**Report and Financial Statements** 

**31 December 2010** 

TUESDAY

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### **REPORT AND FINANCIAL STATEMENTS 2010**

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#### **DIRECTORS' REPORT**

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

#### BUSINESS REVIEW AND PRINCIPAL ACTIVITY

The principal activity of the company is the marketing of health nutritional and beauty products. There has been no change in the principal activity of the company during the year. The directors are not aware at the date of this report of any likely changes in the company's activities in the forthcoming year.

The directors were happy with the company's results. The following are the financial key performance indicators that the directors use to monitor the performance of the business.

As shown in the company's profit and loss account on page 5, the company's sales have increased by 3 1% over the prior year (2009 - increased by 3 2%). The sales growth can be attributable to better trading

The company's key measurement of effectiveness of its operations is calculating gross profit margin. The company's gross profit margin for the year is slightly down on previous years at 72.8% (2009 - 73.2%). The company has recorded an operating loss of £393,827 in the current year compared to an operating loss of £585,589 in 2009.

The balance sheet on page 6 shows that the company sinet assets at the year-end have reduced. The reduction in not assets is due to the loss for the year.

The company s cash levels have decreased by £714,751 from £2 990,745 at the end of 2009 to £2 275 994 at the end of the current financial year. This is mainly due to tougher trading conditions

Work continued on encouraging new distributors to move through the marketing plan. There were 3 new products launched in 2010, which the company is hoping will be popular and contribute to strong growth in 2011. The directors expect the general level of activity in the forthcoming year to continue to grow with the launch of the 3 new products.

#### GOING CONCERN

The company's business activities together with the factors likely to affect its future development are set out above. The principal risks and uncertainties of the company are set out below. The directors have considered the financial and cash flow forecasts for a period more than 12 months from the date of signing these financial statements and concluded that income and future cash flows will continue to be derived from the company's principal activity and that the company has sufficient financial resources available for the foreseeable future. As a consequence, the directors believe that the company is well placed to manage its business risks despite the current uncertain economic outlook. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

#### PRINCIPAL RISKS AND UNCERTAINTIES

The Company's activities expose it to a number of financial risks including cash flow risk and credit risk

#### Cash flow risk

The company purchases all its products from the Netherlands and therefore is exposed to movement in the Euro to Pound exchange rate. The company minimises the risk of exchange rate fluctuations by operating a currency bank account. The company monitors the Euro exchange rate and purchases when the rate is favourable compared with the average rate used each month. The average rate used is that of HM Revenue & Customs.

#### Credit risk

The company's principal financial assets include bank balances and cash and trade receivables. The company's credit risk is primarily attributable to its trade receivables. The amounts presented in the balance sheet are not of allowances for doubtful receivables. An allowance for impairment is made where there is an identified loss event which, based on previous experience is evidence of a reduction in the recoverability of the cash flows.

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

#### DIVIDENDS AND TRANSFERS TO RESERVES

The directors paid a dividend of finil during the year (2009 - £574 064). The results of the company are set out on page 5. The directors do not recommend the payment of a final dividend (2009 - £nil).

The loss for the year of £316 381 (2009 - £476 657 loss) has been transferred from reserves

#### DIRECTORS

The directors who served throughout the year and subsequently were as follows

R G Maughan

G Maughan

#### AUDITOR

In the case of the directors of the company at the date when this report is approved

- so far as each of the directors is aware, there is no relevant audit information of which the company's
  auditor is unaware, and
- the directors have taken all steps that they ought to have taken as directors to make himself/herself aware of
  any relevant audit information and to establish that the company's auditor are aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006

Deloitte LLP have expressed their willingness to continue in office as auditor and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting

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

G MAUGHAN

Director

#### DIRECTORS' RESPONSIBILITIES STATEMENT

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations

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

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible to safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of traud and other irregularities.

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF FOREVER LIVING PRODUCTS (UK) LIMITED

We have audited the financial statements of Forever Living Products (UK) Limited for the year ended 31 December 2010 which comprise the Profit and Loss Account the Balance Sheet the Cash Flow Statement the Net Cash Flow to Movement in Net Funds and the related notes 1 to 22. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 auditor

As explained more fully in the Directors-Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors and the overall presentation of the financial statements

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2010 and of its loss for the year then ended
- · have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

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

#### Matters on which we are required to report by exception

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

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

Alistair Pritchard FCA (Senior Statutory Auditor)

Mistar Fetchard FCA

for and on behalf of Delotte LLP

Chartered Accountants and Statutory Auditor

Birmingham United Kingdom

Date 27 July 2011

### PROFIT AND LOSS ACCOUNT Year ended 31 December 2010

	Note	2010 £	2009 £
TURNOVER	2	24 157 199	23 412 358
Cost of sales		(6 568 872)	(6 265 323)
Gross profit		17,588 327	17 147 035
Distribution costs Administrative expenses		(4 674 853)	(13,412 687) (4 319 937) (17 732 624)
OPERATING LOSS	4	(393,827)	(585 589)
Interest receivable	5	8 626	6 903
Interest paid		(1)	(17 382)
LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION	2	(385 202)	(596 068)
Tax on loss on ordinary activities	6	68,821	119 411
LOSS ON ORDINARY ACTIVITIES AFTER TAXATION FOR THE FINANCIAL YEAR	15	(316 381)	(476 657)

All activities derive from continuing operations

There are no recognised gains and losses other than the loss for the current year and the prior year. Accordingly, no statement of total recognised gains and losses is given

#### BALANCE SHEET 31 December 2010

Note		2010		2009
	£	£	£	£
7		134 482		161 240
8		197 500		197 500
	-	331 982	_	358 740
9	1.194 708		1 333 093	
10	663 207		1.573.750	
	2 275,994		•	
	4 133,909		5 897 588	
11	(3,266,120)		(4 740 176)	
		867,789		1 157,412
		1 199,771		1 516 152
14		10,000		10 000
15		1,189 771		1 506 152
17		1 100 771		1.516.152
16		1,199 //1		1,516 152
	7 8 9 10	9 1,194 708 10 663 207 2 275,994 4 133,909 11 (3,266,120)	£ £  7	£     £       7     134 482       8     197 500       331 982     1 333 093       9     1,194 708     1 333 093       10     663 207     1,573,750       2 275,994     2,990 745       4 133,909     5 897 588       11     (3,266,120)     (4 740 176)       867,789       1 199,771       14     10,000       1,189 771

The financial statements of Forever Living Products (UK) Limited registered number 2269910 were approved and authorised for issue by the Board of Directors on 28 July 2011

Signed on behalf of the Board of Directors

Director

G MAUGHAN

Date 28 July 2011

### CASH FLOW STATEMENT Year ended 31 December 2010

	Note	2010 £	2009 £
Net cash (outflow)/inflow from operating activities	17	(799,944)	1,635,344
Return on investment and servicing of finance	18	8 626	6,903
Capital expenditure and financial investment	18	(44 632)	(107 349)
Dividends paid		-	(574 064)
Taxation		221 233	(282 613)
Cash outflow before financing and exchange movements		(614 717)	678 221
Foreign exchange arising on cash and cash equivalents		(100,034)	10 172
Cash outflow before financing being (decrease)/increase in cash in the year		(714 751)	688 393

#### RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS

#### Year ended 31 December 2010

		2010 £	2009 £
Cash outflow before financing and exchange movements	19	(614 717)	678 221
Foreign exchange movements		(100 034)	10,172
Movement in net funds in the year		(714,751)	688 393
Net funds at 1 January		2 990 745	2 302 352
Net funds at 31 December		2 275 994	2 990 745

#### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2010

#### 1 ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable UK accounting standards. The particular accounting policies adopted are described below. They have all been applied consistently throughout the year and the preceding year.

#### Going concern

The directors have considered the financial and cash flow forecast for a period of more than 12 months from the date of signing these financial statements and concluded that income and future cash flows will continue to be derived from the company's principal activity and that the company has sufficient financial resources available for the foreseeable future. As a consequence, the directors believe that the company is well placed to manage its business risks despite the current uncertain economic outlook. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

#### Accounting convention

The financial statements are prepared under the historical cost convention

#### Turnover

Turnover represents the aggregate of amounts receivable for services and goods supplied in the ordinary course of business excluding value added tax. Furnover from the sale of goods is recognised when the goods have been ordered and despatched to the distributor.

#### Langible fixed assets

Tangible fixed assets are stated at cost net of depreciation and any provision for impairment. Depreciation is provided for all fixed assets to write off their cost over the following periods

Computers

3 years straight line

Fixtures and office equipment

5 years straight line

Motor vehicles

4 years straight line

#### Stocks

Stocks are stated at the lower of cost and not realisable value

#### Taxation

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

Deferred tax is recognised in respect of timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. I iming differences are differences between the company s taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

A net deferred tax asset is regarded as recoverable and therefore recognised only when on the basis of all available evidence it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax assets and liabilities are not discounted.

#### Leases

Rental costs under operating leases are charged to the profit and loss account on a straight line basis over the lease term

#### Pensions

The company operates a money purchase scheme for the benefit of its employees. The assets of the scheme are held separately from those of the company. The company is contributions to this scheme are shown in note 3.

2010

2009

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 1 ACCOUNTING POLICIES (CONTINUED)

#### Foreign Currency

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date

#### 2 ANALYSIS OF TURNOVER AND LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION

The turnover and loss before taxation is entirely attributable to the principal activity and arises in the United Kingdom

#### 3 INFORMATION REGARDING DIRECTORS AND EMPLOYEES

		£	£009
	Directors' emoluments		
	Emoluments	36 181	35 348
		Number	Number
	Average number of persons employed		
	Administrative	40	41
	Manual	38	37
		78	78
		£	£
	Staff costs during the year (including directors)		
	Wages and salaries	1 535,049	1 555 809
	Social security costs	143,998	146 069
	Other pension costs	143,952	82 095
		1,822 999	1 783,973
4	OPERATING LOSS		
		2010	2009
	Operating loss is after charging/(crediting)	£	£
	Depreciation		
	Owned assets	71 390	60 681
	Rentals under operating leases		
	Other operating leases	385 572	448 220
	Hire of plant and machinery	20 969	21 152
	Auditor's remuneration		
	Audit services - fees payable to the		
	company's auditor for the audit of the		
	company's annual financial		
	statements	14 500	16 000
	Non audit services – tax services	6 700	19 827
	Foreign exchange loss/(gain)	100 034	(10 172)

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 5 INTEREST RECEIVABLE

	2010	3000
	2010	2009
Deal Acres	£ 5.402	£
Bank interest	5 493	6 903
Interest on corporation tax refunds	3 133	-
	8 626	6 903
TAX ON LOSS ON ORDINARY ACTIV	VITIES	
	2010	2009
	£	£
United Kingdom corporation tax charge at 23 on the loss for the year	<del>-</del>	
Adjustment in respect of prior years	(81 032)	(171 794)
Current tax	(81,032)	(171 794)
Deferred taxation		
- Timing differences origination and revers	sal 1,084	(9 362)
- Effect of rate change	839	-
- Adjustment in respect of prior years	10,288	61 745
Fotal tax on loss on ordinary activities	(68 821)	(119 411)

#### Factors affecting the tax credit for the year

The current tax credit varies from the standard rate of UK corporation tax due to the following factors

	2010 £	2009 £
Loss on ordinary activities before tax	(385 202)	(596 068)
Tax at 28%	(107 857)	(166 899)
Expenses not deductible for tax purposes	12 965	20 420
Depreciation in excess of capital allowances	1 065	(1 647)
Other timing differences	93 827	11 009
Utilisation of tax losses	-	137 117
Adjustment in respect of prior years	(81,032)	(171 794)
	(81 032)	(171 794)

The Emergency Budget for 2010 introduced a reduction in the rate of corporation tax from 28% to 27% from 1 April 2011. This legislation was substantively enacted on 21 July 2010 and as such will impact the company's tax charge from 1 April 2011. Deferred tax assets and liabilities are measured at tax rates that are enacted or substantively enacted at the balance sheet date. Accordingly the reduction to 27% has been taken into account when measuring the deferred tax assets and liabilities at 31 December 2010.

On 23 March 2011 the Government announced that the main rate of Corporation Tax rate would further reduce to 26% with effect from 1 April 2011 with subsequent 1% reductions per annum to reach 23% with effect from 1 April 2014. These tax rate reductions had not been substantively enacted at the balance sheet date and therefore have not been reflected in the financial statements. The effect of these tax rate reductions on the deterred tax balance will be accounted for in the period in which the tax rate reductions are substantively enacted.

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 7 TANGIBLE FIXED ASSE IS

	Computers £	Fittings and office equipment £	Motor vehicles £	Total £
Cost				
At I January 2010	273 432	407 659	53,965	735 056
Additions	<u> 11 899</u>	32 733		44 632
At 31 December 2010	285 331	440 392	53 965	779 688
Accumulated depreciation				
At 1 January 2010	207 289	325,126	41 401	573 816
Charge for the year	33 399	34,023	3 968	71 390
At 31 December 2010	240 688	359 149	45 369	645 206
Net book value				
At 31 December 2010	44,643	81 243	8 596	134 482
At 31 December 2009	66 143	82 533	12 564	161 240

#### 8 INVESTMENTS

The two investment accounts of £195 000 and £200 000 each are held with HSBC Trust Company (UK) Limited and are both set up in the same way. Each account is 50% instant access, earning monthly interest and the other 50% (capital protected) is held in a fund linked to the growth of the UK stock-market. Interest on the growth element will be paid out at the end of the term in May 2012 and will be calculated in line with how much the UK stock-market has grown during the term.

#### 9 STOCKS

	2010	2009
	£	£
Goods for resale	1 194 708	1 333 093
		<del></del>

There is no material difference between the balance sheet value of stocks and their replacement cost

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 10 DEBTORS

	Due within one year	2010 £	2009 £
	Trade debtors	148 298	504 409
	Amounts owed by related parties (note 12)	192,647	540 339
	Deferred tax asset (note 13)	21 577	33 788
	Corporation tax recoverable	-	140 202
	Prepayments and accrued income	300 685	355 012
		663 207	1 573 750
11	CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR	2010	2000
		2010	2009
		£	£
	Trade creditors	214 255	366 489
	Amounts owed to related parties (note 12)	569 927	101 422
	Other taxation and social security	584,989	544 917
	Accruals and deferred income	1 896 949	3 727 348
		3 266 120	4 740 176
		<del></del>	

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 12 RELATED PARTY TRANSACTIONS

The ultimate controlling party is Mr R G Maughan the director and principal shareholder

The trading transactions with related parties are summarised as follows

	Purchases		Purchases Sa		Purchases Sa	Purchases Sales		Purchases Sales	
	2010	2009	2010	2009					
	£	£	£	£					
Forever Living Products Austria	-	-	5 346	215					
Forever Living Products Baltics	-	-	4,311	15 815					
Forever Living Products Benelux	-	-	19 931	44 447					
Forever Living Products Bulgaria	-	-	-	33 580					
Forever Living Products Cyprus	-	-	-	1 386					
Forever Living Products Czech Republic	-	-	200	8 812					
Forever Living Products France	3 237	-	32 417	77 365					
Forever Living Products Germany	•	-	-	127,276					
Forever Living Products Ghana	•	-	11 281	8,233					
Forever Living Products Greece	-	-	21 283	28 191					
Forever Living Products Hungary	652	4,783	80,320	319 934					
Forever Living Products Iceland	-	-	55,010	81,324					
Forever Living Products International	-	-	2,046	3 012					
Forever Living Products Ireland	2 946	1,011	118,771	77 405					
Forever Living Products Israel	-	-	6 598	28 342					
Forever Living Products Italy	-	-	17,221	33 625					
Forever Living Products Kenya	-	-	3 808	-					
Lorever Living Products Malaysia	-	-	19 211	-					
Forever Living Products Nigeria	-	-	114 554	88 156					
Forever Living Products Poland	-	135	20 639	69 720					
Forever Living Products Poitugal	-	-	4 51 1	14 608					
Forever Living Products Romania	-	-	24 249	165 044					
Forever Living Products Russia	-	-	-	20 735					
Forever Living Products Scandinavia	-	-	70,242	134 681					
Forever Living Products Slovak Republic	-	-	6 787	48 488					
Forever Living Products South Africa	-	-	22,006	37 909					
Forever Living Products Spain	-	247,655	-	81,894					
Forever Living Products Switzerland	-	-	12 917	44 057					
Forever Living Products Turkey	-	-	29 106	80 219					
Forever Living Products Uganda	-	-	•	375					
Forever Living Products Ukraine	-	-	22,921	68 013					

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 12 RELATED PARTY TRANSACTIONS (CONTINUED)

The year end balances with related parties are summarised as follows

	Amounts due from		Amounts due to	
	2010	2009	2010	2009
	£	£	£	£
Forever Living Products Argentina	20 481	- -	-	-
Forever Living Products Baltics	-	3 111	-	-
Forever Living Products Benefux	-	13 259	-	-
Forever Living Products Bulgaria	2 022	6 968	-	-
Forever Living Products Czech Republic	-	945	-	20
Forever Living Products France	•	24 570	-	-
Forever Living Products Germany	81 602	32 250	286 111	-
Forever Living Products Ghana	8 913	8 233	-	-
Forever Living Products Greece	-	9 032	-	-
Forever Living Products Hungary	1,448	63 580	-	-
Forever Living Products Iceland	16 589	17 415	-	-
Forever Living Products International	2 046	-	94 226	-
Forever Living Products Ircland	-	12 129	-	-
Forever Living Products Israel	-	6 898	-	=
Forever Living Products Italy	282	6 145	-	12 373
Forever Living Products Kenya	3,808	-		-
Forever Living Products Malaysia	10 408	_	-	-
Forever Living Products Nigeria	7 053	41 001	-	_
Forever Living Products Poland	_	14 182	-	_
Forever Living Products Portugal	156	8 404		-
Forever Living Products Romania	<u>-</u>	41 620	-	_
Forever Living Products Russia	-	20 206		_
Forever Living Products Scandinavia	5 5 1 9	35 886		-
Forever Living Products Slovak Republic		11 987		_
Forever Living Products South Africa	30 661			_
Forever Living Products Spain	1 476	1 540		_
Forever Living Products Switzerland		8 272		_
Forever Living Products Turkey	_	18 951		_
Forever Living Products Uganda	_	375	_	_
Forever Living Products Ukraine	183	68 013		_
Torever islying Froducts Oktaine				
	192 647	474 972	380 352	12 393
		<del></del>		

The company has the following amounts owed to Aloe Vera of America, Inc. a company controlled by Mr R G Maughan

	2010	2009
	£	£
Aloe Vera of America Inc	151 877	15 518
The company has the following amounts owed to Forever Living com $$ Inc. a c Maughan	company controlled	by Mr R G
The company has the following amounts owed to Forever Living com Inc. a c Maughan	company controlled 1	by Mr R G 2009
, ,		·

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

#### 12 RELATED PARTY TRANSACTIONS (CONTINUED)

The company has the following amounts due from UK Investments LLC a company controlled by Mr R G Maughan

	2010	2009
	£	£
UK Investments LLC		64 350

During the year the company purchased goods and services to the value of £358 513 (2009 - £1 408 129) from Aloe Vera of America. Inc.

During the year the company purchased goods in the ordinary course of business from Forever Direct BV who purchased goods from Aloe Vera of America Inc and supply to all Forever Living Products companies in Europe at a cost of £4,607,517 (2009 - £3 006 889) Amounts owed by Forever Direct BV of £nil (2009 - £1 017) all relate to trading balances. Amounts owed to Forever Direct BV of £nil (2009 - £nil) all relate to trading balances.

The company occupies premises owned by Mr R G Maughan for which £115,000 (2009 - £115000) rent was charged in the year

Forever Living Products Iceland was also charged £21 600 (2009 - £21 600) for administration services performed by the company on their behalf

#### 13 DEFERRED TAXATION

	2010	2009
	£	£
Balance at 1 January	(33 788)	(86 171)
Charge to profit and loss account	12 211	52 383
Balance at 31 December (note 10)	(21 577)	(33,788)
The amounts provided in the financial statements are as follows		
	2010	2009
	£	£
Capital allowances in excess of depreciation	(21 577)	(22 779)
Short term timing differences	-	(11 009)
	(21 577)	(33 788)
	<del></del>	

The unrecognised deferred tax asset in respect of losses amounted to £92 586 (2009 - £nil) at the end of the period

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

14	CALLED UP SHARE CAPITAL		
		2010	2009
	Allotted and fully paid	£	£
	10 000 Ordinary shares of £1 cach	10 000	10 000
		<del></del>	<del></del> -
15	PROFIT AND LOSS ACCOUNT		
			£
	At 1 January 2010		1 506 152
	Loss for the year		(316 381)
	At 31 December 2010		1 189 771
16	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS		
		2010	2009
		£	£
	Loss for the financial year	(316 381)	(476 657)
	Dividends paid	-	(574 064)
	Opening shareholders' funds	1,516 152	2 566 873
	Closing shareholders' funds	1,199 771	1,516 152
17	RECONCILIATION OF OPFRATING LOSS TO OPERATING CASH FLO	ws	
		2010	2009
		£	£
	Operating loss	(393 827)	(585 589)
	Depreciation	71 390	60 681
	(Profit) on disposal of fixed assets	-	(174)
	Decrease in stock	138 385	458 510
	Decrease/(increase) in debtors	758 130	(203 505)
	(Decrease)/increase in creditors	(1 474 056)	1 915 593
	Exchange differences	100 034	(10 172)
	Net cash (outflow)/inflow from operating activities	(799 944)	1 635 344

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 31 December 2010

18	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

			2010 £	2009 £
Return on investment and servicing of finance Interest receivable			8 626	6 903
Capital expenditure and financial investment Purchase of tangible fixed assets Proceeds on disposal of tangible fixed assets			(44 632)	(107,523)
			(44 632)	(107 349)
ANALYSIS OF NET CASH				
	At 1 Jan 2010 £	Cash flow £	Exchange differences £	At 31 Dec 2010 £
Cash in hand and at bank	2 990 745	(614 717)	(100 034)	2 275 994

#### 20 FINANCIAL COMMITMENTS

#### Capital commitments

19

There were no capital commitments contracted for but not provided at 31 December 2010 (2009 - £nil)

#### Operating lease commitments

At 31 December 2010, the company was committed to making the following payments during the next year in respect of non-cancellable operating leases

		Land ar	id buildings
		2010	2009
		£	£
	Leases which expire		
	Within one year	-	180 000
	Within two to five years	295 555	105 555
	Over five years	158 720	158 720
		454 275	444,275
21	CONTROLLING PARTY		
	Mr R G Maughan controls 100% of the share capital of the company		
22	DIVIDENDS		
		2010	2009
		£	£
	Later and Applied Court and add 21 December 2010 of Sud (2000, 157 d1) por		
	Interim dividend for the year ended 31 December 2010 of £nil (2009 - £57 41) per ordinary share	-	574 064
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#### ADDITIONAL INFORMATION

The additional information on page 20 has been prepared from the accounting records of the company. While it does not form part of the statutory financial statements it should be read in conjunction with them and the auditor report thereon.

### TRADING ACCOUNT Year ended 31 December 2010

	£	2010 £	£	2009 £
TURNOVER		24 157,199		23 412 358
Cost of sales	1 722 007		1.701.601	
Opening stock Purchases freight and duty	1 333,093 6 430,487		1,791 601 5 806 815	
Closing stock	(1,194,708)		(1,333,093)	
		6 568,872		6 265 323
GROSS PROFIT		17 588 327		17 147 035
Distribution costs				
Bonuses	11 201,096		10 897 681	
Royaltics	59 145		171,785	
Motor travel and entertaining	123 507		119 008	
Events and trainings	1,722 974		2 018 633	
Warchouse and delivery	200 579		205 580	
		(13 307,301)		(13 412 687)
Administrative expenses				
Wages salaries and employment costs	1,822 999		1 783 973	
Repairs and maintenance	320 583		553 362	
Telephones	102 058		68 985	
Heat light and power	55,267		56 083	
Rent, rates and insurances	635,460		726 505	
Bank charges	352,963		294 893	
I egal and professional fees	319,376		294 546	
Audit and accountancy	21,504		35 827	
Management expenses	811,060		394 583	
Depreciation	71,390		60 681	
Profit on disposal of fixed asset Loss/(Gain) on exchange	100,034		(174)	
Sundry expenses	62 159		(10 172) 60 845	
Sundry expenses				
		(4 674 853)		(4 319 937)
OPERATING LOSS		(393 827)		(595 590)
OLEMATING EUGG		(393 021)		(585 589)