ABBREVIATED ACCOUNTS

FOR THE YEAR ENDED 31 DECEMBER 2010

Company Registration No 01477372 (England and Wales)

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### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 DECEMBER 2010

The directors present their report and financial statements for the year ended 31 December 2010

#### Principal activities and review of the business

The principal activity of the company in the year under review continued to be that of a turf accountant

The results for the year and the financial position at the year end were considered satisfactory by the directors who expect continued growth in the foreseeable future

The management of the business and the execution of the company's strategy are subject to a number of risks. The key risks and future uncertainties are considered to be the impact upon the business of any potential changes in its regulatory environment.

The number of betting shops operating at 31st December 2010 was 35 The company has continued to receive benefit from the operation of fixed odds betting terminals ("FOBT's") at its betting shops. This has all been achieved whilst maintaining a tight control of overheads

Turnover has increased by £811,801 representing a 2 4% increase on the previous period

Gross profit has decreased by £65,838 representing a 0 9% decrease on the previous period

The company's operating profit has fallen compared with the previous year to £702,020 (2009 £911,867)

The company has also continued to seek suitable opportunities for business expansion

#### Results and dividends

The results for the year are set out on page 4

#### **Future developments**

The directors routinely monitor the risks that the business faces in its day-to-day operations and appropriate actions are taken to mitigate these risks. The following risks are considered pertinent to the business

General economic risk - as with any other bookmaker, the business (betting and gaming) is susceptible to the risk of an economic downturn adversely effecting disposable income Management monitors the situation closely and makes special offers to customers as appropriate

Competitor risk - betting and gaming businesses face competition in the main from other bookmakers, betting exchanges and other interactive gaming providers. Betting exchanges do compete aggressively in that the prices offered are usually more favourable and higher than those offered by traditional bookmakers. Management is therefore cautiously positive with its pricing in light of this competition.

Bookmaking risk - the risk of incurring large losses on bets due to incorrect pricing is mitigated by there being upper limits on bets, a monitoring of customers' betting patterns and the use of the latest information services available

Regulatory risk - the regulatory, legislative and fiscal environment in which the company operates can change at short notice, leading to additional costs of compliance. The directors monitor this risk closely to ensure that developments are recognised as early as possible.

#### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 DECEMBER 2010

#### Directors

The following directors have held office since 1 January 2010

D L Pluck

F J Seymour

N Thompson

(Appointed 12 April 2010)

#### Taxation status

The company was a close company within the provisions of the Income and Corporation Taxes Act 1988 and this position has not changed since the end of the financial year

#### Auditors

The auditors, Duncan Sheard Glass, are deemed to be reappointed under section 487(2) of the Companies Act 2006

#### Statement of directors' responsibilities

The directors are responsible for preparing 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 of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping 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 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board

Director

24 June 2011

# INDEPENDENT AUDITORS' REPORT TO DAVID PLUCK (NORTH WEST) LIMITED UNDER SECTION 449 OF THE COMPANIES ACT 2006

We have examined the abbreviated accounts set out on pages 4 to 15, together with the financial statements of David Pluck (North West) Limited for the year ended 31 December 2010 prepared under section 396 of the Companies Act 2006

This report is made solely to the company, in accordance with Chapter 10 of Part 15 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special 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, for our work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the regulations made under that section and to report our opinion to you

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

#### Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations made under that section

Leslie Staniforth (Senior Statutory Auditor) for and on behalf of Duncan Sheard Glass

24 June 2011

Chartered Accountants Statutory Auditor

Castle Chambers
43 Castle Street
Liverpool
L2 9TL

## ABBREVIATED PROFIT AND LOSS ACCOUNT

### FOR THE YEAR ENDED 31 DECEMBER 2010

		2010	2009
	Notes	£	£
Turnover		37,456,020	36,644,219
Other operating income less cost of sales		(30,445,397)	(29,686,739)
Administrative expenses		(6,308,603)	(6,045,613)
Operating profit	2	702,020	911,867
Other interest receivable and similar			
income		1,682	2,189
Interest payable and similar charges	4	(16,478)	(38,278)
Profit on ordinary activities before			<del></del>
taxation		687,224	875,778
Tax on profit on ordinary activities	5	(249,015)	(299,084)
Profit for the year	15	438,209	576,694
		<del></del>	

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

### ABBREVIATED BALANCE SHEET

### AS AT 31 DECEMBER 2010

		20	10	20	09
	Notes	£	£	£	£
Fixed assets					
Intangible assets	6		426,543		548,068
Tangible assets	7		4,607,627		3,668,384
			5,034,170		4,216,452
Current assets					
Stocks	8	17,500		17,000	
Debtors	9	582,859		467,741	
Investments	10	92,379		100,000	
Cash at bank and in hand		465,084		670,059	
		1,157,822		1,254,800	
Creditors: amounts falling due within					
one year	11	(2,003,254)		(1,707,026)	
Net current liabilities			(845,432)		(452,226)
Total assets less current liabilities			4,188,738		3,764,226
Creditors, amounts falling due after					
more than one year	12		(1,273,807)		(1,292,158)
Provisions for liabilities	13		(142,000)		(137,346)
			2,772,931		2,334,722
Capital and reserves					
Called up share capital	14		200		200
Share premium account	15		42,291		42,291
Profit and loss account	15		2,730,440		2,292,231
Shareholders' funds	16		2,772,931		2,334,722

These abbreviated accounts have been prepared in accordance with the special provisions in section 445(3) of the Companies Act 2006 relating to medium-sized companies

Approved by the Board and authorised for issue on 24 June 2011

D L Pluck Director

Company Registration No. 01477372

## **CASH FLOW STATEMENT**

### FOR THE YEAR ENDED 31 DECEMBER 2010

	£	2010 £	£	2009 £
Net cash inflow from operating activities		1,823,620		954,347
Returns on investments and servicing of finance				
Interest received	1,682		2,189	
Interest paid	(16,478)		(38,278)	
Net cash outflow for returns on investments and				
servicing of finance		(14,796)		(36,089)
Taxation		(300,013)		(272,855)
Capital expenditure				
Payments to acquire intangible assets	-		(81,088)	
Payments to acquire tangible assets	(1,753,783)		(420,899)	
Net cash outflow for capital expenditure	<del></del>	(1,753,783)		(501,987)
Net cash (outflow)/inflow before management of liquid resources and financing		(244,973)		143,416
Management of liquid resources				
Current asset investments	-		(100,000)	
	<del></del>			(100,000)
Financing				(100,000)
Repayment of other long term loans	(17,029)		(15,803)	
Net cash outflow from financing		(17,029)		(15,803)
(Decrease)/increase in cash in the year		(262,002)		27,613

## NOTES TO THE CASH FLOW STATEMENT

### FOR THE YEAR ENDED 31 DECEMBER 2010

1	Reconciliation of operating profit to net cash in	iflow from operatin	g activities	2010	2009
				£	£
	Operating profit			702,020	911,867
	Depreciation of tangible assets			814,540	548,307
	Amortisation of intangible assets			121,525	101,199
	Fall in listed investment value			7,621	-
	Increase in stocks			(500)	(500)
	Increase in debtors			(115,118)	(116,104)
	Increase/(decrease) in creditors within one year			293,532	(490,422)
	Net cash inflow from operating activities			1,823,620	954,347
2	Analysis of net debt	1 January 2010	Cash flow	Other non-cash changes	31 December 2010
		£	£	£	£
	Net cash				
	Cash at bank and in hand	670,059	(204,975)	-	465,084
	Bank overdrafts	(94,546)	(57,027)	-	(151,573)
		575,513	(262,002)	-	313,511
	Liquid resources				
	Current asset investments	100,000	-		100,000
	Debt				
	Debts falling due after one year	(1,292,158)	18,351	<u>.</u>	(1,273,807)
	Net debt	(616,645)	(243,651)	<u>.</u>	(860,296)
3	Reconciliation of net cash flow to movement in	net debt		2010	2009
				£	£
	(Decrease)/increase in cash in the year			(262,002)	27,613
	Cash inflow/(outflow) from decrease/(increase) in	liquid resources		÷	100,000
	Cash outflow from decrease in debt	•		18,351	617,029
	Movement in net debt in the year			(243,651)	744,642
	Opening net debt			(616,645)	(1,361,287)
	Closing net debt			(860,296)	(616,645)
				<u> </u>	<del></del>

# NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2010

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 1.3 Turnover

Turnover represents the provision of services falling within the companys' activities during the year. In the case of over the counter trade in Licensed Betting Offices, turnover represents the amounts staked by customers in respect of individual bets placed on events that have occurred by the accounting period end

Turnover from FOBT's represents amounts staked less amounts returned in winnings in respect of activity completed by the accounting period end and is stated net of VAT

#### 1.4 Goodwill

Goodwill is the difference between the amount paid on the acquisition of a business and the aggregate fair value of its separate net assets. Goodwill is capitalised and amortised through the profit and loss account over its estimated useful economic life. Amortisation is calculated so as to write off the goodwill cost acquired, less estimated residual value, over the goodwill's estimated useful economic life, which the directors consider to be a period of between 2 and 15 years.

#### 1.5 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Freehold buildings Over 25 years

Long leasehold buildings

Plant and machinery

Office furniture and fittings

Over the life of the lease
25% reducing balance
15% reducing balance

Motor vehicles 25% reducing balance

No depreciation is charged in respect of land

#### 1.6 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 17 Investments

Current asset investments represent listed invesments which are stated at the lower of cost and their net realisable value

### 1.8 Stock

Stock is valued at the lower of cost and net realisable value. Stocks consists entirely of betting slips and stationery costs

The pension costs charged in the financial statements represent the contributions payable by the company during the year in accordance with FRS17

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

#### 1 Accounting policies

(continued)

#### 1.9 Deferred taxation

The accounting policy in respect of deferred tax reflects the requirements of FRS19 - Deferred tax. Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

#### 1.10 Dilapidations

Provision for dilapidations on property leases is made where the lease expires within 5 years of the Balance Sheet date. No provision is made for leases expiring beyond 5 years as it is considered that a transfer of economic benefit beyond this point is too uncertain.

2	Operating profit	2010	2009
		£	£
	Operating profit is stated after charging		
	Amortisation of intangible assets	121,525	101,199
	Depreciation of tangible assets	822,161	548,307
	Operating lease rentals		
	- Plant and machinery	9,821	12,174
	- Other assets	958,484	911,925
	Auditors' remuneration (including expenses and benefits in kind)	15,000	15,000
	and after crediting		
	Profit on disposal of tangible assets	(92,700)	-
3	Investment income	2010	2009
		£	£
	Bank interest	1,682	2,167
	Other interest	•	22
		1,682	2,189
4	Interest payable	2010	2009
		£	£
	On other loans wholly repayable within five years	11,866	32,112
	Other interest	4,612	6,166
		16,478	38,278

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

;	Taxation	2010	2009
	Demostic annual and a second and	£	£
	Domestic current year tax	245,000	300,652
	UK corporation tax	<del>-</del>	
	Adjustment for prior years	(639)	(3,229)
	Total current tax	244,361	297,423
	Deferred tax		
	Deferred tax charge/credit current year	4,654	1,661
		249,015	299,084
			····
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	687,224 ———	875,778 ————
	Profit on ordinary activities before taxation multiplied by standard rate of UK	100.100	
	corporation tax of 28 00% (2009 - 28 00%)	192,423	245,218
	Effects of		
	Non deductible expenses	2,784	30,024
	Depreciation add back	228,071	153,526
	Capital allowances	(170,971)	(121,096)
	Other tax adjustments	1,636	-
	Adjustments to previous periods	(639)	(3,229)
	Marginal rate relief	(8,943)	(7,020)
		51,938	52,205
	Current tax charge for the year	244,361	297,423

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

6	Intangible fixed assets						Goodwill £
	Cost						
	At 1 January 2010 & at 31	December 2010					1,450,559
	Amortisation						
	At 1 January 2010						902,491
	Charge for the year						121,525
	At 31 December 2010						1,024,016
	Net book value						
	At 31 December 2010						426,543
	At 31 December 2009						548,068
7	Tangible fixed assets	Freehold buildings	Long leasehold buildings	Plant and machinery	Office furniture and fittings	Motor vehicles	Total
		£	£	£	£	£	£
	Cost						
	At 1 January 2010	2,094,306	564,887	1,958,823	2,809,963	47,696	7,475,675
	Additions		396,590	1,055,589	272,604	29,000	1,753,783
	At 31 December 2010	2,094,306	961,477	3,014,412	3,082,567	76,696	9,229,458
	Depreciation						
	At 1 January 2010	464,940	330,483	1,377,254	1,610,084	24,530	3,807,291
	Charge for the year	91,472	83,489	409,290	220,872 ————	9,417	814,540
	At 31 December 2010	556,412	413,972	1,786,544	1,830,956	33,947	4,621,831
	Net book value						
	At 31 December 2010	1,537,894	547,505	1,227,868	1,251,611	42,749	4,607,627
	At 31 December 2009	1,629,366	234,404	581,569	1,199,879	23,166	3,668,384
			====				<del></del>

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

8	Stocks	2010 £	2009 £
	Finished goods and goods for resale	17,500	17,000
9	Debtors	2010	2009
		£	£
	Other debtors	191,965	81,376
	Prepayments and accrued income	390,894	386,365
		582,859	467,741
		<del></del>	
10	Current asset investments	2010 £	2009 £
	Listed investments	92,379	100,000
11	Creditors: amounts falling due within one year	2010 £	2009 £
	Bank loans and overdrafts	151,573	94,546
	Trade creditors	791,192	214,449
	Corporation tax Other taxes and social security costs	245,000 200,318	300,652 186,811
	Directors' current accounts	256,256	410,287
	Other creditors	49,139	45,815
	Accruals and deferred income	309,776	454,466
		2,003,254	1,707,026
	Debt due in one year or less	151,573	94,546

The bank overdraft amounting to £151,573 (2009 £94,546) is secured by a debenture incorporating a first legal charge over the freehold property at 130/132 Market Street, Droylsden

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

12	Creditors: amounts falling due after more than one year	2010 £	2009 £
	Other loans	1,273,807	1,292,158
	Analysis of loans		
	Wholly repayable within five years	1,273,807	1,292,158
		1,273,807	1,292,158
	Loan maturity analysis		
	In more than one year but not more than two years In more than two years but not more than five years	19,776 1,254,031	18,351 1,273,807
13	Provisions for liabilities		
			Deferred tax liability £
	Balance at 1 January 2010 Profit and loss account		137,346 4,654
	Balance at 31 December 2010		142,000
	The deferred tax hability is made up as follows:		
		2010	2009
		£	£
	Accelerated capital allowances	142,000	137,346
14	Share capital	2010 £	2009
	Allotted, called up and fully paid		£
	200 Ordinary shares of £1 each	200	200

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

15	Statement of movements on reserves		
		Share P	rofit and loss
		premium account	account
		£	£
	Balance at 1 January 2010	42,291	2,292,231
	Profit for the year		438,209
	Balance at 31 December 2010	42,291	2,730,440
16	Reconciliation of movements in shareholders' funds	2010	2009
		£	£
	Profit for the financial year	438,209	576,694
	Opening shareholders' funds	2,334,722	1,758,028
	Closing shareholders' funds	2,772,931	2,334,722

#### 17 Financial commitments

At 31 December 2010 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2011

		Land and buildings		
		2010	2009	
		£	£	
	Operating leases which expire			
	Within one year	37,500	45,720	
	Between two and five years	89,665	62,913	
	In over five years	433,990	407,634	
		561,155	516,267	
18	Directors' remuneration	2010 £	2009 £	
	Remuneration for qualifying services	100,205	66,046	

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 2 (2009 - 2)

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

#### 19 Employees

#### Number of employees

The average monthly number of employees (including directors) during the year

was	2010 Number	2009 Number
Number of employees - Administration	136	130
Employment costs	2010	2009
	£	£
Wages and salaries	2,236,503	2,223,799
Social security costs	181,157	179,098
	2,417,660	2,402,897

### 20 Related party relationships and transactions

#### Other transactions

Other creditors include loans owing to D L Pluck of £1,403,609 (2009 £1,521,203) and F J Seymour of £92,647 (2009 £89,084) During the year loan interest of £11,866 (2009 £32,112) was charged in respect of these loans

Other creditors also include a loan from the Dee Retirement Benefit Scheme (of which D L Pluck is the main beneficiary) of £52,158 (2009 £69,186) Interest of £4,612 (2009 £6,166) was charged in respect of this loan Other debtors include an amount of £148,999 (2009 £25,682) in respect of building costs borne by the company on behalf of the Dee Retirement Benefit Scheme