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# TARGET HOLDINGS LIMITED AND SUBSIDIARY COMPANIES

FINANCIAL STATEMENTS

31 DECEMBER 1984



FINANCIAL STATEMENTS

31 DECEMBER 1984



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## TARGET HOLDINGS LIMITED

## DIRECTORS AND ADVISERS

Directors:

Sir Peter Parker MVO (Chairman)

John Stone

Paul Taylor Brian Weston (Managing Director)

Secretary:

Brian Weston

Registered Office: Target House

Gatehouse Road

Aylesbury

Bucks HP19 3EB

Auditors:

Thomson McLintock & Co

Bankers:

Williams & Glyn's Bank plc

Solicitors:

Bischoff & Co

#### DIRECTORS' REPORT

The directors have pleasure in submitting their report and accounts for the year ended 31 December 1984.

#### Share capital

During the year the following alterations were made to the company's share capital as a result of the establishment of Target Group PLC as the new parent company.

- (a) the authorised and issued share capital was increased from £14,001,001 to £14,002,401 by the creation of 140,000 'A' ordinary shares of 1p each. This was achieved by the capitalisation of £1,400 of reserves.
- (b) these new 'A' ordinary shares were allotted on the basis of one for every 100 old 'A' ordinary shares of £l each.
- (c) the 14,000,000 old 'A' ordinary shares of fl each were converted into deferred shares of fl each with no voting or dividend rights.

## Activities

, }, The company is an investment holding company and the main activities of its principal subsidiaries are the transaction of long-term life assurance and pension business, the management of unit trusts and the administration of unit trusts on behalf of clients.

During the period under review there was a high level of activity in national stock markets. Together with strenuous marketing efforts this contributed to a great increase in the sales of life assurance and unit trusts managed by the group.

Sales of units have remained buoyant in the early part of 1985. The group intends to keep under review the number of funds that it manages and augment them with new ones when the conditions are appropriate.

## Group properties

During 1984 Target Life Assurance Company Limited acquired the freehold properties of Target House and adjacent sites in Aylesbury. The freehold property in respect of Triget house was subsequently sold.

#### Results

The results of the group are set out in the consolidated profit and loss account. As noted in the accounting policies on page 5, the results of Target Life Assurance Company Limited have not been consolidated.

No interim dividend was paid (1983 - £158,000). The directors recommend the payment of a final dividend of £80,000 (1983 - £596,000).

## TARGET HOLDINGS LIMITED

## DIRECTORS' REPORT (continued)

## Directors and their interests

The current directors are shown on page 1.

The directors' interests and dates of apprintment and resignation are shown in note 24.

# Charitable and political donations

No contributions were made during the year.

## Disabled persons

It is the policy of the group to offer equal opportunity to disabled persons applying for employment having due regard to their aptitudes and abilities in relation to jobs available.

If any existing employee becomes disabled, every effort is made to ensure that continuity of employment and appropriate training is given.

The same opportunities are available to disabled persons as to other employees within the limitations of each individual's abilities.

## Employee consultation

The company places considerable value on the involvement of its employees and has continued its previous practice of keeping them informed on matters affecting them as employees of the company. This is achieved through formal and informal meetings and the company bulletin. Employee representatives are consulted regularly on a wide range of matters affecting their current and future interests.

## Current cost accounts

The directors are of the opinion that current cost accounts do not provide a meaningful current indication of the group's trading performance and accordingly they do not propose to issue current cost statements.

## TARGET HOLDINGS LIMITED

# DIRECTORS' REPORT (continued)

#### Auditors

The auditors, Thomson McLintock and Co are changing their name on 1 April 1985 to KMG Thomson McLintock. A resolution concerning the reappointment of KMG Thomson McLintock as auditors and their remuneration will be submitted at the annual general meeting.

By order of the Board

Secretary

25 March 1985

Target House Gatehouse Road Aylesbury Bucks HP19 3EB

#### ACCOUNTING POLICIES

#### 1. Basis of preparation and consolidation

The accounts have been prepared on the historical cost basis of accounting and in accordance with s149 and s152 of, and Sch. le 8 to, the Companies Act 1948. A consolidated profit and loss account has been presented for the group only as provided by s149(5) of the Companies Act 1948. The accounts conform with United Kingdom accounting standards except in respect of current cost accounts.

The group accounts consolidate the accounts of the company and all its subsidiaries with the exception of Target Life Assurance Company Limited ("TLA") and its subsidiary.

TLA carries on long term life assurance, pensions and annuity business and the directors believe that this business is so dissimilar from those of other companies within the group that full consolidation of the TLA accounts would be misleading. Accordingly group accounts have been prepared in the form of consolidated accounts for the company and its subsidiaries excluding TLA, together with separate consolidated accounts for TLA.

## 2. Investment in Target Life Assurance Company Limited

Each year the investment in Target Life Assurance Company Limited is revalued by the directors, based on an independent actuarial appraisal at the balance sheet date. This takes into account the net assets of the company and the value of policies in force at that time.

#### 3. Investments

Investments are included at cost except for the investment in Target Life Assurance Company Limited which is valued in accordance with the above accounting policy.

#### 4. Income

Turnover comprises amounts derived from the group's ordinary activities consisting of trading in units and fees receivable for the administration of unit trust management companies.

Income from unlisted investments is brought into account when received.

Income distributions from unit trust holdings and listed investments are accounted for at the dates that such holdings are quoted ex-distribution.

Income is inclusive of the related tax credits of gross of tax deducted.

#### 5. Depreciation

Depreciation is provided so as to write off the cost of fixed tangible assets by equal instalments over their estimated useful lives as follows:

Equipment - Five years
Motor vehicles - Four years

#### ACCOUNTING POLICIES (continued)

#### 6. Stocks

Stocks of units held at the balance sheet date are value at the lower of cost and published bid value.

#### 7. Deferred tax

Deferred tax is only provided on short term timing differences and on the excess of capital allowances over depreciation if material.

#### 8. Group pension scheme

Certain employees and directors are included in the group pension scheme on the grounds of age or emoluments. The amounts charged against profit are calculated with actuarial advice and represent a proper charge to cover the accruing liabilities on a continuing basis. The scheme is financed through a separate self-administered fund.

#### 9. Computer development expenditure

All costs related to computer development expenditure have been treated as revenue items and written off when incurred.

#### 10. Leasing

Leasing costs are accounted for as and when instalments become due. Leased assets other than those in respect of properties are not shown as assets on the balance sheet.

## CONSOLIDATED PROFIT AND LOSS ACCOUNT

## For the year ended 31 December 1984

|   | Notes  | £'000    | £1000              | Nine<br>months ended<br>31 December<br>1983<br>£'000 |
|---|--------|----------|--------------------|--|
| Turnover<br>Cost of sales                                     | 1      |          | 219,607<br>215,265 | 73,756<br>70,997                                     |
| Gross profit  |        |          | 4,342              | 2,759  |
| Administrative expenses                                       |        |          | 3,557              | 1,802  |
| Trading profit Other operating income                         | 2 - 4  |          | 785<br>153         | 957<br>79  |
|   |        |          | 938                | 1,036  |
| Income from fixed asset investments Other interest receivable | 5<br>6 | 2<br>177 |                    | 2<br>68  |
|   |        |          | 179                | 70   |
|   |        |          | 1,117              | 1,106  |
| Interest payable  | 7      |          | 649                | 19   |
| Profit on ordinary activities before taxation                 |        |          | 468                | 1,087  |
| Tax on profit on ordinary activities                          | 8      |          | 195                | 491  |
| Profit on ordinary activities after taxation                  |        |          | 273                | 596  |
| Dividends paid and proposed                                   | 10     |          | 80                 | 754  |
| Retained profit/(loss) for the year                           | 20     |          | 193                | ( 158)   |

The accounting policies on pages 5 and 6 and the notes on pages 11 to 22 form part of the accounts.

## CONSOLIDATED BALANCE SHEET

## As at 31 December 1984

| No  | tes | £'000     | £,000      | 1983<br>£'000 |
|---|-----|-----------|------------|---------------|
| FIXED ASSETS  |     |           |            |               |
| Tangible assets   | 11  |           | 151        | 106           |
| Investments   | 12  |           | 28,053     | 22,053        |
|   |     |           | 28,204     | 22,159.       |
| CUDDENT ACCEDS  |     |           |            | r <del></del> |
| CURRENT ASSETS Stocks                                   | 13  | 1,862     | · ·        | 1,458         |
| Debtors   | 14  | 15,627    |            | 8,222         |
| Cash at bank and in hand                                |     | 648       |            | 1,321         |
|   |     |           |            |               |
|   |     | 18,137    |            | 11,001        |
| CREDITORS: Amounts falling due within one year          | 15  | ( 17,850) |            | ( 16,759)     |
| NET CURRENT ASSETS/(LIABILITIES)                        |     |           | 287        | ( 5,758)      |
| TOTAL ASSETS LESS CURRENT LIABILITIES                   |     |           | 28,491     | 16,401        |
| CREDITORS: Amounts falling due after more than one year | 16  |           | ( 5,900)   | ( 3)          |
| PROVISION FOR LIABILITIES AND CHARGES                   | 17  |           | ( 28)      | ( 28)         |
| NET ASSETS  |     |           | 22,563     | 16,370        |
|   |     |           |            |               |
| CAPITAL AND RESERVES                                    |     |           |            |               |
| Called up share capital                                 | 18  |           | 14,002     | 14,001        |
| Revaluation reserve                                     | 19  |           | 8,055      | 2,055         |
| Profit and loss account                                 | 20  |           | <u>506</u> | 314           |
| and a market  |     | M<br>T    | 22,563     | 16,370        |
| SHAREHOLDERS FUNDS                                      |     |           | 22,303     | 10,5/0        |
| 1 1 1 1   |     |           |            |               |

Chairman

Managing Director

These accounts were approved by the Board of Directors on 25 March 1985. The accounting policies on pages 5 and 6 and the notes on pages 11 to 22 form part of these accounts.

## CONSOLIDATED STATEMENT OF SOURCE AND APPLICATION OF FUNDS

| For the year ended 31 December 1984                       |        |          |  |
|---|--------|----------|--|
|   |        |          | Nine<br>months ended                   |
|   |        |          | 31 December                            |
|   |        | -1000    | 1983                                   |
| SOURCE OF FUNDS   | £'000  | £'000    | £'000                                  |
| Profit on ordinary activities                             |        |          |  |
| before taxation   |        | 468      | 1,087                                  |
| Adjustment for items not involving                        |        |          |  |
| the movement of funds:                                    |        |          |  |
| Depreciation and other                                    |        | 45       | 23.                                    |
| amounts written off                                       |        | 45       |  |
| Total generated from operations                           |        | 513      | 1,110                                  |
| Funds from other sources:                                 | r 000  |          |  |
| Issue of loan notes<br>Proceeds of sale of fixed          | 5,900  |          | -                                      |
| assets  | 18     |          | 1                                      |
| / t   |        | 5,918    | 1                                      |
|   | •      | 6,431    | 1,111                                  |
| USE OF FUNDS  |        | •        |  |
| Dividend paid   | 596    |          | 158                                    |
| Tax and group relief paid                                 | 801    |          | 156                                    |
| Purchase of fixed tangible                                | 108    |          | 86                                     |
| assets<br>Purchase of fixed asset                         | 100    |          |  |
| investments   | 44     |          | 5,970                                  |
| •   |        | 1,505    | 6,370                                  |
|   |        | 4,926    | ( 5,259)                               |
|   |        |          | ====================================== |
| INCREASE/(DECREASE) IN WORKING CAPITAL Increase in stocks |        | 404      | 419                                    |
| Increase in Stocks Increase in debtors                    |        | 7,252    | 5,460                                  |
| Increase in creditors                                     |        | ( 7,920) | (6,052)                                |
|   |        | ( 264)   | ( 173)                                 |
| Movement in net liquid funds:                             |        |          |  |
| (Decrease)/increase                                       |        |          | [ <del></del>                          |
| in cash at bank and in hand                               | ( 673) |          | 622                                    |
| Decrease/(increase) in                                    | •      |          |  |
| bank overdrafts   | 5,863  |          | ( 5,708)                               |
|   |        | 5,190    | ( 5,086)                               |
|   |        | 4,926    | (5,259)                                |

## COMPANY BALANCE SHEET

## As at 31 December 1984

|  | Notes          | £'000               | £'000                   | 1983<br>£'000        |
|--|----------------|---------------------|-------------------------|----------------------|
| FIXED ASSETS<br>Tangible assets<br>Investments   | 11<br>12       |                     | 14<br>31,000            | 25,000               |
|  |                |                     | 31,014                  | 25,000               |
| CURRENT ASSETS Debtors Cash at bank  | 14             | 1,039<br>7<br>1,046 |                         | 798<br>51<br>849     |
| CREDITORS: Amounts falling due within one year   | 15             | ( 936)              |                         | ( 6,816)             |
| NET CURRENT ASSETS   |                |                     | 110                     | ( 5,967)             |
| TOTAL ASSETS LESS CURRENT LIABILITIES  |                |                     | 31,124                  | 19,033               |
| CREDITORS: Amounts falling due a more than one year  | ifter<br>16    |                     | ( 5,900)                |                      |
| NET ASSETS   |                |                     | 25,224<br>========      | 19,033               |
| CAPITAL AND RESERVES  Called up share capital  Revaluation reserves  Profit and loss account | 18<br>19<br>20 |                     | 14,002<br>11,030<br>192 | 14,001<br>5,030<br>2 |
| SHAREHOLDERS FUNDS   |                |                     | 25,224                  | 19,033               |

Chairman

Mitom

Managing Director

These accounts were approved by the Board of Directors on 25 March 1985. The accounting policies on pages 5 and 6 and the notes on pages 11 to 22 form part of these accounts.

## NOTES TO THE ACCOUNTS

## ANALYSIS OF TURNOVER AND PROFIT BEFORE TAXATION

|  |                | Turnover<br>Nine<br>months ended<br>31 December<br>1983 | Į             | Attributable<br>pre-tax profit<br>Nine<br>months ended<br>31 December<br>1983 |
|--|----------------|---|---------------|---|
|  | £1000          | £'000   | £'000         | £'000   |
| Unit trust management<br>Unit trust administration | 219,248<br>359 | 73,467<br>289   | 569<br>( 101) | 1,081<br>6  |
|  | 219,607        | 73,756  | 468           | 1,087   |

All turnover arises within the UK market.

Turnover includes sales of units to Target Life Assurance Company Limited of £127,085,000 (1983 - £30,544,000).

| 2 | TRADING | יידים חמס |
|---|---------|-----------|
| 4 | IKADiNG | PROFIL    |

|   |       | Nine months ended<br>31 December 1983 |
|---|-------|---------------------------------------|
|   | £†000 | £'000                                 |
| Trading profit is stated after charging:  | ,     |                                       |
| Depreciation of tangible fixed assets     | 42    | 23                                    |
| Loss on disposal of tangible fixed assets | 4     |                                       |
| Auditors' remuneration                    | 42    | 34                                    |
|   | ====  |                                       |

#### 3 EMPLOYEES

Nine months ended 31 December 1983

===

| Αvε | rage  | number  | of   | employees |
|-----|-------|---------|------|-----------|
| by  | activ | ity:    |      |           |
| _   | Mai   | keting  |      |           |
|     | Adı   | inistra | ıtid | on        |

| 11<br>67 | ι | 11<br>62 |
|----------|---|----------|
| 78       |   | 73       |

#### 3 EMPLOYEES (continued)

|   | 000*1     | Nine mouths ended<br>31 December 1983<br>£'000 |
|---|-----------|--|
| Wages and salaries<br>Social security costs | 620<br>57 | 493<br>41                                      |
|   | 677       | 534 ·  |

Details of employees in Target Life Assurance Company Limited are set out in the accounts of that company.

## 4 DIRECTORS' EMOLUMENTS

|                         |                | Nine months ended<br>31 December 1983 |
|-------------------------|----------------|---------------------------------------|
|                         | £'000          | £1000                                 |
| Fees                    | 1              | 2                                     |
| Management remuneration | <b>247</b> · . | 97                                    |
| Pension contributions   | <u>13</u>      | 33                                    |
|                         | 261            | 132                                   |
|                         | ===#           | 프로프                                   |

The directors' emoluments charged in the consolidated profit and loss account amounted to £18,000 (1983 - £32,000).

Emoluments, excluding pension contributions:

|   | £†000 | Nine months ended<br>31 December 1983<br>£'000 |
|---|-------|--|
| Of the chairman<br>Of the highest paid director | 122   | -<br>79  |

#### 4 DIRECTORS' EMOLUMENTS (continued)

The comoluments, excluding pension contributions, of other directors fell

|   | The Amoluments, excluding pension within the following ranges: | contributions, of    | other directors fell                           |
|---|--|----------------------|--|
|   |  |                      | Nine months ended<br>31 December 1983          |
|   | £ nil - £ 5,000<br>£40,001 - £45,000<br>£80,001 - £85,000      | 5<br>1<br>1<br>===== | 6 ·<br>-<br>-<br>-                             |
| 5 | INCOME FROM FIXED ASSET INVESTMENTS                            | £1000                | Nine months ended<br>31 December 1983<br>£'000 |
|   | Income from unit trusts  | 2<br>========        | 2.<br>======                                   |
|   |  | ·<br>· ¢             |  |
| 6 | OTHER INTEREST RECEIVABLE                                      | £'000                | Nine months ended<br>31 December 1983<br>£'000 |
|   | Interest receivable from loans and deposits                    | 177                  | 68   |
| 7 | INTEREST PAYABLE   | £1000                | Nine months ended<br>31 December 1983<br>£'000 |
|   | Bank overdrafts and loans wholly repayable within five years   | 649                  | 19<br>=====                                    |

#### 8 YAX ON PROFIT ON ORDINARY ACTIVITIES

| Group  | £1000 | Nine months ended<br>31 December 1983<br>£'000 |
|--|-------|--|
| Corporation tax payable at an average rate of 46.25% (52%)                   |       | 399  |
|  | -     | 399  |
| Group relief receivable at an average rate of 46.25%  Tax credits on franked | 52    | <b>-</b> .                                     |
| investment income  | 149   | 94   |
| Prior year corporation tax<br>Group relief                                   | ( 6)  | ( 1)<br>( 1)                                   |
|  | 1.95  | 491  |
|  | res   | 2222   |

## 9 PROFIT AFTER TAXATION DEALT WITHIN THE HOLDING COMPANY

Included in the profit for the year of £273,000 (nine month period ended 31 December 1983 - £596,000) are profits of £271,000 (nine month period ended 31 December 1983 - £761,000) which are dealt within the holding company.

## 10 DIVIDENDS PAID/PROPOSED

|  | £1000 | Nine months ended<br>31 December 1983<br>£'000 |
|--|-------|--|
| Interim dividend paid on 'A' shares<br>Proposed final dividend on 'A' shares | 80    | 158<br><u>596</u>                              |
|  | 80    | , 754<br>====                                  |

## 11 TANGIBLE FIXED ASSETS

|   | Plant<br>and<br>equipment<br>£'000 | Motor<br>vehicles<br>£'000  | Total<br>£'000               |
|---|------------------------------------|-----------------------------|------------------------------|
| Group   |                                    | 2 303                       |                              |
| Cost  |                                    |                             |                              |
| At 1 January 1984<br>Additions<br>Disposals           | 29<br>6<br>                        | 127<br>102<br><u>( 44</u> ) | 156<br>108.<br><u>( 44</u> ) |
| At 31 December 1984                                   | 35                                 | . 185                       | 220                          |
| Depreciation  |                                    |                             |                              |
| At 1 January 1984<br>Charge for the year<br>Disposals | 14<br>5<br>                        | 36<br>37<br><u>( 23</u> )   | 50<br>42<br><u>( 23</u> )    |
| At 31 December 1984                                   | 19                                 | 50                          | 69                           |
| Net book value  |                                    |                             |                              |
| At 31 December 1984                                   | 16                                 | 135                         | , 151<br>====                |
| At 31 December 1983                                   | 15<br>====                         | 91                          | 106                          |
| Company   |                                    |                             |                              |
| Cost  |                                    |                             |                              |
| At l January 1984<br>Additions                        |                                    | 14                          | 14                           |
| At 31 December 1984                                   | <u> </u>                           | 14                          | 14                           |
| Depreciation  |                                    |                             |                              |
| Charge for the year                                   | en la venen                        | #-0                         |                              |
| At 31 December 1984                                   |                                    |                             |                              |
| Net book value  |                                    |                             |                              |
| At 31 December 1984                                   | *****                              | 14<br>====                  | 14                           |
| At 31 December 1983                                   | <br>=====                          | <b></b>                     | ====                         |

#### 12 FIXED ASSET INVESTMENTS

| Group                            | Investment<br>in insurance<br>subsidiary<br>£'000 | Units in authorised unit trusts £'000 | Shares in<br>unlisted<br>company<br>£'000 | Total<br>£'000  |
|----------------------------------|---|---------------------------------------|---|-----------------|
| At 1 January 1984<br>Revaluation | 22,000<br>6,000                                   | 28<br>                                | 25<br>                                    | 22,053<br>6,000 |
| At 31 December 1984              | 28,000  | 28                                    | 25  | 28,053          |

The investment in the insurance subsidiary, Target Life Assurance Company Limited, was valued by the directors at £28 million at 31 December 1984 in accordance with the procedure described in accounting policy number 2 on page 5.

No provision has been made for any taxation which might arise if the group were to dispose of the investment at this value as it is not the intention of the directors to make such a disposal in the foreseeable future; the maximum amount of such taxation is estimated to be £3.1 million.

The investments in unit trusts managed by group companies have been deposited with the trustees of certain unit trusts to secure provision for future management expenses. The market values of the investments in unit trusts at 31 December 1984 amounted to £67,000 (December 1983 - £55,000).

Target Trust Managers Limited, a subsidiary, owns a 50% interest in the issued share capital of 31 and Target Fund Managers Limited, an unlisted company. This company is incorporated in Great Britain and acts as a management company, managing a unit trust. The investment has not been treated as a related company in accordance with the Companies Act 1981 because Target Trust Managers Limited is unable to exert significant influence over the operations of 31 and Target Fund Managers Limited. The directors consider that the investment is worth not less than the value shown above.

#### Company

The company's investments in other subsidiary companies are shown at their original costs and the directors consider that they are worth not less than these amounts.

|                                  | Insurance<br>Subsidiary<br>£'000 | Other<br>Subsidiary<br>£†000 | Total<br>£'000  |
|----------------------------------|----------------------------------|------------------------------|-----------------|
| At 1 January 1984<br>Revaluation | 22,000<br>_6,000                 | 3,000                        | 25,000<br>6,000 |
| At 31 December 1984              | 28,000                           | 3,000                        | 31,000          |

| 13 | STOCKS |
|----|--------|
|    |        |

|    | Omour .   |   |                                      |  | £'000  |  | 1983<br>£'000                                   |
|----|---|---|--------------------------------------|--|--|--|---|
|    | Group   |   |                                      |  |  |  |   |
|    | Units in authorised unit tru  | ısts  |                                      |  | 1,862  |  | 1,458   |
| 14 | DEBTORS   |   |                                      |  |  |  | ٠   |
|    |   |   |                                      |  |  |  |   |
|    |   | Due<br>within<br>one<br>year<br>£'000           | Due<br>after<br>one<br>year<br>£'000 | Total<br>£'000                                   | Due<br>within<br>one<br>year<br>£'000          | 1983<br>Due<br>after<br>one<br>year<br>£'000 | Total<br>£'000                                  |
|    | Group   |   |                                      |  |  |  |   |
|    | Amounts owed by insurance subsidiary Trade debtors Other debtors Prepayments and accrued income Due from fellow subsidiary Due from holding company Taxation receivable | 12,022<br>2,662<br>57<br>78<br>562<br>27<br>153 | 66                                   | 12,022<br>2,662<br>123<br>78<br>562<br>27<br>153 | 3,357<br>4,574<br>41<br>179<br>-<br>-<br>8,151 | 71   | 3,357<br>4,574<br>112<br>179<br>-<br>-<br>8,222 |
|    | Company   |   |                                      |  | •  |  |   |
|    | Group dividends receivable Due from subsidiary Group relief receivable Corporation tax receivable Other debtors   | 570<br>130<br>273<br>54<br>12                   | -<br>-<br>-<br>-<br>-                | 570<br>130<br>273<br>54<br>12<br>1,039           | 760<br>24<br>12<br>-<br>2<br>798               |  | 760<br>24<br>12<br>-<br>2<br>798                |
|    |   |   |                                      |  |  | ====   |   |

----

| 15 | CREDITORS: | Amounts | falling | due | within | one | year |
|----|------------|---------|---------|-----|--------|-----|------|
|----|------------|---------|---------|-----|--------|-----|------|

| 15         | CREDITORS: Amounts falling due with                                  | nin one ye     | ar                |            |                   |
|------------|--|----------------|-------------------|------------|-------------------|
|            |  |                | £'000             |            | 1983<br>£*000     |
|            | Group  |                |                   |            |                   |
|            | Amounts owed to insurance subsidia:<br>Bank overdrafts               | ry             | 6,333<br>66       |            | 3,421<br>5,929    |
|            | Trade creditors<br>Amounts owed to holding company                   |                | 7,560             |            | 5,669             |
|            | and fellow subsidiaries Tax and social security                      |                | 3,010<br>90       |            | 109<br>512        |
|            | Group relief payable Accruals and deferred income Other creditors    |                | 240<br>245<br>226 |            | 184 ·<br>159      |
|            | Proposed dividend  |                | 80                | 4          | 180<br><u>596</u> |
|            |  |                | 17,850            | `          | 16,759<br>=====   |
|            | Company  |                |                   |            |                   |
|            | Bank overdraft Amounts owed to group companies:                      |                | -                 |            | 5,903             |
|            | Holding company and fellow subsideries                               | liaries        | 832               |            | 42<br>241         |
|            | Accruals and deferred income<br>Other creditors<br>Proposed dividend |                | 19<br>5<br>80     |            | 2<br>32<br>596    |
|            | rioposed dryrdend  |                | 936               |            | 6,816             |
|            |  | ,              | .`                |            |                   |
| 16         | CREDITORS: Amounts falling due afte                                  | er more th     | an one year       | 19         | 83                |
|            |  | Group          | Company           | Group      | Company           |
|            | Unsecured bank loans repayable between two and five years            | 5,900          | 5,900             | · _        | -                 |
|            | Taxation   |                |                   | 3          | -                 |
|            |  | 5,900<br>===== | 5,900<br>=====    | 3<br>===== | -<br>20205        |
| 17         | PROVISIONS FOR LIABILITIES AND CHAR                                  | RGES           |                   |            |                   |
| <b>~</b> . |  |                | £†000             |            | 1983<br>£'000     |
|            | Group  |                |                   |            |                   |
|            | Provisions for future management expenses (note 12)                  |                | 28<br>=====       |            | 28                |

#### 18 CALLED UP SHARE CAPITAL

|  |            | allotted,<br>ember 1984<br>£'000 | issued and fu<br>31 Decem |        |
|--|------------|----------------------------------|---------------------------|--------|
|  |            | 2 000                            |                           |        |
| 'A' ordinary shares of lp each 'A' ordinary shares of fl each converted to deferred shares | 140,000    | 1                                | -                         | -      |
| on 7 June 1984   | 14,000,000 | 14,000                           | 14,000,000                | 14,000 |
| 'B' ordinary shares of £1 each   | 1,000      | 1                                | 1,000                     | 1.     |
| 'C' ordinary shares of fl each   | 1          | <del></del>                      | <u> </u>                  |        |
|  | 14,141,001 | 14,002                           | 14,001,001                | 14,001 |

On 7 June 1984 the share capital of the company was altered by the following measures:

The authorised share capital was increased by creating 140,000 new 'A' shares of lp each.

These new shares were allotted on the basis of 1 new 'A' share of 1p for every 100 old 'A' shares of £1.

The old 'A' shares of £1 were converted into deferred shares of £1 each.

| 19 | NON DISTRIBUTABLE RESERVE  | Group<br>£'000                   | Company<br>£'000   |
|----|--|----------------------------------|--------------------|
|    | Revaluation reserve  |                                  |                    |
|    | Balance at 31 December 1983<br>Revaluation during the year (note 12)         | 2,055<br>6,000                   | 5,030<br>6,000     |
|    | Balance at 31 December 1984  | 8,055<br>=====                   | 11,030             |
| 20 | PROFIT AND LOSS ACCOUNT  | Group<br>£'000                   | Company<br>£¹000   |
|    | At 1 January 1984<br>Capitalised during year<br>Retained profit for the year | 314<br>( 1)<br><u>193</u><br>506 | ( 1)<br>191<br>192 |
|    | At 31 December 1984  | <b>222</b>                       | ===                |

The profits of the company available for distribution are £192,000 (31 December 1983 -£2,000).

## 21 ULTIMATE HOLDING COMPANY

On 19 June 1984 the company's ultimate holding company became Target Group PLC and remained so at the year end. This company is incorporated in Great Britain and registered in England.

#### 22 CAPITAL COMMITMENTS

|   | £'000 | 1983.<br>£'000 |
|---|-------|----------------|
| Capital expenditure that has been contracted for but has not been provided for in the |       |                |
| accounts  | 58    | -              |
|   | ====  | =====          |
| Capital expenditure that has been authorised but not contracted for                   | •••   | _              |
|   | ===== |                |

#### 23 PRINCIPAL SUBSIDIARY COMPANIES

| Company   | Registered office   | Activity                                 |
|---|---|--|
| Target Life Assurance Company<br>Limited  | Target House<br>Gatehouse Road<br>Aylesbury<br>Bucks HP19 3EB | Long term life assurance<br>and pensions |
| Target Annuities Limited*   | As above  | Reassurance of annuity policies          |
| Target Trust Managers Limited   | As above  | Unit trust management                    |
| Target Trust Managers (Scotland)<br>Limited*  | As above  | Unit trust management                    |
| Target Financial Consultants<br>Limited (formerly the Industrial<br>Plant Company Limited)* | As above  | Provision of financial services          |
| Target Investment Management<br>Limited (formerly Target<br>Financial Consultants Limited)* | As above  | Investment management and advice         |
| Unit Trust Services Limited*  | 72-80 Gatehouse Road<br>Aylesbury<br>Bucks HP19 3EB           | Unit trust<br>administrative<br>services |
| Unit Trust Services (Jersey) Limited(formerly Target Trust Managers (Jersey) Limited)*      | Ordnance House<br>31 Pier Road<br>St Helier<br>Jersey CI      | Currency Fund<br>management              |

## \* Owned indirectly

All the above companies are incorporated in Great Britain except Unit Trust Services (Jersey) Limited which is incorporated in Jersey.

All the above companies are wholly owned subsidiaries of Target Holdings Limited except Target Life Assurance Company Limited.

Target Holdings Limited owns all the share capital of Target Life Assurance Company Limited except for 30% of the 10% non-cumulative participating and preference shares.

## 24 DIRECTORS AND THEIR INTERESTS

|                          |                | Date of appointment | Date of resignation |
|--------------------------|----------------|---------------------|---------------------|
|                          | (Chairman)     | 18.12.1984          |                     |
| Jacob Rothschild         |                |                     | 19.06.1984          |
| David Montagu            |                |                     | 18,12,1984          |
| Francois Mayer           |                |                     | 19.06.1984          |
| Paul Finkel              |                |                     | 19.06.1984          |
| Peter Oppenheimer        |                |                     | 19.06.1984          |
| Paul Taylor              |                | 18.06.1984          | •                   |
| Brian Weston             |                | 18.06.1984          |                     |
| John Stone was a directo | r throughout l | 984                 |                     |

The interests (including the interests of their families) at 31 December 1984 are shown below:

|   | Ordinary 25p<br>shares in<br>Target Group PLC | Options on<br>ordinary 25p<br>shares in<br>Target Group PLC | Ordinary £1<br>shares in Target<br>Directors Limited |
|---|---|---|--|
| John Stone<br>Paul Taylor<br>Brian Weston<br>Sir Peter Parker | 808,754<br>608,754<br>138,750                 | 191,000<br>175,000<br>60,000                                | 480<br>440<br>150                                    |
| ort refer barker  | =======                                       | 222222  |  |

The interests at 31 December 1983 or appointment, if later, are shown below:

|   | Ordinary 25p<br>shares in<br>Target Group PLC | Options on<br>ordinary 25p<br>shares in<br>Target Group PLC | Ordinary fl<br>shares in Target<br>Directors Limited |
|---|---|---|--|
| John Stone<br>Paul Taylor<br>Brian Weston<br>Sir Peter Parker | 25,004<br>25,000                              | -<br>-<br>-<br>-  | 440<br>150   |

AUDITORS' REPORT TO THE MEMPERS OF TARGET HOLDINGS LIMITED

We have audited the financial statements of Target Holdings Limited on pages 5 to

22 in accordance with approved auditing standards. These, together with the

attached audited financial statements of Target Life Assurance Company Limited

for the year ended 31 December 1984 form the group accounts of Target Holdings

Limited.

In our opinion the financial statements of Target Holdings Limited and the group

accounts presented in this form, which have been prepared under the historical

cost convention, as modified by the revaluation of the investment in Target Life

Assurance Company Limited, give a true and fair view of the state of affairs of

the company and the group at 31 December 1984 and of the profit and source and

application of funds of the group for the year ended 31 December 1984 and comply

with the Companies Acts 1948 to 1981.

The financial statements do not include current cost statements as required by

Statement of Standard Accounting Practice No 16 for the reasons given in the

directors' report.

Chartered Accountants

Thom Me historical &

LONDON

25 March 1985