## **NEL Fund Management Group Limited**

Directors' report and consolidated financial statements Registered number 2238143 31 March 2009

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NEL Fund Management Group Limited Directors' report and consolidated financial statements 31 March 2009

### **Contents**

| Directors and advisors  | 1  |
|---|----|
| Directors' report   | 2  |
| Statement of directors' responsibilities in respect of the Directors' Report and the financial statements | 5  |
| Independent auditors' report to the members of NEL Fund Management Group Limited                          | 6  |
| Consolidated Profit and Loss account  | 8  |
| Consolidated Balance Sheet  | 9  |
| Company Balance Sheet   | 10 |
| Consolidated Cash Flow Statement  | 11 |
| Reconciliation of Movements in Shareholders' Funds  | 12 |
| Notes   | 13 |

#### Directors and advisors

Company registration number:

2238143

Registered office:

Ground Floor Victoria House Hampshire Court Newcastle Business Park Newcastle upon Tyne

NE4 7YJ

Directors:

SM I'Anson KS Charlton PJ Haigh BS Hensby AD Ross DC Stonehouse DA Whitmell

Secretary:

KS Charlton

Bankers:

Barclays Bank plc

Regional Large Corporate Banking Centre

PO Box 378 71 Grey Street Newcastle upon Tyne

**NE99 1JP** 

Solicitors:

Eversheds Solicitors Central Square South Orchard Street Newcastle upon Tyne

NE1 3XX

Auditors:

KPMG Audit Plc Quayside House 110 Quayside Newcastle upon Tyne

NEI 3DX

#### Directors' report

The directors present their directors' report and financial statements for the year ended 31 March 2009.

#### Principal Activities and Business Review

The principal activity of the company is that of acting as a holding company to a group company which is engaged in acting as an investment manager to eleven funds that provide risk capital to small and medium sized businesses in the North East of England, in order to promote and assist in the development of those businesses. When these investments are realised, the funds then distribute the realisation proceeds, thereby providing a return to their investors.

The group loss before tax was £21,614 (2008: loss of £57,290). The directors do not recommend the payment of a dividend (2008: £nil).

#### **Business Environment**

Whilst the group operates within a highly regulated environment, with the Financial Services and Market Act 2000 laying down stringent rules for investment management businesses, the number of investment managers, as measured by British Private Equity and Venture Capital Association full membership figures, continues to grow as does the amount of money invested in these sectors.

This growth is mainly around the management of large funds and targeting large transactions. However, the group primarily manages funds that target niche markets within the UK equity gap; as such, it is a manager of smaller funds targeting smaller transactions than the industry average. Whilst there is competition for the management of these funds, it is less intense than that for the management of larger funds.

#### Strategy

The group's strategy going forward is to increase the number and value of funds under management through the raising of additional funds primarily targeting the UK equity gap.

#### **Future Outlook**

The existing fund management contracts will continue to produce a significant amount of income that will underpin the group going forwards. In addition, the group is progressing well with its aim of securing further additional funds under management, with the apparent widening of the UK equity gap leading to larger funds under management.

#### Directors' report (continued)

#### Principal Risks and Uncertainties

The management of the business and execution of the group's strategy are subject to a number of risks; the key risks affecting the group are:

- Public Sector Support Many funds that operate within the UK equity gap do so because of an element of
  public sector support. Should public sector support not continue, then it may prove difficult raising successor
  funds, not least because institutional investors are increasingly seeking to invest sums that are incompatible
  with the relatively modest needs of UK equity gap funds. Similarly, a delay in renewal of public sector support
  would have an adverse impact.
- Recovery of Fund Raising Costs Significant start-up costs are incurred by am investment manager in pursuing
  an opportunity and raising a new fund. Normally such start-up costs are recovered by the investment manager
  from the fund. Therefore, until there is certainty that a proposed new fund can be raised investment managers
  face a risk that these start-up costs may be unrecoverable. The group mitigates this risk by undertaking initial
  market testing to ensure that significant fund raising costs are only incurred when there is a high probability that
  a fund can be raised.
- Employees Investment managers are very much "people businesses" and their performance depends largely
  on their employees. The resignation of key individuals and the inability to recruit people with the right
  experience and skills could adversely impact on results. The group mitigates this risk by paying competitive
  salaries and providing the opportunity for employees to progress within the organisation, aided by the funding
  of relevant training.

#### Key Performance Indicator ("KPI")

The main KPI that relates to the group is the number and value of funds under management and their longevity.

The group now has eleven funds under management, totalling £72 million.

Two of these funds are actively investing and the other nine are actively realising their investments. It is anticipated that three funds will be closed and investors paid their final distributions during the course of the coming year.

#### Directors

The directors who held office during the year were as follows:

SM I'Anson

KS Charlton

PJ Haigh

BS Hensby

AD Ross

(appointed 12 May 2008)

DC Stonehouse

CS Thompson

(appointed 16 May 2008, resigned 22 October 2008)

DA Whitmell

DK Wilson

(resigned 2 May 2008)

#### Directors' report (continued)

#### Political and charitable contributions

The group made no political or charitable contributions during the year.

#### Disclosure of information to auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware; and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

#### Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be reappointed and KPMG Audit Plc will therefore continue in office.

By order of the board

KS Charlton Secretary

Ground Floor Victoria House Hampshire Court Newcastle Business Park Newcastle upon Tyne NE4 7YJ

29 July 2009

## Statement of directors' responsibilities in respect of the Directors' Report and the financial statements

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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

The financial statements are required by law to give a true and fair view of the state of affairs of the company and group and of the profit or loss 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 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; 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 that disclose with reasonable accuracy at any time the financial position of the group and enable them to ensure that its financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the group and to prevent and detect fraud and other irregularities.



#### **KPMG** Audit Plc

Quayside House 110 Quayside Newcastle upon Tyne NE1 3DX United Kingdom

# Independent auditors' report to the members of NEL Fund Management Group Limited

We have audited the group and parent company financial statements (the "financial statements") of NEL Fund Management Group Limited for the year ended 31 March 2009 which comprise the Consolidated Profit and Loss Account, the Consolidated and Company Balance Sheets, the Consolidated Cash Flow Statement, the Reconciliation of Movement in Shareholders' Funds and the related notes. 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 auditor's 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

The directors' responsibilities for preparing the Directors' Report and the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 5.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

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 to you whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 other transactions is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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 judgments made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group'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.

# Independent auditors' report to the members of NEL Fund Management Group Limited (continued)

#### Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with UK Generally Accepted Accounting Practice, of the state of the group's and parent company's affairs as at 31 March 2009 and of the group's loss for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985;
   and
- the information given in the Directors' Report is consistent with the financial statements.

KRUG Ludit Re.

KPMG Audit Plc Chartered Accountants Registered Auditor 29 July 2009

## Consolidated Profit and Loss account for the year ended 31 March 2009

| for the year ended 31 March 2009   | Note     | 2009<br>£                    | 2008<br>£                     |
|--|----------|------------------------------|-------------------------------|
| Turnover<br>Administrative expenses  | 1,2      | 1,328,454<br>(1,347,755)     | 1,413,341<br>(1,488,524)      |
| Operating loss Other interest receivable and similar income Interest payable and similar charges | 6<br>7   | (19,301)<br>4,825<br>(7,138) | (75,183)<br>24,866<br>(6,973) |
| Loss on ordinary activities before taxation Tax on loss on ordinary activities                   | 3-5<br>8 | (21,614)<br>3,256            | (57,290)<br>12,742            |
| Loss for the financial year  | 17       | (18,358)                     | (44,548)                      |

The group has no recognised gains or losses (2008: nil) other than those included in the profit and loss account.

## Consolidated Balance Sheet at 31 March 2009

| ut 31 March 2009                               | Note  |           | 2009     |           | 2008     |
|--|-------|-----------|----------|-----------|----------|
|  | 7.010 | £         | £        | £         | £        |
| Fixed assets                                   |       |           |          |           |          |
| Intangible assets                              | 9     |           | -        |           | -        |
| Tangible assets                                | 10    |           | 97,061   |           | 171,174  |
| Investments                                    | 11    |           | 6,019    |           | 2,549    |
|  |       |           | 103,080  |           | 173,723  |
| Current assets                                 |       |           | •        |           | ŕ        |
| Debtors  | 12    | 268,878   |          | 205,191   |          |
| Cash at bank and in hand                       |       | 219,566   |          | 335,830   |          |
|  |       | 488,444   |          | 541,021   |          |
| Creditors: amounts falling due within one year | 13    | (263,560) |          | (338,544) |          |
| Net current assets                             |       |           | 224,884  |           | 202,477  |
|  |       |           |          |           |          |
| Total assets less current liabilities          |       | •         | 327,964  |           | 376,200  |
| Creditors: amounts falling due after more than |       |           |          |           |          |
| one year                                       | 14    |           | (15,723) |           | (45,601) |
| Net assets                                     |       |           | 312,241  |           | 330,599  |
| . The audicia                                  |       |           |          |           |          |
| Capital and reserves                           |       |           |          |           |          |
| Called up share capital                        | 16    |           | 600      |           | 600      |
| Own share reserve                              | 17    |           | (48,000) |           | (48,000) |
| Profit and loss account                        | 17    |           | 359,641  |           | 377,999  |
| Shareholders' funds                            |       |           | 312,241  |           | 330,599  |
|  |       |           |          |           |          |

These financial statements were approved by the board of directors on 29 July 2009 and were signed on its behalf by:

SM I'Anson

BS Hensby Director

## Company Balance Sheet at 31 March 2009

| at 31 March 2009                               | Note  |          | 2009       |          | 2008   |
|--|-------|----------|------------|----------|--------|
|  | 71016 | £        | £          | £        | £      |
| Fixed assets                                   |       |          |            |          |        |
| Investments                                    | 11    |          | 7,867      |          | 7,867  |
| Current assets                                 |       |          |            |          |        |
| Debtors  | 12    | 12,012   |            | 24,912   |        |
| Cash at bank and in hand                       |       | 7,362    |            | 29,997   |        |
|  |       | 19,374   |            | 54,909   |        |
| Creditors: amounts falling due within one year | 13    | (25,641) |            | (10,562) |        |
|  |       |          | (6.065)    |          | 44 347 |
| Net current (liabilities)/assets               |       |          | (6,267)    |          | 44,347 |
| Total assets less current liabilities          |       |          | 1,600      |          | 52,214 |
| Net assets                                     |       |          | 1,600      |          | 52,214 |
| 1101 035013                                    |       |          |            |          |        |
|  |       |          |            |          |        |
| Capital and reserves                           | .,    |          | <b>COO</b> |          | 600    |
| Called up share capital                        | 16    |          | 600        |          |        |
| Profit and loss account                        | 17    |          | 1,000      |          | 51,614 |
| Shareholders' funds                            |       |          | 1,600      |          | 52,214 |
|  |       |          |            |          |        |

These financial statements were approved by the board of directors on 29 July 2009 and were signed on its behalf by:

SM l'Anson

BS Hensby Director

# Consolidated Cash Flow Statement for the year ended 31 March 2009

| for the year ended 31 March 2009                                | Note | 2009                 | 2008      |
|---|------|----------------------|-----------|
|   |      | £                    | £         |
| Cash flow statement   |      |                      |           |
| Cash flow from operating activities                             | 21   | (96,777)             | (83,835)  |
| Returns on investments and servicing of finance                 | 22   | (2,312)              | 17,893    |
| Taxation  |      | 10,612               | (111,367) |
| Capital expenditure and financial investment                    | 22   | 35,954               | (30,776)  |
| Cash outflow before financing                                   |      | (53.533)             | (200 005) |
| Cash outflow before financing Financing                         | 22   | (52,523)<br>(63,741) | (208,085) |
| rinanting   | 22   | (03,741)             | (78,983)  |
| Decrease in cash in the period                                  |      | (116,264)            | (287,068) |
|   |      |                      |           |
| Reconciliation of net cash flow to                              |      |                      |           |
| movement in net funds   | 22   |                      |           |
| Decrease in cash in the period                                  |      | (116,264)            | (287,068) |
| Cash flow from increase in debt and leases                      |      | 63,740               | 78,983    |
|   |      |                      | (222.222) |
| Change in net debt resulting from cash flows New finance leases |      | (52,524)             | (208,085) |
| New Infance leases  |      | (25,288)             | (100,687) |
| Movement in net funds   |      | (74,812)             | (308,772) |
| Net funds at the start of the period                            | 23   | 248,195              | 556,967   |
| Net funds at the end of the period                              | 23   | 170 202              | 240 105   |
| Net rands at the end of the period                              | 2,5  | 170,383              | 248,195   |
|   |      |                      |           |

# Reconciliation of Movements in Shareholders' Funds for the year ended 31 March 2009

|                             | Group    |          | Company  |        |
|-----------------------------|----------|----------|----------|--------|
|                             | 2009     | 2008     | 2009     | 2008   |
|                             | £        | £        | £        | £      |
| Loss for the financial year | (18,358) | (44,548) | (50,614) | 31,617 |
| Opening shareholders' funds | 330,599  | 375,147  | 52,214   | 20,597 |
|                             |          |          |          |        |
| Closing shareholders' funds | 312,241  | 330,599  | 1,600    | 52,214 |
|                             |          |          |          |        |

#### **Notes**

(forming part of the financial statements)

#### 1 Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the financial statements.

#### Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards and under the historical cost accounting rules.

#### Basis of consolidation

The consolidated financial statements include the financial statements of the company and its subsidiary undertakings made up to 31 March 2009. The acquisition method of accounting has been adopted. Under this method, the results of subsidiary undertakings acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.

Under Section 230(4) of the Companies Act 1985 the company is exempt from the requirement to present its own profit and loss account.

#### Tangible fixed assets and depreciation

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

Office equipment

25% reducing balance

Motor vehicles

25% reducing balance

#### Leases

Assets acquired under finance leases are capitalised and the outstanding future lease obligations are shown in creditors. Operating lease rentals are charged to the profit and loss account on a straight line basis over the period of the lease.

#### Post-retirement benefits

The group operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the group in an independently administered fund. The amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period.

#### Grants

Capital based grants are included within accruals and deferred income in the balance sheet and credited to the profit and loss account over the estimated useful economic lives of the assets to which they relate.

Revenue grants are recognised in the profit and loss account when the conditions for their receipt have been fulfilled.

#### Grants, contributions and accumulated surplus

The company has raised investment funds for small and medium sized enterprises in the Objective 2 area of the North East. A separate company has been contracted to invest and manage those funds.

The company has received a £2 million European Regional Development Fund grant to enable it to provide unsecured loans to small and medium sized businesses based in the North East of England in circumstances where normal commercial finance is unavailable.

The European Regional Development Fund grant has been provided to underwrite the high risk nature of the lending and is released to the income and expenditure account in line with the level of funds invested in small and medium sized enterprises. Any surplus arising over the life of the fund can only ultimately be used for further investment in the North East by North East Regional Investment Fund successor funds.

#### 1 Accounting policies (continued)

#### Investment income

Investment income is recognised as received.

#### Fixed Asset Investment

Fixed Asset Investments in the form of unsecured loans and redeemable preference shares are made in small and medium sized enterprises which are high risk.

Provisions against investments are charged to the profit and loss account in line with the expected risk of loss to the fund.

The provisions against investments will be increased if the provision basis shown above does not reflect an adequate provision in the financial statements. The increase in the provision will only be made if specific investments are seen as not being fully recoverable.

Investments are stated at cost less provision for impairment.

#### Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes.

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which have arisen but not reversed by the balance sheet date, except as otherwise required by FRS19.

#### Classification of financial instruments issued by the Group

Financial instruments issued by the Group are treated as equity (i.e. forming part of shareholders' funds) only to the extent that they meet the following two conditions:

- a) they include no contractual obligations upon the Company (or Group as the case may be) to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the Company (or Group); and
- b) where the instrument will or may be settled in the Company's own equity instruments, it is either a non-derivative that includes no obligation to deliver a variable number of the Company's own equity instruments or is a derivative that will be settled by the Company's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments.

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability. Where the instrument so classified takes the legal form of the Company's own shares, the amounts presented in these financial statements for called up share capital and share premium account exclude amounts in relation to those shares.

Finance payments associated with financial liabilities are dealt with as part of interest payable and similar charges. Finance payments associated with financial instruments that are classified as part of shareholders' funds (see dividends policy), are dealt with as appropriations in the reconciliation of movements in shareholders' funds.

#### Turnover

Turnover comprises management fees, monitoring fees, arrangement fees and grants receivable during the year.

#### Cash and liquid resources

Cash, for the purpose of the cash flow statement, comprises cash in hand and deposits repayable on demand, less overdrafts payable on demand.

Liquid resources are current asset investments which are disposable without curtailing or disrupting the business and are either readily convertible into known amounts of cash at or close to their carrying values or traded in an active market. Liquid resources comprise term deposits of less than one year (other than cash), government securities and investments in money market managed funds.

#### 1 Accounting policies (continued)

#### Own shares held by ESOP trust

Transactions of the Company-sponsored ESOP trust are treated as being those of the Company and are therefore reflected in the parent company and group financial statements. In particular, the trust's purchases of shares in the Company are debited directly to equity.

#### Dividends on shares presented within shareholders' funds

Dividends unpaid at the balance sheet date are only recognised as a liability at that date to the extent that they are appropriately authorised and are no longer at the discretion of the Company. Unpaid dividends that do not meet these criteria are disclosed in the notes to the financial statements.

#### 2 Analysis of turnover

All turnover is attributable to the group's main activity and arises solely in the United Kingdom.

| Loss on ordinary activities before taxation is stated after charging/(crediting)   Depreciation and other amounts written off tangible fixed assets:   Owned   | 3 Notes 6        | to the profit and loss account                                  | 2009        | 2008     |
|--|------------------|---|-------------|----------|
| Depreciation and other amounts written off tangible fixed assets:   Owned  |                  |   | £           | £        |
| Owned   Leased   21,963   20,334   Leased   27,100   27,357   17,100   27,357   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   31,055   14,707   14 | Loss on ordinary | activities before taxation is stated after charging/(crediting) |             |          |
| Leased   27,100   27,357   | Depreciation and | other amounts written off tangible fixed assets:                |             |          |
| Hire of land and buildings - rentals payable under operating leases   35,000   26,000  | Owned            | <u>-</u>  | 21,963      | 20,334   |
| Hire of other assets - rentals payable under operating leases   14,707   31,055   (50,000)   | Leased           |   | 27,100      |          |
| Auditors' remuneration:  |                  |   | ,           | •        |
| Auditors' remuneration:  Group - audit 12,980 9,650 - other services relating to taxation 4,612 3,902 - other services 2,173 2,100 Company - audit 1,597 1,550 - other services relating to taxation 1,035 1,000  4 Remuneration of directors  2009 2008 f f f  Directors' emoluments 268,864 323,075 Company contributions to money purchase pension schemes 40,810 60,023 Compensation for loss of office - 34,858 Amounts paid to third parties in respect of directors' services   |                  | ets - rentals payable under operating leases                    | 14,707      | ,        |
| Group         - audit         12,980         9,650           - other services relating to taxation         4,612         3,902           - other services         2,173         2,100           Company         - audit         1,597         1,550           - other services relating to taxation         1,035         1,000           4         Remuneration of directors         2009         2008           f         f         f           Directors' emoluments         268,864         323,075           Company contributions to money purchase pension schemes         40,810         60,023           Compensation for loss of office         -         34,858           Amounts paid to third parties in respect of directors' services         20,000         20,000   | Revenue grants   |   | -           | (50,000) |
| Group         - audit         12,980         9,650           - other services relating to taxation         4,612         3,902           - other services         2,173         2,100           Company         - audit         1,597         1,550           - other services relating to taxation         1,035         1,000           4         Remuneration of directors         2009         2008           f         f         f           Directors' emoluments         268,864         323,075           Company contributions to money purchase pension schemes         40,810         60,023           Compensation for loss of office         -         34,858           Amounts paid to third parties in respect of directors' services         20,000         20,000   |                  |   |             |          |
| Group         - audit         12,980         9,650           - other services relating to taxation         4,612         3,902           - other services         2,173         2,100           Company         - audit         1,597         1,550           - other services relating to taxation         1,035         1,000           4         Remuneration of directors         2009         2008           f         f         f           Directors' emoluments         268,864         323,075           Company contributions to money purchase pension schemes         40,810         60,023           Compensation for loss of office         -         34,858           Amounts paid to third parties in respect of directors' services         20,000         20,000   |                  |   | 2000        | 2008     |
| Group  | Auditors' remun  | eration:  |             |          |
| - other services relating to taxation - other services - other services - other services - other services - audit - other services - audit - other services - other services - other services relating to taxation - other services relating to taxation - other services relating to taxation - 1,557 - other services relating to taxation - 1,035 - 1,000  - 2008 - £ - £ - £ - Directors' emoluments - Company contributions to money purchase pension schemes - Company contributions to money purchase pension schemes - 34,858 - Amounts paid to third parties in respect of directors' services - 20,000 - 20,000  |                  |   | <del></del> | _        |
| - other services relating to taxation - other services - other services - other services - other services - audit - other services - audit - other services - other services - other services relating to taxation - other services relating to taxation - other services relating to taxation - 1,557 - other services relating to taxation - 1,035 - 1,000  - 2008 - £ - £ - £ - Directors' emoluments - Company contributions to money purchase pension schemes - Company contributions to money purchase pension schemes - 34,858 - Amounts paid to third parties in respect of directors' services - 20,000 - 20,000  | Group            | - audit   | 12,980      | 9,650    |
| Company  |                  | - other services relating to taxation                           |             | 3,902    |
| - other services relating to taxation  1,035 1,000  Remuneration of directors  2009 £ £ £  Directors' emoluments Company contributions to money purchase pension schemes Company contributions to money purchase pension schemes Compensation for loss of office Amounts paid to third parties in respect of directors' services  1,000 2008 2008 2008 2008 2009 2008 20000 20,000   |                  |   | 2,173       | 2,100    |
| 4 Remuneration of directors  2009 2008 £ £  Directors' emoluments  Company contributions to money purchase pension schemes  Compensation for loss of office  Amounts paid to third parties in respect of directors' services  2009 2008 £  40,864 323,075 60,023 60,023 60,023 60,000 60,023   | Company          | - audit   | 1,597       | 1,550    |
| Directors' emoluments  Company contributions to money purchase pension schemes  Compensation for loss of office  Amounts paid to third parties in respect of directors' services  2009 2008 £  40,810 60,023 60,023 20,000 20,000  |                  | - other services relating to taxation                           | 1,035       | 1,000    |
| Directors' emoluments  Company contributions to money purchase pension schemes  Compensation for loss of office  Amounts paid to third parties in respect of directors' services  2009 2008 £  40,810 60,023 60,023 20,000 20,000  |                  |   |             |          |
| Directors' emoluments  Company contributions to money purchase pension schemes  Compensation for loss of office  Amounts paid to third parties in respect of directors' services  2009 2008 £  40,810 60,023 60,023 20,000 20,000  | A Damui          | paration of directors   |             |          |
| Directors' emoluments  Company contributions to money purchase pension schemes  Compensation for loss of office  Amounts paid to third parties in respect of directors' services  268,864  323,075  60,023  60,023  20,000  20,000   | 4 Remui          | ici ation of directors  | 2000        | 2008     |
| Company contributions to money purchase pension schemes 40,810 60,023 Compensation for loss of office - 34,858 Amounts paid to third parties in respect of directors' services 20,000 20,000   |                  |   |             |          |
| Compensation for loss of office - 34,858 Amounts paid to third parties in respect of directors' services 20,000 20,000   | Directors' emolu | ments   | 268,864     | 323,075  |
| Compensation for loss of office - 34,858 Amounts paid to third parties in respect of directors' services 20,000  | Company contril  | outions to money purchase pension schemes                       | 40,810      | 60,023   |
| Amounts paid to third parties in respect of directors' services 20,000 20,000  |                  |   | -           | 34,858   |
| <b>329,680</b> 437,956   |                  |   | 20,000      | 20,000   |
|  |                  |   | 329,680     | 437,956  |

Retirement benefits are accruing to two (2008: four) directors under money purchase schemes.

Directors' fees are paid by the subsidiary NEL Fund Managers Limited.

#### 5 Staff numbers and costs

The average number of persons employed by the group (including directors) during the year, analysed by category, was as follows:

| was as follows.  | Numbe<br>2009      | er of employees<br>2008 |
|--|--------------------|-------------------------|
| Fund and portfolio management Administration                                     | 12<br>6            | 15<br>7                 |
|  |                    | <del></del>             |
|  |                    |                         |
| The aggregate payroll costs of these persons were as follows:                    |                    |                         |
|  | 2009<br>£          | 2008<br>£               |
| Wages and salaries Subsidiary's directors' fees                                  | 776,906<br>20,000  | 881,628<br>20,000       |
| Social security costs  | 89,560             | 101,825                 |
| Other pension costs (note 20)  | 73,094             | 111,681                 |
| Cities pension costs (note 20)   |                    |                         |
|  | 959,560            | 1,115,134               |
| 6 Other interest receivable and similar income  Bank interest                    | 2009<br>£<br>4,825 | 2008<br>£<br>24,866     |
| 7 Interest payable and similar charges   | 2009               | 2008                    |
|  | £                  | £                       |
| Finance charges payable in respect of finance leases and hire purchase contracts | 7,138              | 6,973                   |
|  |                    |                         |

#### 8 Taxation

| Analysis of charge in period            |             |         |          |          |
|---|-------------|---------|----------|----------|
|   |             | 2009    |          | 2008     |
|   | £           | £       | £        | £        |
| UK corporation tax                      |             |         |          |          |
| Current tax on income for the period    | 999         |         | 8,442    |          |
| Adjustments in respect of prior periods | -           |         | (19,201) |          |
| ••••••••••••••••••••••••••••••••••••••  | <del></del> |         |          |          |
| Total current tax                       |             | 999     |          | (10,759) |
| Deferred tax                            |             |         |          |          |
| Origination of timing differences       | (4,255)     |         | (1,983)  |          |
|   |             |         |          |          |
|   |             | (4,255) |          | (1,983)  |
|   |             |         |          |          |
| Tax on loss on ordinary activities      |             | (3,256) |          | (12,742) |
|   |             |         |          |          |

Factors affecting the tax charge for the current period

The current tax charge for the year is higher (2008: lower) than the standard rate of corporation tax in the UK 21% (2008: 20%). The differences are explained below.

| •   | 2009<br>£ | 2008<br>£ |
|---|-----------|-----------|
| Current tax reconciliation  |           |           |
| Loss on ordinary activities before tax                              | (21,614)  | (57,290)  |
| Current tax at 21% (2008: 20%)                                      | (4,539)   | (11,458)  |
| Effects of:   |           |           |
| Expenses not deductible for tax purposes                            | 5,599     | 16,677    |
| Capital allowances for period in excess/(less than) of depreciation | 2,665     | 2,837     |
| Other short term timing differences                                 | (2,726)   | 386       |
| Adjustments to tax charge in respect of previous periods            | -         | (19,201)  |
| Utilisation of tax losses   | •         | -         |
|   |           |           |
| Total current tax charge (see above)                                | 999       | (10,759)  |
|   |           |           |

At 31 March 2008

| 9 Intangible fixed assets |             |                      |         |
|---------------------------|-------------|----------------------|---------|
| Crown                     | Goodwill    | Negative<br>Goodwill | Total   |
| Group                     | £           | £                    | £       |
| Cost                      |             |                      |         |
| At beginning of year      |             |                      | -       |
| Additions                 | 2,801       | (4,956)              | (2,155) |
| At end of year            | 2,801       | (4,956)              | (2,155) |
| Amortisation              |             | <del></del>          |         |
| At beginning of year      | -           | -                    | -       |
| Charged in year           | (2,801)     | -                    | (2,801) |
| Credited in year          |             | 4,956                | 4,956   |
| At end of year            | (2,801)     | 4,956                | 2,155   |
| Net book value            | <del></del> |                      |         |
| At 31 March 2009          | •           | -                    | -       |
|                           |             |                      |         |

On 27 January 2009 NEL Fund Managers Limited acquired North East Regional Investment Fund Limited ('NERIF') and North East Regional Investment Fund Two Limited ('NERIF2'), both limited by guarantee. The carrying value of the identifiable assets and liabilities of the entities at the date of acquisition was also the fair value to the group.

The fair value of the identifiable assets and liabilities of the entities at the date of acquisition were:

|                                   | Carrying value and fair value to group |         |         |  |
|-----------------------------------|--|---------|---------|--|
| Group                             | NERIF                                  | NERIF2  | Total   |  |
|                                   | £                                      | £       | £       |  |
| Net assets/(liabilities) acquired | 4,957                                  | (2,800) | 2,157   |  |
| Goodwill arising on acquisition   | (4,956)                                | 2,801   | (2,155) |  |
| Consideration                     | 1                                      | 1       | 2       |  |

The consideration was satisfied solely by cash.

The acquisition has been accounted for by the acquisition method of accounting.

Positive goodwill has been amortised in the period of acquisition being the directors' assessment of its useful economic life. Similarly, negative goodwill has been released to the profit and loss representing the period over which the non monetary assets have been recovered.

| 10 Tangible fixed assets |               |             |          |             |
|--------------------------|---------------|-------------|----------|-------------|
| -                        | Leasehold     | Office      | Motor    |             |
| Group                    | improvements  | equipment   | vehicles | Total       |
|                          | £             | £           | £        | £           |
| Cost                     |               |             |          |             |
| At 31 March 2008         | 56,106        | 116,935     | 159,818  | 332,859     |
| Additions                | -             | 1,805       | 25,288   | 27,093      |
| Disposals                | (43,568)      | -           | (73,646) | (117,214)   |
| Transfers                | (12,538)      | 12,538      | -        | =           |
|                          |               |             |          |             |
| At 31 March 2009         | •             | 131,278     | 111,460  | 242,738     |
| Depreciation             | <del> ·</del> |             |          | <del></del> |
| At I April 2008          | 45,468        | 85,188      | 31,029   | 161,685     |
| Charge for year          | 10,638        | 8,210       | 30,215   | 49,063      |
| Disposals                | (43,568)      | -           | (21,503) | (65,071)    |
| Transfers                | (12,538)      | 12,538      | -        | •           |
|                          |               |             |          | <del></del> |
| At 31 March 2009         | -             | 105,936     | 39,741   | 145,677     |
| Net book value           |               | <del></del> |          |             |
| At 31 March 2009         | -             | 25,342      | 71,719   | 97,061      |
|                          |               |             |          |             |
| At 31 March 2008         | 10,638        | 31,747      | 128,789  | 171,174     |
|                          |               |             |          |             |

Included in the total net book value of motor vehicles is £71,719 (2008: £103,867) in respect of assets held under finance leases. Depreciation for the year on these assets was £27,100 (2008: £26,142).

Included in the total net book value of office equipment is £nil (2008: £3,646) in respect of assets held under finance leases. Depreciation for the year on these assets was £nil (2008: £1,215).

#### 11 Fixed asset investments

|                  | Redeemable<br>preference | Di      | Other participating |         |  |
|------------------|--------------------------|---------|---------------------|---------|--|
| Group            | shares                   | Loans   | interests           | Total   |  |
| •                | £                        | £       | £                   | £       |  |
| Cost             |                          |         |                     |         |  |
| At 31 March 2008 | -                        | -       | 2,549               | 2,549   |  |
| Additions        | 73,449                   | 151,559 | -                   | 225,008 |  |
| Repayments       | (4,138)                  | •       | -                   | (4,138) |  |
| • •              |                          |         |                     |         |  |
| At 31 March 2009 | 69,311                   | 151,559 | 2,549               | 223,419 |  |
|                  |                          |         |                     |         |  |
| Provisions       |                          |         |                     |         |  |
| At 31 March 2008 | -                        | -       | -                   | -       |  |
| Additions        | 64,698                   | 151,559 | -                   | 216,257 |  |
| Charge           | 1,143                    | -       | -                   | 1,143   |  |
|                  |                          |         |                     |         |  |
| At 31 March 2009 | 65,841                   | 151,559 | -                   | 217,400 |  |
|                  | <del></del>              |         |                     |         |  |
| Net book value   |                          |         |                     |         |  |
| At 31 March 2008 | -                        | -       | 2,549               | 2,549   |  |
|                  |                          |         |                     |         |  |
| At 31 March 2009 | 3,470                    | •       | 2,549               | 6,019   |  |
|                  |                          |         |                     |         |  |

None of the above investments are listed.

#### 11 Fixed asset investments (continued)

| Company  | Shares in<br>group<br>undertakings | Participating<br>interests<br>£ | Total<br>£ |
|--|------------------------------------|---------------------------------|------------|
| Cost At 31 March 2008 and 31 March 2009              | 7,501                              | 366                             | 7,867      |
| Net book value<br>At 31 March 2008 and 31 March 2009 | 7,501                              | 366                             | 7,867      |

The undertakings in which the Group's interest at the year end is more than 20% are as follows:

| Subsidiary undertakings                                 | Country of incorporation | Principal<br>activity   | Percen<br>ordinary s<br>Group | itage of<br>hares held<br>Company |
|---|--------------------------|---|-------------------------------|-----------------------------------|
| NEL Fund Managers Limited                               | England and Wales        | Fund Manager  | 100%                          | 100%                              |
| * Northern Enterprise (LP) Limited                      | England and Wales        | Limited partner to The<br>First and Second<br>HSBC Enterprise<br>Funds for the North<br>East, The North East<br>Seed Capital Fund and<br>Capital North East | 100%                          | -                                 |
| * Team General Partner Limited                          | England and Wales        | General partner to The<br>First HSBC Enterprise<br>Fund for the North<br>East   | Limited by                    | y guarantee                       |
| * Northern Enterprise (General Partner)<br>Limited      | England and Wales        | General partner to The<br>Second HSBC<br>Enterprise Fund for the<br>North East  | 100%                          | -                                 |
| * NES General Partner Limited                           | England and Wales        | General partner to The<br>North East Seed<br>Capital Fund   | 100%                          | -                                 |
| * CNE General Partner Limited                           | England and Wales        | General partner to<br>Capital North East  | 100%                          | -                                 |
| * Seed Capital General Partner Limited                  | England and Wales        | General partner to The<br>NEL Growth Fund   | 100%                          | -                                 |
| * Northern Enterprise Employee Benefit<br>Trust Limited | England and Wales        | Trustee of the Northern<br>Enterprise Employee<br>Benefit Trust   | 100%                          | -                                 |
| * Northern Enterprise Limited                           | England and Wales        | Dormant   | 100%                          | -                                 |
| * North East Regional Investment Fund Limited           | England and Wales        | Investment fund   | Limited b                     | y guarantee                       |
| * North East Regional Investment Fund Tw<br>Limited     | oEngland and Wales       | Investment fund   | Limited b                     | y guarantee                       |

<sup>\*</sup> Identifies an indirect shareholding

| 11       | Fixed asset investments (cont | inued)                                  |                          |                |               |
|----------|-------------------------------|---|--------------------------|----------------|---------------|
|          | ,                             | Country of                              | Principal                | Per            | centage of    |
|          |                               | incorporation                           | activity                 |                | y shares held |
|          |                               |   |                          | Group          | Company       |
| Particip | pating interests              |   |                          |                |               |
|          | st HSBC Enterprise Fund for   | England and Wales                       | Provider of risk capital | 15%            | -             |
| the No   | orth East                     |   |                          |                |               |
| The Sec  | ond HSBC Enterprise Fund for  | England and Wales                       | Provider of risk capital | 15%            | -             |
|          | orth East                     | _                                       | •                        |                |               |
| The No   | eth Fact Seed Canital Fund    | England and Wales                       | Drouider of risk conital | 26 429/        | 11 420/       |
| THE INO  | rth East Seed Capital Fund    | Eligiand and wates                      | Provider of risk capital | 26.42%         | 11.42%        |
| Capital  | North East                    | England and Wales                       | Provider of risk capital | 20%            | -             |
| The NE   | I. Consult Bornd              | F 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | B 11 C11 1.1             | <b>50.00</b> / |               |
| ine NE   | L Growth Fund                 | England and Wales                       | Provider of risk capital | 20.9%          | -             |
|          |                               |   |                          |                |               |
| 12       | Debtors                       |   |                          |                |               |
| 12       | Debiors                       |   |                          |                |               |
|          |                               | 2000                                    | Group                    | Com            |               |
|          |                               | 2009<br>£                               | 2008<br>£                | 2009<br>£      | 2008<br>£     |
|          |                               | *                                       | *                        | *              | ~             |
| Loan d   |                               | 12,012                                  | 24,912                   | 12,012         | 24,912        |
|          | ceivable                      | 92,571                                  | 12,148                   | -              | -             |
| Other o  |                               | 56,248                                  | 35,268                   | •              | -             |
|          | ments and accrued income      | 103,792                                 | 122,251                  | -              | -             |
| Taxatio  | ed tax asset (see note 15)    | 4 255                                   | 10,612                   | •              | -             |
| Detelle  | ed tax asset (see note 13)    | 4,255                                   | <del>-</del>             | -              | -             |
|          |                               | 268,878                                 | 205,191                  | 12.012         | 24.012        |
|          |                               | 208,878                                 | 205,191                  | 12,012         | 24,912        |
|          |                               | ·                                       |                          | <del></del>    |               |
|          |                               |   |                          |                |               |
| 10       | C-314                         | *.* *                                   |                          |                |               |
| 13       | Creditors: amounts falling du | ie within one year                      |                          |                |               |
|          |                               |   | Group                    | Com            |               |
|          |                               | 2009                                    | 2008                     | 2009           | 2008          |
|          |                               | £                                       | £                        | £              | £             |
| Trade o  | creditors                     | 34,265                                  | 35,355                   | -              | -             |
| Obligat  | tions under finance leases    | 33,460                                  | 42,034                   | •              | -             |
|          | on and social security        | 53,583                                  | 58,339                   | -              | 8,012         |
|          | reditors                      | 10                                      | 10                       | -              | -             |
|          | ls and deferred income        | 142,242                                 | 202,806                  | 2,632          | 2,550         |
| Amoun    | its due to group undertaking  | -                                       | -                        | 23,009         | -             |
|          |                               |   |                          | <del></del>    |               |
|          |                               | 263,560                                 | 338,544                  | 25,641         | 10,562        |

| 14 Creditors: amounts falling due after more than one year                                  |                    |                           |
|---|--------------------|---------------------------|
|   | 2009<br>£          | 2008<br>£                 |
| Group   | •                  |                           |
| Obligations under finance leases and hire purchase contracts                                | 15,723             | 45,601                    |
| The maturity of obligations under finance leases and hire purchase contracts is as follows: | 2009<br>£          | 2008<br>£                 |
| Within one year In the second to fifth years  | 36,441<br>16,549   | 47,854<br>47,909          |
| Less: future finance charges  | 52,990<br>(3,807)  | 95,763<br>(8,128)         |
|   | 49,183             | 87,635                    |
| 15 Provision for liabilities  |                    |                           |
| Group   |                    | Deferred<br>taxation<br>£ |
| At beginning of year Credit to the profit and loss account for the year                     |                    | (4,255)                   |
| At end of year  |                    | (4,255)                   |
| The elements of deferred taxation are as follows:   | 2009<br>£          | 2008<br>£                 |
| Difference between accumulated depreciation and capital allowances Other timing differences | (3,035)<br>(1,220) | · · ·                     |
|   | (4,255)            | <u>-</u>                  |
| 16 Called up share capital  |                    |                           |
|   | 2009<br>£          | 2008<br>£                 |
| Authorised 1,000 Ordinary shares of £1 each   | 1,000              | 1,000                     |
| Allotted, called up and fully paid 600 Ordinary shares of £1 each                           | 600                | 600                       |

#### 17 Reserves

|  | Own shares held<br>by employee<br>benefit trust<br>£ | Group<br>profit<br>and loss<br>account<br>£ | Company<br>profit<br>and loss<br>account<br>£ |  |
|--|--|---|---|--|
| At 31 March 2008<br>Retained loss for the year | (48,000)   | 377,999<br>(18,358)                         | 51,614<br>(50,614)                            |  |
| ·  |  |   |   |  |
| At 31 March 2009                               | (48,000)   | 359,641                                     | 1,000   |  |

At the balance sheet date 180 ordinary shares of £1 each were held by Northern Enterprise Employee Benefit Trust. The arrangements for distributing shares to employees by the trust are at the discretion of the trustees. It is not practicable to quantify the market value of the shares held. None of the shares are either under option to employees or have been unconditionally gifted to them.

The Company's loss for the financial year was £50,614 (2008: profit £39,629).

#### 18 Commitments

Annual commitments under non-cancellable operating leases are as follows:

|  | 2009                       |            |                    | 2008       |  |
|--|----------------------------|------------|--------------------|------------|--|
|  | Land and<br>buildings<br>£ | Other<br>£ | Land and buildings | Other<br>£ |  |
| Group  |                            |            |                    |            |  |
| Operating leases which expire: Within one year | 30,000                     | 8,070      |                    | 738        |  |
| In the second the fifth years inclusive        | 30,000                     | 6,070<br>- | 26,000             | 9,825      |  |
| Post five years                                | -                          | 3,933      | -                  | •          |  |
|  |                            |            |                    |            |  |
|  | 30,000                     | 12,003     | 26,000             | 10,563     |  |
|  |                            |            |                    |            |  |

#### 19 Contingent liabilities

During the year ended 31 March 2009, the NEL Growth Fund ("NELGF"), a fund managed by NEL Fund Managers Limited, was subject to a thematic audit by the Directorate General for Regional Policy ("DG Regio") for the purposes of assessing the management and control systems for NELGF at the level of the final beneficiaries and the delegated Managing Authority, Government Office for the North East. The DG Regio's draft findings indicate that NELGF may not be State Aid compliant and that the procurement process may not have been fully complied with. These draft findings are being challenged and the Directors are in the process of taking formal advice from appropriate advisers, and at this stage do not believe there is a significant risk of financial loss as a result of this matter.

#### 20 Pension scheme

The group operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable by group companies to the scheme and amounted to £73,094 (2008: £111,681).

Contributions amounting to £5,811 (2008: £27,663) were payable to the scheme and are included in creditors.

#### 21 Reconciliation of operating (loss)/profit to operating cash flows

|  |                      |             | 2009<br>£     | 2008<br>£         |
|--|----------------------|-------------|---------------|-------------------|
|  |                      |             | -             |                   |
| Operating loss                                       |                      |             | (19,301)      | (75,183)          |
| Depreciation and amortisation                        |                      |             | 51,218        | 47,691            |
| Increase in debtors                                  |                      |             | (70,044)      | (72,084)          |
| (Decrease)/increase in creditors and deferred income |                      |             | (73,032)      | 15,741            |
| Loss on sale of fixed assets                         |                      |             | 14,382        | -                 |
| Net cash outflow from operating activities           |                      |             | (96,777)      | (83,835)          |
|  |                      |             |               |                   |
| 22 Analysis of cash flows                            |                      | 2000        |               | 2000              |
|  | £                    | 2009<br>£   | £             | 2008<br>£         |
|  | I.                   | ı           | L             | I                 |
| Returns on investment and servicing of finance       |                      |             |               |                   |
| Interest received                                    | 4,825                |             | 24,866        |                   |
| Interest element of finance lease repayments         | (7,137)              |             | (6,973)       |                   |
| . ,  |                      |             |               |                   |
|  |                      | (2,312)     |               | 17,893            |
|  |                      |             |               |                   |
| Capital expenditure and financial investment         |                      |             |               |                   |
| Purchase of tangible fixed assets                    | (1,805)              |             | (30,772)      |                   |
| Sale of tangible fixed assets                        | 37,761               |             | (30,772)      |                   |
| Investment acquisition                               |                      |             | (4)           |                   |
| investment acquisition                               | (2)                  |             | (4)           |                   |
|  |                      | 25.054      |               | (20.37()          |
|  |                      | 35,954      |               | (30,776)          |
|  |                      |             |               |                   |
| Financing  |                      |             |               | /=a ===:          |
| Capital element of finance lease repayments          |                      | (63,741)    |               | (78,983)          |
|  |                      | <del></del> |               |                   |
| 23 Analysis of net funds                             |                      |             |               |                   |
| ·  | A t boginning        | Cash flow   | Non cash flow | A4 3              |
|  | At beginning of year | Cash now    | Non cash flow | At end<br>of year |
| •  | oi yeai<br>£         | £           | £             | t til             |
|  | -                    |             | _             |                   |
| Cash at bank and in hand                             | 335,830              | (116,264)   | -             | 219,566           |
| Finance Leases                                       | (87,635)             | 63,740      | (25,288)      | (49,183)          |
|  |                      |             | <del></del>   | <del></del> `     |
| Total  | 248,195              | (52,524)    | (25,288)      | 170,383           |
| <del></del>  |                      | (02,021)    |               | 270,000           |
|  |                      |             |               | <del></del>       |

#### 24 Related party disclosures

| 24 Related party disclosu                            | res   |                     |        |                     |                          |
|--|---|---------------------|--------|---------------------|--------------------------|
| Related party  | Relationship  | Income<br>2009<br>£ |        | Income<br>2008<br>£ | Expenditure<br>2008<br>£ |
| Biofresh Limited                                     | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 6,875               |        |                     | -                        |
| Connor Group Limited                                 | A former director of NEL Fund<br>Managers Limited was also a<br>director of this investee company | -                   | -      | 2,750               | -                        |
| Durham University                                    | The University has an investment in NEL Growth Fund   | -                   | -      | -                   | 755                      |
| Electrokinetic Limited                               | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 7,000               |        | 7,000               | -                        |
| ESB New Technology Limited                           | A director of NEL Fund Management Group Limited is also a director of this investee company       | 700                 | -      | 700                 | -                        |
| Foster Findlay Associates Limited                    | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 5,246               |        | 6,390               | -                        |
| l'Anson Management Services<br>Limited               | Consulting firm owned by a director of NEL Fund Management Group Limited                          | -                   | 15,000 | -                   | 20,000                   |
| Innocoe Gaming Limited                               | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 12,000              | -      | -                   | -                        |
| Inotek Antennas Limited                              | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 20,887              | -      | -                   | -                        |
| Kitchenware Records Limited                          | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 5,000               | •      | 5,000               | -                        |
| Newcastle University                                 | The University has an investment in NEL Growth Fund   | -                   | 11     | -                   | 750                      |
| Non Linear Dynamics Limited                          | A director of NEL Fund Managers<br>Limited is also a director of this<br>investee company         | 5,000               | _      | 4,167               | -                        |
| North East Regional Investment<br>Fund Three Limited | Subsidiary of One NorthEast<br>Limited, a shareholder in NEL<br>Fund Management Group<br>Limited  | 511,296             | _      | 603,860             | -                        |
| Northumbria University                               | The University has an investment in NEL Growth Fund   | -                   |        | -                   | 2,050                    |
| One North East                                       | Shareholder in NEL Fund<br>Management Group Limited   | 15,000              | -      | -                   | -                        |

## 24 Related party disclosures (continued)

| Related party  | Relationship   | Income<br>2009<br>£ |   | Income<br>2008<br>£ | Expenditure<br>2008<br>£ |
|--|--|---------------------|---|---------------------|--------------------------|
| Onyx Internet Limited  | Company have been invested in by the North East Regional                                     |                     |   |                     |                          |
| Orla Protein Technology Limited                                      | Investment Fund 3 Limited A director of NEL Fund Managers Limited is also a director of this | •                   | - | •                   | 5,535                    |
|  | investee company   | -                   | - | 4,000               | -                        |
| Peratech Limited   | A director of NEL Fund Managers<br>Limited is also a director of this                        |                     |   | 12.000              |                          |
|  | investee company   | •                   | - | 12,000              | -                        |
| Sivex Engineering Limited  | A director of NEL Fund Managers Limited is also a director of this                           |                     |   |                     |                          |
|  | investee company   | -                   | - | 17,333              | -                        |
| Balances at 31 March   |  |                     |   | 2009<br>£           | 2008<br>£                |
| Onyx Internet Limited  |  |                     |   | <u>-</u>            |                          |
| -  | any and parent undertaking of l  |                     | - |                     |                          |
| Virialompo VI I LELI I dila IV                                       | mingsment Group Limited at J1 IV   | -uivii 200,         |   | %                   | £                        |
| One NorthEast  | C  |                     |   | 40                  | 240                      |
| Northern Enterprise Employee Ber<br>Northern Enterprise Trust Compan |  |                     |   | 30<br>25            | 180                      |
| Project North East Limited   | y Eminted  |                     |   | 5                   | 150<br>30                |
|  |  |                     |   | 100                 | 600                      |

## Detailed consolidated profit and loss account for the year ended 31 March 2009

The following analysis does not form part of the audited financial statements and is provided for management purposes only.

| purposes only.                         |             |                   |             |                      |
|--|-------------|-------------------|-------------|----------------------|
|  |             | 2009              | c           | 2008                 |
| Onesettes income                       | £           | £                 | £           | £                    |
| Operating income                       |             | 472 540           |             | 1.014.473            |
| Management fees                        |             | 473,549           |             | 1,016,672<br>127,648 |
| Arrangement fees Directors' fees       |             | 202,300<br>68,875 |             | 56,521               |
|  |             | •                 |             |                      |
| Monitoring fees Carried interest       |             | 28,669            |             | 17,509<br>32,372     |
| Other income                           |             | 6,655             |             | 162,619              |
| Accountancy fees                       |             | 48,699            |             | 102,019              |
| Redemption premiums                    |             | 1,862             |             | -                    |
| Reachiphon premiums                    |             | 1,002             |             | _                    |
|  |             | 1,328,454         |             | 1,413,341            |
| Direct deal costs                      |             | 1,020,404         |             | 1,115,511            |
| Legal and professional                 | 1,600       |                   | -           |                      |
| Variable deal costs                    | -           |                   | (1,125)     |                      |
| Company searches                       | 1,507       |                   | 2,045       |                      |
| Consultant fees                        | 3,500       |                   | •           |                      |
|  |             |                   |             |                      |
| Total direct deal costs                | 6,607       |                   | 920         |                      |
|  |             |                   |             |                      |
| Direct portfolio costs                 |             |                   |             |                      |
| Legal and professional                 | -           |                   | 20          |                      |
| Company searches                       | 100         |                   | 53          |                      |
|  | <del></del> |                   | <del></del> |                      |
| Total portfolio costs                  | 100         |                   | 73          |                      |
| •                                      |             |                   |             |                      |
| Staff costs                            |             |                   |             |                      |
| NEDs remuneration                      | 40,000      |                   | 40,833      |                      |
| Staff salaries ·                       | 703,813     |                   | 860,795     |                      |
| Employer's NIC and Class 1A            | 89,560      |                   | 101,825     |                      |
| Employer's pension contributions       | 73,094      |                   | 111,681     |                      |
| Death in service                       | 2,220       |                   | 3,959       |                      |
| Healthcare                             | 6,283       |                   | 6,062       |                      |
| Temporary staff                        | 796         |                   | 2,375       |                      |
| Recruitment costs                      | 1,320       |                   | 13,840      |                      |
| Staff development                      | 12,959      |                   | 7,415       |                      |
| Redundancy costs                       | 53,093      |                   | -           |                      |
| T-ank-andf                             | 002 120     |                   | 1 149 705   |                      |
| Total staff costs                      | 983,138     |                   | 1,148,785   |                      |
| Marketing costs                        |             |                   |             |                      |
| Functions/conferences                  | 10,658      |                   | 7,236       |                      |
| Marketing                              | 5,266       |                   | 10,153      |                      |
| Public relations                       | 18,967      |                   | 25,020      |                      |
| Advertising                            | 678         |                   | 1,095       |                      |
| Entertaining                           | 2,910       |                   | 5,344       |                      |
| -                                      |             |                   |             |                      |
| Total marketing costs                  | 38,479      |                   | 48,848      |                      |
| · ······ ····· ···· ··· ··· ··· ··· ·· | 20,413      |                   | .5,5 10     |                      |
|  |             |                   |             |                      |

# Detailed profit and loss account (continued) for the year ended 31 March 2009

| joi me yeur enaeu 31 March 2009   | 20          | 009 |        | 2008 |   |
|-----------------------------------|-------------|-----|--------|------|---|
|                                   | £           | £   | £      | 2000 | £ |
| Travel costs                      | _           | _   | -      |      | _ |
| Motor expenses                    | 58,486      |     | 62,746 |      |   |
| Travel, hotels and subsistence    | 9,478       |     | 6,702  |      |   |
| Depreciation                      | 30,215      |     | 26,142 |      |   |
|                                   |             |     |        |      |   |
| Total travel costs                | 98,179      |     | 95,590 |      |   |
| Premises costs                    | <del></del> |     |        |      |   |
| Rent                              | 35,070      | •   | 26,000 |      |   |
| Service charge                    | 4,842       |     | 7,495  |      |   |
| Depreciation                      | 10,638      |     | 11,134 |      |   |
| Rates                             | 9,345       |     | 10,212 |      |   |
| Heat and light                    | 7,626       |     | 5,401  |      |   |
| Premises repairs and renewals     | 298         |     | 477    |      |   |
| Cleaning                          | 4,486       |     | 4,277  |      |   |
| Relocation costs                  | 34,353      |     | -      |      |   |
| Total premises costs              | 106,658     |     | 64,996 |      |   |
| Equipment costs                   |             |     |        |      |   |
| Routine maintenance               | 1,904       |     | 1,747  |      |   |
| Equipment repairs and renewals    | -           |     | •      |      |   |
| Rental and leasing                | 787         |     | 2,084  |      |   |
| Depreciation and amortisation     | 6,055       |     | 10,414 |      |   |
| Total equipment costs             | 8,746       |     | 14,245 |      |   |
| Supplies and service costs        | <del></del> |     | -      |      |   |
| Printing                          | -           |     | 58     |      |   |
| Stationery                        | 3,746       |     | 4,121  |      |   |
| Postage                           | 1,701       |     | 1,987  |      |   |
| Telephone and fax                 | 16,285      |     | 13,720 |      |   |
| Insurance                         | 13,300      |     | 15,794 |      |   |
| IT supplies                       | 3,152       |     | 5,289  |      |   |
| Database usage                    | 2,567       |     | 2,900  |      |   |
| Consultancy                       | 4,463       |     | 2,867  |      |   |
| Legal and professional            | 16,201      |     | 23,414 |      |   |
| Audit and accountancy             | 5,431       |     | 16,035 |      |   |
| Bank charges                      | (20)        |     | 473    |      |   |
| Total supplies and services costs | 66,826      |     | 86,658 |      |   |
|                                   | <del></del> |     |        |      |   |

# Detailed profit and loss account (continued) for the year ended 31 March 2009

|                               |           | 2009         |           | 2008        |  |
|-------------------------------|-----------|--------------|-----------|-------------|--|
|                               | £         | £            | £         | £           |  |
| Sundry costs                  |           |              |           |             |  |
| Subscriptions                 | 10,468    |              | 10,153    |             |  |
| Sundries                      | 8,535     |              | 13,587    |             |  |
| Bad debts                     | 4,494     |              | 4,669     |             |  |
| Investment provisions         | 1,143     |              | -         |             |  |
| Profit/loss on disposal       | 14,382    |              | -         |             |  |
| Total sundry costs            | 39,022    |              | 28,409    |             |  |
| Total expenditure             | 1,347,755 |              | 1,488,524 |             |  |
|                               |           | (1,347, 755) |           | (1,488,524) |  |
| Operating (loss)/profit       |           | (19,301)     |           | (75,183)    |  |
| Interest receivable           |           | 4,825        |           | 24,866      |  |
| Interest payable              |           | (7,138)      |           | (6,973)     |  |
|                               |           |              |           |             |  |
| (Loss)/profit before taxation |           | (21,614)     |           | (57,290)    |  |
|                               |           |              |           |             |  |

## Company profit and loss account for the year ended 31 March 2009

| for the year chaca 31 thaten 2005                            | 2009<br>£   | 2008<br>£   |
|--|-------------|-------------|
| Release of grant income                                      | -           | 39,629      |
| Management fee income  | -           | 3,104       |
| Administrative expenses                                      | (50,708)    | (2,690)     |
|  |             | <del></del> |
| Operating (loss)/profit                                      | (50,708)    | 40,043      |
| Interest receivable  | 94          | 16          |
| (Loss)/profit on ordinary activities before taxation         | (50,614)    | 40,059      |
| Tax on (loss)/profit on ordinary activities                  | •           | (8,442)     |
|  | <del></del> |             |
| (Loss)/profit for the financial year transferred to reserves | (50,614)    | 31,617      |
|  |             |             |

All activity in the current and preceding year related to continuing activities.

These financial statements were approved by the board of directors on 29 July 2009 and signed on its behalf by:

SM I'Ansor

BS Hensb