRE PURCHASE

Tangible fixed assets acquired under finance leases and hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives, except for those acquired under finance lease contracts, which are depreciated over the life of the contract.

The interest element of rental obligations is charged to the profit and loss account over the period of the contract and represents a constant proportion of the balance of capital payments outstanding.

Rentals paid under operating agreements are charged to income as incurred.

1.12 DEFINED CONTRIBUTION PENSION SCHEMES

The company contributes to defined contribution pension schemes in respect of employees and some of the directors. The assets of these schemes are held separately from those of the company in independently administered funds. The pension cost charge represents contributions payable by the company to the funds and unfunded payments to former employees.

1.13 SPONSORSHIP AGREEMENTS

The company sponsors various sporting bodies, individuals and events. Payments are matched to the relevant season or events' related income.

2. TURNOVER

In the opinion of the directors the disclosure of turnover by geographical segment would be seriously prejudicial to the interests of the company and therefore this information has not been disclosed.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013**

3. OTHER OPERATING INCOME

| | 2013 £ | 2012 £ |
|------------------------|-----------|-----------|
| Other operating income | 167,166 | 197,932 |

4. OPERATING PROFIT

The operating profit is stated after charging/(crediting):

| | 2013 £ | 2012 £ |
|---|-----------|-----------|
| Amortisation - intangible fixed assets | - | 5,000 |
| Depreciation and adjustment on disposal of tangible fixed assets: | | |
| - owned by the group | 192,210 | 142,777 |
| Operating lease rentals: | | |
| - plant and machinery | 20,575 | 5,782 |
| - other operating leases | 116,000 | 14,250 |
| Research and development expenditure written off | 111,031 | 14,146 |
| Net exchange loss/(gains) | (371,492) | (231,898) |

5. AUDITORS' REMUNERATION

| | 2013 £ | 2012 £ |
|---|-----------|-----------|
| Fees payable to the company's auditor and its associates for the audit of the company's annual accounts | 20,239 | 26,850 |
| Fees payable to the company's auditor and its associates in respect of: | | |
| The auditing of accounts of associates of the company | 4,071 | 4,255 |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

6. STAFF COSTS

Staff costs, including directors' remuneration, were as follows:

| | 2013 £ | 2012 £ |
|-----------------------|------------------|------------------|
| Wages and salaries | 3,228,203 | 2,969,103 |
| Social security costs | 352,913 | 324,877 |
| Other pension costs | 132,111 | 274,870 |
| | <u>3,713,227</u> | <u>3,568,850</u> |

The average monthly number of employees, including the directors, during the year was as follows:

| | 2013 No. | 2012 No. |
|----------------|-------------|-------------|
| Production | 51 | 48 |
| Sales | 43 | 41 |
| Administration | 18 | 19 |
| | <u>112</u> | <u>108</u> |

7. DIRECTORS' REMUNERATION

| | 2013 £ | 2012 £ |
|---|----------------|----------------|
| Remuneration | <u>481,096</u> | <u>474,605</u> |
| Company pension contributions to defined contribution pension schemes | <u>-</u> | <u>150,000</u> |

During the year retirement benefits were accruing to no directors (2012 - 3) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £269,563 (2012 - £171,802).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £NIL (2012 - £50,000).

8. INTEREST PAYABLE

| | 2013 £ | 2012 £ |
|------------------------------|--------------|--------------|
| On bank loans and overdrafts | <u>3,522</u> | <u>3,973</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

9. TAXATION

| | 2013 £ | 2012 £ |
|---|----------------|----------------|
| ANALYSIS OF TAX CHARGE IN THE YEAR | | |
| CURRENT TAX (see note below) | | |
| UK corporation tax charge on profit for the year | 396,677 | 257,658 |
| Adjustments in respect of prior periods | (18,577) | (22,283) |
| Withholding and underlying tax on foreign income receivable | 3,026 | 5,986 |
| Share of associates' current tax | 6,075 | 7,706 |
| TOTAL CURRENT TAX | 387,201 | 249,067 |
| DEFERRED TAX (see note 16) | | |
| Origination and reversal of timing differences | 27,479 | (15,019) |
| TAX ON PROFIT ON ORDINARY ACTIVITIES | 414,680 | 234,048 |

FACTORS AFFECTING TAX CHARGE FOR THE YEAR

The tax assessed for the year is lower than (2012 - lower than) the standard rate of corporation tax in the UK of 23.25% (2012 - 24.50%). The differences are explained below:

| | 2013 £ | 2012 £ |
|--|----------------|----------------|
| Profit on ordinary activities before tax | 2,262,785 | 1,363,172 |
| Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 23.25% (2012 - 24.50%) | 526,098 | 333,977 |
| EFFECTS OF: | | |
| Expenses not deductible for tax purposes, other than goodwill amortisation and impairment | 2,871 | 20,117 |
| Capital allowances for year in excess of depreciation | (20,675) | 2,747 |
| Share of partnership profits | 10,335 | 6,459 |
| Adjustments to tax in respect of corporation tax rates | (17,897) | 90 |
| Adjustments to tax charge in respect of prior periods | (18,577) | (22,283) |
| Non-taxable income | (9,777) | - |
| Adjustment in research and development tax credit leading to an increase (decrease) in the tax charge | (72,656) | (108,229) |
| Other tax adjustments | (12,521) | 16,189 |
| CURRENT TAX CHARGE FOR THE YEAR (see note above) | 387,201 | 249,067 |

FACTORS THAT MAY AFFECT FUTURE TAX CHARGES

There were no factors that may affect future tax charges.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013**

10. TANGIBLE FIXED ASSETS

| GROUP AND COMPANY | Land and buildings £ | Plant & machinery £ | Motor vehicles £ | Fixtures, fittings and equipment £ | Total £ |
|--------------------------|-------------------------------------|--|---------------------------------|---|--------------------|
| COST OR VALUATION | | | | | |
| At 1 January 2013 | 1,069,431 | 969,904 | 266,742 | 420,017 | 2,726,094 |
| Additions | 75,063 | 92,804 | 99,583 | 123,781 | 391,231 |
| Disposals | - | - | (84,092) | - | (84,092) |
| At 31 December 2013 | <u>1,144,494</u> | <u>1,062,708</u> | <u>282,233</u> | <u>543,798</u> | <u>3,033,233</u> |
| DEPRECIATION | | | | | |
| At 1 January 2013 | 274,159 | 800,231 | 197,448 | 300,219 | 1,572,057 |
| Charge for the year | 25,751 | 72,548 | 45,348 | 48,563 | 192,210 |
| On disposals | - | - | (64,859) | - | (64,859) |
| At 31 December 2013 | <u>299,910</u> | <u>872,779</u> | <u>177,937</u> | <u>348,782</u> | <u>1,699,408</u> |
| NET BOOK VALUE | | | | | |
| At 31 December 2013 | <u>844,584</u> | <u>189,929</u> | <u>104,296</u> | <u>195,016</u> | <u>1,333,825</u> |
| At 31 December 2012 | <u>795,272</u> | <u>169,673</u> | <u>69,294</u> | <u>119,798</u> | <u>1,154,037</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013**

10. TANGIBLE FIXED ASSETS (continued)

Land and buildings comprise the following:

| | 2013 £ | 2012 £ |
|-----------------------------|----------------|----------------|
| Freehold land and buildings | 777,027 | 795,272 |
| Leasehold improvements | 67,557 | - |
| | <u>844,584</u> | <u>795,272</u> |

Included in land and buildings is freehold land at cost of £220,000 (2012 - £220,000), which is not depreciated.

The freehold land and buildings were revalued in 1986 or earlier with the exception of the impaired property that was revalued in April 2001 by Simon C Browne MRICS, Chartered Valuation Surveyor, of Ross and Co, and written down in the 2000 accounts by £223,000. On 10 May 2004 Keith Ross FRICS, Chartered Valuation Surveyor, of Ross and Co undertook an updated valuation of the site to assess any reversal of this impairment following the completion of flood defences work by the Environment Agency. This resulted in a reversal of £204,000 in the 2003 accounts of the previous impairment, giving a valuation of £375,000. The transitional provisions of FRS15 are being followed in respect of the revaluation of properties.

If the land and buildings had not been included at valuation they would have been included under the historical cost convention as follows:

| | 2013 £ | 2012 £ |
|--------------------------|----------------|----------------|
| GROUP AND COMPANY | | |
| Cost | 999,427 | 999,427 |
| Accumulated depreciation | (251,410) | (251,410) |
| | <u>748,017</u> | <u>748,017</u> |
| Net book value | | |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

11. FIXED ASSET INVESTMENTS

| GROUP | Listed investments £ | Unlisted investments £ | Investments in participating interests £ | Other investments £ | Total £ |
|--------------------------|----------------------------|------------------------------|--|---------------------------|------------|
| COST OR VALUATION | | | | | |
| At 1 January 2013 | 677,193 | 8,500 | 383,526 | 587,941 | 1,657,160 |
| Additions | - | - | - | 16,860 | 16,860 |
| Disposals | (677,193) | - | - | (65,660) | (742,853) |
| Share of profit/(loss) | - | - | 45,793 | - | 45,793 |
| At 31 December 2013 | - | 8,500 | 429,319 | 539,141 | 976,960 |
| NET BOOK VALUE | | | | | |
| At 31 December 2013 | - | 8,500 | 429,319 | 539,141 | 976,960 |
| At 31 December 2012 | 677,193 | 8,500 | 383,526 | 587,941 | 1,657,160 |

LISTED INVESTMENTS

The market value of the listed investments at 31 December 2013 was £NIL (2012 - £728,587).

PARTICIPATING INTERESTS

Grays of Cambridge (Pakistan) Limited was incorporated in Pakistan and its shares have been quoted on the Lahore Stock Exchange since January 1987. As at 31 December 2013 the company's holding was 2,922,975 (39.77%) of the 10 Rupee ordinary share capital and the shares were quoted at 46.72 Rupees each.

At the 31 December 2013 price, the company's investment would be worth approximately £782,000. If the shares were sold at this valuation a tax liability of approximately £NIL would arise.

The investment was revalued during 1988 by the directors to take account of its true market value at that date of approximately £300,000, which is the amount included in the company's balance sheet. They consider the carrying value rather than the current market price to be an appropriate measure of value due to limitations on the company's ability to realise full market price.

The accounting reference date of Grays of Cambridge (Pakistan) Limited is 30 June. The financial statements of the company have been consolidated on the basis of interim financial statements for the period to 31 December 2013.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013

11. FIXED ASSET INVESTMENTS (continued)

| COMPANY | Shares in group undertakings £ | Investments in participating interests £ | Listed investments £ | Unlisted investments £ | Other investments £ | Total £ |
|------------------------------|---|--|----------------------------|------------------------------|---------------------------|------------|
| COST OR VALUATION | | | | | | |
| At 1 January 2013 | 69,602 | 300,000 | 677,193 | 8,500 | 587,941 | 1,643,236 |
| Additions | 80 | - | - | - | 16,860 | 16,940 |
| Disposals | - | - | (677,193) | - | (65,660) | (742,853) |
| At 31 December 2013 | 69,682 | 300,000 | - | 8,500 | 539,141 | 917,323 |
| NET BOOK VALUE | | | | | | |
| At 31 December 2013 | 69,682 | 300,000 | - | 8,500 | 539,141 | 917,323 |
| At 31 December 2012 | 69,602 | 300,000 | 677,193 | 8,500 | 587,941 | 1,643,236 |

LISTED INVESTMENTS

The market value of the listed investments at 31 December 2013 was £NIL (2012 - £728,587).

Details of the principal subsidiaries and associates can be found under note number 12.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

12. PRINCIPAL SUBSIDIARIES AND ASSOCIATES

a. PRINCIPAL SUBSIDIARIES

| Company name | Country | Percentage Shareholding | Description |
|----------------------------|---------|-------------------------|---|
| Grays Sports Limited | England | 100 | Negotiating, securing and entering sponsorship agreements |
| Rugby 1823 France SARL | France | 100 | Sales agency |
| Gray-Nicolls Limited | England | 100 | Dormant |
| James Gilbert Limited | England | 100 | Dormant |
| Grays of Cambridge Limited | England | 100 | Dormant |
| H J Gray & Sons Limited | England | 100 | Dormant |

b. PRINCIPAL ASSOCIATES

| Company name | Country | Percentage Shareholding | Description |
|---------------------------------------|----------|-------------------------|--|
| Grays of Cambridge (Pakistan) Limited | Pakistan | 39.77 | Manufacture and export of quality sports goods |

13. STOCKS

| | GROUP AND COMPANY | |
|------------------------------------|--------------------------|------------------|
| | 2013 £ | 2012 £ |
| Raw materials and work in progress | 450,008 | 573,832 |
| Goods in transit | 516,033 | 679,236 |
| Finished stock | 3,842,175 | 3,364,440 |
| | 4,808,216 | 4,617,508 |

14. DEBTORS

| | GROUP | | COMPANY | |
|-------------------------------------|------------------|------------------|------------------|------------------|
| | 2013 £ | 2012 £ | 2013 £ | 2012 £ |
| DUE AFTER MORE THAN ONE YEAR | | | | |
| Prepayments and accrued income | 4,398,596 | 4,330,076 | 1,581,542 | 1,919,222 |
| DUE WITHIN ONE YEAR | | | | |
| Trade debtors | 2,847,983 | 3,191,000 | 2,814,048 | 3,178,437 |
| Other debtors | 134,799 | 369,526 | 134,806 | 368,024 |
| Prepayments and accrued income | 1,295,644 | 1,136,068 | 1,259,468 | 1,045,773 |
| Deferred tax asset (see note 16) | - | 10,176 | - | 10,176 |
| | 8,677,022 | 9,036,846 | 5,789,864 | 6,521,632 |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013**

**15. CREDITORS:
AMOUNTS FALLING DUE WITHIN ONE YEAR**

| | <u>GROUP</u> | | <u>COMPANY</u> | |
|------------------------------------|------------------|------------------|------------------|------------------|
| | 2013 | 2012 | 2013 | 2012 |
| | £ | £ | £ | £ |
| Trade creditors | 1,086,996 | 1,478,808 | 1,082,502 | 1,163,886 |
| Amounts owed to group undertakings | - | - | 15,750 | 342,114 |
| Corporation tax | 204,923 | 107,651 | 198,692 | 101,831 |
| Other taxation and social security | 105,560 | 86,688 | 102,602 | 70,570 |
| Other creditors | 51,777 | 56,375 | 27,361 | 25,510 |
| Accruals and deferred income | 1,723,979 | 2,110,845 | 1,697,479 | 2,024,204 |
| | <u>3,173,235</u> | <u>3,840,367</u> | <u>3,124,386</u> | <u>3,728,115</u> |

16. DEFERRED TAXATION

| | <u>GROUP AND COMPANY</u> | |
|---|--------------------------|---------------|
| | 2013 | 2012 |
| | £ | £ |
| At beginning of year | 10,176 | (4,843) |
| (Charge for)/released during the year (P&L) | (27,479) | 15,019 |
| At end of year | <u>(17,303)</u> | <u>10,176</u> |

The deferred taxation balance is made up as follows:

| | <u>GROUP AND COMPANY</u> | |
|--------------------------------|--------------------------|---------------|
| | 2013 | 2012 |
| | £ | £ |
| Accelerated capital allowances | (35,651) | (9,645) |
| Tax losses brought forward | 18,348 | 19,821 |
| | <u>(17,303)</u> | <u>10,176</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

17. PROVISIONS

| | Other provisions £ |
|---------------------|-----------------------|
| GROUP | |
| At 1 January 2013 | 4,395,677 |
| Additions | 406,200 |
| Amounts used | (318,816) |
| At 31 December 2013 | <u>4,483,061</u> |

Other Provisions

Other provisions relate to liabilities and indemnity payments, dilapidations provisions, unfunded pensions, and, sponsorship contracts. The timing of these are not known.

| | Other provisions £ |
|---------------------|-----------------------|
| COMPANY | |
| At 1 January 2013 | 1,984,823 |
| Amounts used | (318,816) |
| At 31 December 2013 | <u>1,666,007</u> |

Other Provisions

Other provisions relate to liabilities and indemnity payments, dilapidations provisions, unfunded pensions, and, sponsorship contracts. The timing of these are not known.

18. SHARE CAPITAL

| | 2013 £ | 2012 £ |
|--|---------------|---------------|
| ALLOTTED, CALLED UP AND FULLY PAID | | |
| 27,060 Ordinary shares of £1 each | 27,060 | 27,060 |
| 5,000 6% cumulative preference shares of £1 each | 5,000 | 5,000 |
| | <u>32,060</u> | <u>32,060</u> |

The preference shares carry a 6% cumulative dividend, have voting rights, and are redeemable at par in priority to ordinary shares in a winding up.

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

19. RESERVES

| | Capital redemption reserve £ | Revaluation reserve £ | Foreign exchange reserve £ | Other reserves £ | Profit and loss account £ |
|--|---------------------------------------|-----------------------------|---------------------------------------|-----------------------------|---------------------------------|
| GROUP | | | | | |
| At 1 January 2013 | 16,028 | 35,219 | (131,069) | - | 10,760,358 |
| Profit for the financial year | - | - | - | - | 1,848,105 |
| Dividends: Non-equity capital | - | - | - | - | (550,000) |
| Transfer between Revaluation reserve and profit and loss account | - | (609) | - | - | 609 |
| Movement on foreign exchange | - | - | (46,119) | - | - |
| Movement on other reserves | - | - | - | 83 | - |
| At 31 December 2013 | <u>16,028</u> | <u>34,610</u> | <u>(177,188)</u> | <u>83</u> | <u>12,059,072</u> |
| | | | | | |
| | | | Capital redemption reserve £ | Revaluation reserve £ | Profit and loss account £ |
| COMPANY | | | | | |
| At 1 January 2013 | | | 16,028 | 326,219 | 10,157,040 |
| Profit for the financial year | | | - | - | 1,651,960 |
| Dividends: Non-equity capital | | | - | - | (550,000) |
| Transfer between Revaluation reserve and P/L account | | | - | (609) | 609 |
| At 31 December 2013 | | | <u>16,028</u> | <u>325,610</u> | <u>11,259,609</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

20. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

| | 2013 £ | 2012 £ |
|--------------------------------------|-------------------|-------------------|
| GROUP | | |
| Opening shareholders' funds | 10,712,596 | 10,257,355 |
| Profit for the financial year | 1,848,105 | 1,129,124 |
| Dividends (Note 21) | (550,000) | (620,000) |
| Movement in foreign exchange reserve | (46,119) | (53,883) |
| Other reserves | 83 | - |
| | <u>11,964,665</u> | <u>10,712,596</u> |
| Closing shareholders' funds | | |
| | <u>11,964,665</u> | <u>10,712,596</u> |
| | | |
| | 2013 £ | 2012 £ |
| COMPANY | | |
| Opening shareholders' funds | 10,531,347 | 10,013,095 |
| Profit for the financial year | 1,651,960 | 1,138,252 |
| Dividends (Note 21) | (550,000) | (620,000) |
| | <u>11,633,307</u> | <u>10,531,347</u> |
| Closing shareholders' funds | | |
| | <u>11,633,307</u> | <u>10,531,347</u> |

The company has taken advantage of the exemption contained within section 408 of the Companies Act 2006 not to present its own Profit and Loss Account.

The profit for the year dealt with in the accounts of the company was £1,651,960 (2012 - £1,138,252).

21. DIVIDENDS

| | 2013 £ | 2012 £ |
|----------------------------------|----------------|----------------|
| Dividends paid on equity capital | <u>550,000</u> | <u>620,000</u> |

Subsequent to the year end the company paid an interim dividend of £500,000.

22. NET CASH FLOW FROM OPERATING ACTIVITIES

| | 2013 £ | 2012 £ |
|--|------------------|----------------|
| Operating profit | 2,017,321 | 1,233,952 |
| Amortisation of intangible fixed assets | - | 5,000 |
| Depreciation of tangible fixed assets | 192,210 | 142,777 |
| (Profit)/loss on disposal of tangible fixed assets | (3,417) | 5,343 |
| Increase in stocks | (190,708) | (347,182) |
| Decrease/(increase) in debtors | 348,219 | (1,849,783) |
| (Decrease)/increase in creditors | (764,398) | 753,801 |
| Increase in provisions | 87,384 | 734,969 |
| | <u>1,686,611</u> | <u>678,877</u> |
| NET CASH INFLOW FROM OPERATING ACTIVITIES | | |
| | <u>1,686,611</u> | <u>678,877</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013

23. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH FLOW STATEMENT

| | 2013 £ | 2012 £ |
|---|------------------|------------------|
| RETURNS ON INVESTMENTS AND SERVICING OF FINANCE | | |
| Interest received | 31,285 | 92,796 |
| Interest paid | (3,522) | (3,973) |
| Income from investments | 62,307 | 72,497 |
| NET CASH INFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE | <u>90,070</u> | <u>161,320</u> |
| | 2013 £ | 2012 £ |
| TAXATION | | |
| Corporation tax | <u>(283,854)</u> | <u>(437,108)</u> |
| | 2013 £ | 2012 £ |
| CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT | | |
| Purchase of tangible fixed assets | (391,231) | (246,263) |
| Sale of tangible fixed assets | 22,650 | 17,501 |
| Sale of listed investments | 719,246 | - |
| Long term loan receipts | 65,660 | 76,762 |
| NET CASH INFLOW/(OUTFLOW) FROM CAPITAL EXPENDITURE | <u>416,325</u> | <u>(152,000)</u> |
| | 2013 £ | 2012 £ |
| MANAGEMENT OF LIQUID RESOURCES | | |
| Cash placed on short-term deposit | <u>(515,000)</u> | <u>600,000</u> |
| | 2013 £ | 2012 £ |
| FINANCING | | |
| Repayment of finance leases | <u>-</u> | <u>(3,223)</u> |

GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

24. ANALYSIS OF CHANGES IN NET FUNDS

| | 1 January 2013 £ | Cash flow £ | Other non-cash changes £ | 31 December 2013 £ |
|---|------------------------|------------------|-----------------------------------|--------------------------|
| Cash at bank and in hand | 2,483,089 | 1,359,152 | - | 3,842,241 |
| Less: deposits treated as liquid resources | (500,000) | (515,000) | - | (1,015,000) |
| LIQUID RESOURCES: | | | | |
| Deposits included in cash | 500,000 | 515,000 | - | 1,015,000 |
| NET FUNDS | <u>2,483,089</u> | <u>1,359,152</u> | <u>-</u> | <u>3,842,241</u> |

25. PENSION COMMITMENTS

Former employees

Pensions are paid on a voluntary basis to some former employees for whom adequate provision had not been made prior to retirement.

The company contributes to personal pension schemes in respect of three directors and other staff. The assets of the schemes are held separately from those of the company in an independently administered funds. The pension cost charge represents contributions payable by the company to the funds and amounted to £132,111 (2012 - £274,870). Contributions totalling £87,370 (2012 - £86,177) were payable to the funds at the balance sheet date and are included in creditors.

26. OPERATING LEASE COMMITMENTS

At 31 December 2013 the group had annual commitments under non-cancellable operating leases as follows:

| | Land and buildings | |
|--------------------------|--------------------|---------------|
| | 2013 £ | 2012 £ |
| GROUP AND COMPANY | | |
| EXPIRY DATE: | | |
| Within 1 year | - | 7,125 |
| Between 2 and 5 years | 116,000 | - |
| After more than 5 years | - | 30,000 |
| | <u>-</u> | <u>30,000</u> |



GRAYS OF CAMBRIDGE (INTERNATIONAL) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

27. RELATED PARTY TRANSACTIONS

The company has traded with the following related parties during the year.

Gray-Nicolls Sports Pty Limited - A company partially owned by some of the directors.

Grays of Cambridge (Pakistan) Limited - A company that is a member of the group.

Worldwide Cricket Company Private Limited - A company with common control.

Sports Developments LLP - An entity controlled by some of the directors.

Grays Pension Trust - A Trust in which some of the directors are Trustees.

Sales to the above related parties totalled £1,376,000 (2012 - £607,000).

Purchases from the above related parties totalled £1,987,000 (2012 - £2,188,000).

Admin support was provided to related parties totalling £9,000 (2012 - £9,000).

Amounts owed to the above related parties at the year end totalled £84,000 (2012 - £343,000).

Amounts owed from the above related parties at the year end totalled £755,000 (2012 - £1,111,000).

Loans repaid by related parties totalled £66,000 (2012 - £77,000). At the year end there were loans outstanding due from related parties totalling £439,000 (2012 - £488,000).

Rent paid to the above related parties totalled £93,000 (2012 - £44,000).

Dividends paid to directors totalled £550,000 (2012 - £620,000).