Report and Financial Statements

31 March 2005



# REPORT AND FINANCIAL STATEMENTS 2005

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### OFFICERS AND PROFESSIONAL ADVISERS

#### DIRECTORS

J P Flanagan C S Hale R McGregor-Smith J A O'Hara I R Stewart J Wright

# **SECRETARY**

C K Ross

### REGISTERED OFFICE

8 Monarch Court The Brooms Emersons Green Bristol BS16 7FH

# BANKERS

Barclays Bank plc Park House New Brick Road Stoke Gifford Bristol BS34 8TN

# **AUDITORS**

Deloitte & Touche LLP Bristol

#### DIRECTORS' REPORT

The directors present their annual report and audited financial statements for the financial year ended 31 March 2005.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

United Kingdom company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

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

The directors are responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for the system of internal control, safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

The principal activity of the company is the provision of security solutions.

On 27 September 2004 the company changed its name from Trident Safeguards Limited to MITIE Trident Security Limited.

On 30 September 2004 contracts relating to the security sector were transferred from Executive Group Limited, a fellow subsidiary of MITIE Group plc, into the company. The directors are pleased with the results for the year and feel that the business is progressing satisfactorily.

#### RESULTS AND DIVIDENDS

The profit for the financial year after taxation amounted to £1,195,046 (2004: £759,316). The directors recommend that this be dealt with as follows:

	2005 £	2004 £
Ordinary dividends:		
Interim paid £nil (2004: £2.26)	-	500,000
Final proposed £2.70 (2004: £1.36) per share	597,000	300,000
Transfer to/(from) reserves	598,046	(40,684)
	1,195,046	759,316

### **DIRECTORS' REPORT (continued)**

#### DIRECTORS AND THEIR INTERESTS

The directors during the year and subsequently were as follows:

CS Hale

R McGregor-Smith

J A O'Hara

I R Stewart

J Wright

J P Flanagan

(appointed 18 October 2004)

N R Goodman

(resigned 16 August 2004)

No director had a beneficial interest in the share capital of the company.

N R Goodman, C S Hale, I R Stewart and R McGregor-Smith, are directors of MITIE Group PLC, the parent undertaking, and their interests in the share capital of that company are shown in the financial statements of MITIE Group PLC.

No other director had interests in the share capital of MITIE Group PLC.

#### **PAYMENT POLICY**

The company's policy is to comply with the terms of payment agreed with a supplier. Where terms are not negotiated, the company endeavours to adhere with the supplier's standard terms. As at 31 March 2005 trade creditors, as a proportion of amounts invoiced from suppliers for the year, represented 32 days (2004: 37 days).

### **EMPLOYEES**

The company offers equal opportunities to all applicants for employment whatever their sex, race or religion. Disabled persons are considered for employment, training, career development and promotion on the basis of their attitudes and abilities in common with all employees, providing the disability does not make the particular employment impractical or the employee unable to conform to the stringent regulations which apply to the operations of the company.

The company recognises the importance of good communications and employee relationships. In each company there is a relationship between the Chief Executive of MITIE Group PLC and individual employees in the company. In these conditions, complex consultative procedures are seldom required to ensure that there is an understanding of the purpose of the business and the commercial realities of success. Employees are encouraged to become shareholders through the Savings Related Share Option Scheme.

# DIRECTOR'S REPORT (continued)

# **AUDITORS**

Pursuant to Section 386 Companies Act 1985, an elective resolution was passed on 14 March 2005 dispensing with the requirement to appoint auditors annually. Therefore Deloitte & Touche LLP are deemed to continue as auditors.

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

C K Ross Secretary

19 July 2005

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF

# MITIE TRIDENT SECURITY LIMITED (formerly Trident Safeguards Limited)

We have audited the financial statements of MITIE Trident Security Limited (formerly Trident Safeguards Limited) for the year ended 31 March 2005 which comprise the profit and loss account, the balance sheet, the cash flow statement and related notes 1 to 21. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibility is to audit the financial statements in accordance with relevant United Kingdom legal and regulatory requirements and auditing standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report if, in our opinion, the directors' report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the directors' report for the above period and consider the implications for our report if we become aware of any apparent misstatements.

# Basis of audit opinion

We conducted our audit in accordance with United Kingdom auditing standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion, we also evaluated the overall adequacy of the presentation of information in the financial statements.

#### Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 March 2005 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985

Deloite & Touche LLP

**DELOITTE & TOUCHE LLP** 

Chartered Accountants and Registered Auditors Bristol

# PROFIT AND LOSS ACCOUNT Year ended 31 March 2005

	Notes	Continui 2005 £	ng operations 2004 £
TURNOVER	1	36,804,680	25,915,366
Cost of sales		(32,172,687)	(22,978,367)
GROSS PROFIT		4,631,993	2,936,999
Administrative expenses		(3,063,965)	(1,832,356)
OPERATING PROFIT	2	1,568,028	1,104,643
Interest receivable Interest payable	3 4	2,825 (31,500)	2,117 (17,877)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		1,539,353	1,088,883
Tax on profit on ordinary activities	5	(344,307)	(329,567)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	12	1,195,046	759,316
Dividends	6	(597,000)	(800,000)
RETAINED PROFIT/ (LOSS) FOR THE FINANCIAL	YEAR	598,046	(40,684)

There are no recognised gains and losses for the current and preceding financial year other than as stated in the profit and loss account. Accordingly no statement of total recognised gains and losses has been prepared.

### BALANCE SHEET At 31 March 2005

	Notes	£	2005 £	£	2004 £
		*	<b>~</b>	*	**
FIXED ASSETS	_				
Intangible assets	7		781,742		110744
Tangible assets	8		225,236		118,744
			1,006,978		118,744
CURRENT ASSETS					
Debtors	9	8,367,118		4,623,334	
Cash at bank and in hand		-		298,954	
		8,367,118		4,922,288	
CREDITORS: AMOUNTS FALLING DUE					
WITHIN ONE YEAR	10	(7,683,242)		(3,948,224)	
NET CURRENT ASSETS			683,876		974,064
NET ASSETS			1,690,854		1,092,808
1.21 (1.002.10			<del></del>		=
CAPITAL AND RESERVES					
Called up share capital	11		220,832		220,832
Share premium account	12		188,393		188,393
Profit and loss account	12		1,281,629		683,583
TOTAL EQUITY SHAREHOLDERS' FUNDS	12		1,690,854		1.092,808
TOTAL EQUIT SHAMEHOLDERS FUNDS	12		1,090,034		1,092,808

These financial statements were approved by the Board of Directors on 19 July 2005.

Signed on behalf of the Board of Directors

R McGregor-Smith

Director

# CASH FLOW STATEMENT Year ended 31 March 2005

	Notes		2005		2004
		£	£	£	£
Net cash (outflow)/inflow from operating activities	13		(625,958)		587,633
Returns on investments and servicing of finance Interest received Interest paid		2,825 (31,500)		2,117 (17,877)	
Net cash outflow from returns on investments and servicing of finance			(28,675)		(15,760)
Taxation UK corporation tax paid			(458,475)		(257,587)
Capital expenditure Payments to acquire tangible fixed assets Payments to acquire intangible fixed assets		(172,834) (813,761)		(71,473)	
Net cash outflow from capital expenditure			(986,595)		(71,473)
Equity dividends paid			(300,000)		(813,815)
Net cash outflow before financing			(2,399,703)		(571,002)
Financing Issue of ordinary share capital			-		200,015
Decrease in cash in the year	15		(2,399,703)		(370,987)

#### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

#### 1. ACCOUNTING POLICIES

#### Accounting convention

The financial statements are prepared under the historical cost convention and are prepared in accordance with applicable United Kingdom accounting standards.

#### Turnover

Turnover represents the total, excluding sales taxes, receivable in respect of goods and services supplied. All turnover arises within the United Kingdom, from the company's principal activity.

Turnover from bundled contracts consists of various components which operate independently of each other and for which reliable fair values can be established. Accordingly, each component is accounted for separately as if it were an individual contractual arrangement.

#### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. The depreciation rates were changed from 1 July 2003, after the completion of the acquisition by MITIE Group PLC to be consistent with those used across MITIE Group PLC. Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost, less estimated residual value, of each asset on a straight-line basis over its expected life, as follows:

	From 1 July 2003	To 30 June 2003
Motor vehicles Fixtures and fittings Computers and office equipment	4 years straight-line 5 years straight-line 5 years straight-line	Not applicable 10% straight-line 25% straight-line
Computers and office equipment	5 years straight-inte	23% Shaight-inle

#### Leases

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

#### Tax

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantially enacted at the balance sheet date.

Deferred tax is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset, or on unremitted earnings of subsidiaries and associates where there is no commitment to remit these earnings. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

#### Pension costs

Pension costs represent amounts paid to one of the group's pension schemes. Details of the schemes are given in the financial statements of MITIE Group PLC.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

# 1. ACCOUNTING POLICIES (continued)

# Intangible assets - goodwill

Goodwill arising on the acquisition of businesses representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired is capitalised and written off on a straight line basis over its useful economic life, which is 20 years. Provision is made for any impairment.

2.	OPERATING PROFIT	2005	2004
	Operating profit is stated after charging:	2003 - £	£
	Depreciation of tangible fixed assets - owned	65,984	112,276
	Amortisation of intangible fixed assets  Loss on disposal of tangible fixed assets	32,019 361	-
	Auditors' remuneration - audit services	10,000	4,000
	Operating lease rentals:	10,000	4,000
	- plant and machinery	9,425	4,697
	- other	94,410	75,800
	· —		
3.	INTEREST RECEIVABLE	2005 £	2004 £
	TD 1144	2.025	0.115
	Bank interest	2,825	2,117
·			
4.	INTEREST PAYABLE	2005	2004
.,	<del>*************************************</del>	£	£
	Bank loans and overdrafts	31,500	17,877
5.	TAX ON PROFIT ON ORDINARY ACTIVITIES		
	(a) Analysis of themselves are	2005	2004
	(a) Analysis of charge in year	£	£
	United Kingdom corporation tax at 30% (2004: 30%)	457,892	353,590
	Adjustment in respect of prior years	(120,655)	(6,858)
	regulation in respect of prior yours		
	Total current tax (note 5(b))	337,237	346,732
	Deferred taxation:		
	Timing differences origination and reversal	9,545	(17,041)
	Adjustment in respect of prior years	(2,475)	(124)
	Tax on profit on ordinary activities	344,307	329,567
		<del></del>	<u> </u>

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

# 5. TAX ON PROFIT ON ORDINARY ACTIVITIES (continued)

### (b) Factors affecting tax charge in year

The tax assessed for the year differs from that resulting from applying the standard rate of corporation tax in the UK of 30% (2004: 30%). The differences are as follows:

	2005 £	2004 £
Profit on ordinary activities before tax	1,539,353	1,088,883
	£	£
Tax at 30% thereon	461,806	326,665
Expenses not deductible for tax purposes Capital allowances (in excess of)/less than depreciation Adjustment in respect of prior years Other timing differences	5,631 (8,288) (120,655) (1,257)	9,884 16,984 (6,858) 57
Current tax charge for the year (note 5(a))	337,237	346,732

# (c) Factors affecting future tax charges

The company is not aware of any matters that will materially affect the future tax charge.

6.	DIVIDENDS	2005 £	2004 £
	Ordinary shares: Interim paid of £nil (2004: £2.26) per share	507.000	500,000
	Final proposed of £2.70 (2004: £1.36) per share	597,000 	300,000

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

7.	INTANGIBLE FIXED ASSETS	Goodwill 2005 £
	Cost	
	Transfer in	813,761
	At end of year	813,761
	Amortisation	
	Amortised in year	32,019
	At end of year	32,019
	Net book value	<del></del> -
	At end of year	781,742
	At end of year	781,742

# 8. TANGIBLE FIXED ASSETS

	Motor vehicles £	Computers and office equipment	Fixtures and fittings £	Total £
Cost				
At 1 April 2004	59,565	488,939	79,866	628,370
Additions	28,470	90,533	-	119,003
Disposals	-	(49,536)	-	(49,536)
Transfers in		75,790	14,362	90,152
At 31 March 2005	88,035	605,726	94,228	787,989
Depreciation				
At 1 April 2004	15,500	429,217	64,909	509,626
Charge for the year	15,970	44,856	5,158	65,984
Disposals	-	(49,175)	-	(49,175)
Transfers in	-	27,396	8,922	36,318
At 31 March 2005	31,470	452,294	78,989	562,753
Net book value	<del></del>			
At 31 March 2005	56,565	153,432	15,239	225,236
At 31 March 2004	44,065	59,722	14,957	118,744
	<del></del> _		<del></del>	·

# Capital commitments

At 31 March 2005 the directors had authorised capital expenditure of nil (2004: nil).

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

9.	DEBTORS	2005 £	2004 £
	Trade debtors	7,726,236	4,100,792
	Amounts owed by group undertakings	451,872	186,402
	Other debtors	9,473	9,047
	Prepayments and accrued income	162,800	303,286
	Deferred tax asset	16,737	23,807
		8,367,118	4,623,334

A deferred tax asset of £16,737 has been recognised at 31 March 2005 (2004: £23,807). This asset relates to negative accelerated capital allowances. The amount debited to the profit and loss account in the period was £7,070 (2004: £17,165 credited to the profit and loss account).

10.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2005 £	2004 £
	Bank overdraft	2,100,749	•
	Trade creditors	137,176	123,034
	Amounts due to group undertakings	67,081	7,543
	Corporation tax	232,353	353,591
	Other taxes and social security costs	3,062,184	1,853,176
	Other creditors	108,217	90,042
	Accruals and deferred income	1,378,482	1,220,838
÷	Proposed dividend	597,000	300,000
		7,683,242	3,948,224
11.	CALLED UP SHARE CAPITAL	2005 £	2004 £
		~	~
	Authorised 500,000 Ordinary shares of £1 each	500,000	500,000
		£	£
	Allotted and fully paid		
	220,832 Ordinary shares of £1 each	220,832	220,832
	•		

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

# 12. COMBINED RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS AND STATEMENT OF MOVEMENTS ON RESERVES

		Share capital £	Share premium account	Profit and loss account £	2005 Total £	2004 Total £
,	At 1 April 2004 Issue of ordinary share capital	220,832	188,393 -	683,583 -	1,092,808	933,477 200,015
	Profit for the financial year Dividends	-	-	1,195,046 (597,000)	1,195,046 (597,000)	759,316 (800,000)
	At 31 March 2005	220,832	188,393	1,281,629	1,690,854	1,092,808
13.	RECONCILIATION OF OPERATING PROFIT TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES			2005 ₤	2004 £	
	Operating profit Depreciation of tangible fixed ass Amortisation of intangible fixed a Loss on sale of fixed assets				1,568,028 65,984 32,019 361	1,104,643 112,276
	Increase in debtors Increase in creditors				(3,750,853) 1,458,503	(967,839) 338,553
٠	Net cash (outflow)/inflow from	operating activ	vities		(625,958)	587,633
14.	ANALYSIS OF CHANGES IN	NET FUNDS		At 1 April 2004 £	Cash flow £	At 31 March 2005
	Cash at bank and in hand			298,954	(2,399,703)	(2,100,749)
15.	RECONCILIATION OF NET O IN NET (DEBT)/FUNDS	CASH FLOW	TO MOVEM	ENT	2005 £	2004 £
	Decrease in cash in the year Net funds at beginning of year				(2,399,703) 298,954	(370,987) 669,941
	Net (debt)/funds at end of year				(2,100,749)	298,954

#### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

# 16. FINANCIAL COMMITMENTS

#### Operating leases

At 31 March 2005 the company had annual commitments under non-cancellable operating leases as follows:

	2005		2004	
	Land and buildings £	Other £	Land and buildings	Other £
Expiry date: - within one year - between two and five years	108,820 160,000	8,008 3,315	80,000	4,697
	268,820	11,323	80,000	4,697

### Commitments on behalf of group undertakings

The company is party with other group undertakings to cross guarantees of each other's bank overdrafts. As at 31 March 2005 the overall commitment was nil (2004: nil).

#### 17. DIRECTORS

The emoluments of directors of the company were:	2005 £	2004 £
Fees and other emoluments (including benefits-in-kind)	163,808	198,154
	£	£
Highest paid director (excluding pension contributions)	142,216	127,524
	No.	No.
The number of directors who were members of a defined benefit pension scheme	-	-
•	<del></del>	<del></del>

N R Goodman, I R Stewart and R McGregor-Smith are directors of MITIE Group PLC and their emoluments and pension details are disclosed in the group accounts.

Where the directors are remunerated by other group companies for their services to the group as a whole, it is not practicable to allocate their remuneration between their services as directors of MITIE Trident Security Limited and their services as directors of other group companies.

#### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

#### 18. EMPLOYEES

#### Number of employees

The average number of persons (including directors) employed by the company during the year was:

2005 No.	2004 No.
1,651	1,239
46	26
1,697	1,265
<del></del>	====
£	£
30,158,404	21,289,496
2,693,150	2,042,926
87,140	55,212
32,938,694	23,387,634
	1,651 46 1,697  £ 30,158,404 2,693,150 87,140

### 19. RELATED PARTY TRANSACTIONS

As a wholly owned subsidiary of MITIE Group PLC, MITIE Trident Security Limited (formerly Trident Safeguards Limited) has taken advantage of the exemption from the requirement to disclose related party transactions with MITIE Group PLC and companies within the group.

#### 20. PENSION ARRANGEMENTS

The company participates in the MITIE Group PLC Pension Scheme. This is a defined multi-employer scheme, the assets and liabilities of which are held independently from the group. The company is unable to identify its share of the underlying assets and liabilities of the scheme and accordingly accounts for the scheme as if it were a defined contribution scheme.

Contributions to the scheme for the period are shown in note 18 and the agreed contribution rate for the next 12 months is 10% (2004: 10%) and 7.5% (2004: 7.5%) for the group and employees respectively.

The next actuarial valuation which was due on 6 April 2005 is currently being prepared. The 2002 actuarial valuation, which was performed on 6 April 2002 by a professional qualified actuary, showed that the actuarial value of the assets represented 87% of the benefits that had accrued to members after allowing for expected future increases in earnings.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2005

# 21. PARENT UNDERTAKING AND CONTROLLING PARTY

The directors regard MITIE Group PLC, a company registered in Scotland, as the company's ultimate parent undertaking and controlling party. MITIE Group PLC is both the smallest and largest group for which group accounts are prepared. Copies of the group financial statements can be obtained from the Company Secretary at the registered office.