## REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2003 **FOR**

INTERNATIONAL SPORTS MANAGEMENT LIMITED

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# COMPANY INFORMATION for the Year Ended 31 December 2003

**DIRECTORS:** A H Chandler

J Chandler D Brookes D Heather K A Salter

SECRETARY: L Chandler

**REGISTERED OFFICE:** Cherry Tree Farm Cherry Tree Lane

Rostherne

Cheshire WA14 3RZ

**REGISTERED NUMBER:** 2386775 (England and Wales)

AUDITORS: Hanley & Co.

Hanley & Co. Spring Court Spring Road Hale Cheshire

WA14 2UQ

## REPORT OF THE DIRECTORS for the Year Ended 31 December 2003

The directors present their report with the financial statements of the company for the year ended 31 December 2003.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the provision of sports marketing services, event management and the representation of professional sportsmen and sportswomen.

#### REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

#### DIVIDENDS

An interim dividend of £1,440 per share was paid on 15 August 2003. The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 31 December 2003 will be £144,000.

#### DIRECTORS

The directors during the year under review were:

A H Chandler

J Chandler

D Brookes

D Heather

K A Salter

The directors holding office at 31 December 2003 did not hold any beneficial interest in the issued share capital of the company at 1 January 2003 or 31 December 2003.

Under the terms of an Agreement for Waiver dated 6th August 2003, Mr A H Chandler acquired the entire share capital of the company's ultimate parent undertaking, ISM Group Limited.

At 31st December 2002, the beneficial interests in the £1 ordinary shares of the company's ultimate parent undertaking, Sports Resource Group plc, of those directors who are not also directors of that company comprised:-

Mrs J Chandler £2,319,900 Mr D Brookes £360,000

At 31st December 2002, Mrs J Chandler's interests in the shares of the ultimate parent undertaking are included within the total interests of Mr A H Chandler, which are disclosed in the Directors' Statement on Corporate Governance, of that company's financial statements.

## STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

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

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

# REPORT OF THE DIRECTORS for the Year Ended 31 December 2003

## **AUDITORS**

The auditors, Hauley & Co., will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

## ON BEHALF OF THE BOARD:

A H Chandler - Director

Date: 5-10-2004

## REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF INTERNATIONAL SPORTS MANAGEMENT LIMITED

We have audited the financial statements of International Sports Management Limited for the year ended 31 December 2003 on pages five to fourteen. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

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

## Respective responsibilities of directors and auditors

As described on page two the company's directors are responsible for the preparation of financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

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

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

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

#### Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Hanley & Co. Spring Court Spring Road Hale Cheshire WA14 2UQ Hales No.

5 October 2004

## PROFIT AND LOSS ACCOUNT for the Year Ended 31 December 2003

N	Votes	31.12.03 £	31.12.02 £
TURNOVER		5,668,272	2,157,586
Cost of sales		4,492,841	923,473
GROSS PROFIT		1,175,431	1,234,113
Administrative expenses		900,053	1,512,127
		275,378	(278,014)
Other operating income		234,425	
OPERATING PROFIT/(LOSS)	3	509,803	(278,014)
Interest receivable and similar income		11,813	5,144
		521,616	(272,870)
Interest payable and similar charges	4	3,630	32,276
PROFIT/(LOSS) ON ORDINARY ACTIV BEFORE TAXATION	/ITIES	517,986	(305,146)
Tax on profit/(loss) on ordinary activities	5	3,329	(68,125)
PROFIT/(LOSS) FOR THE FINANCIAL AFTER TAXATION	YEAR	514,657	(237,021)
Dividends	6	144,000	<del>_</del>
RETAINED PROFIT/(DEFICIT) FOR THE YEAR		370,657	(237,021)

## **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current and previous years.

## TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profit for the current year and the loss for the previous year.

## BALANCE SHEET 31 December 2003

		31.12.0	03	31.12.	02
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		145,994		136,791
CURRENT ASSETS					
Stocks	8	11,232		_	
Debtors	9	861,259		758,436	
Cash at bank and in hand	,	381,315		420,568	
Cash at vank and in hand				420,500	
		1,253,806		1,179,004	
CREDITORS		1,233,800		1,175,004	
	10	1 021 220		1 220 025	
Amounts falling due within one year	10	1,031,339		1,320,935	
NET CURRENT ASSETS/(LIABILI	TIES)		222,467		(141,931)
NEI CORRENT ASSETS/(EIADIEI	I LEGy		222,407		(141,751)
TOTAL ASSETS LESS CURRENT					
LIABILITIES			368,461		(5,140)
CREDITORS					
Amounts falling due after more than	one 11		33,766		30,822
year					
			224 (05		(25.0(2)
			334,695		(35,962)
CAPITAL AND RESERVES					
Called up share capital	15		100		100
Profit and loss account	16		334,595		(36,062)
					(55,555)
SHAREHOLDERS' FUNDS	20		334,695		(35,962)

## ON BEHALF OF THE BOARD:

A H Chandler - Director

Approved by the Board on 5 · 10 · 04

## NOTES TO THE FINANCIAL STATEMENTS for the Year Ended 31 December 2003

#### 1. ACCOUNTING POLICIES

#### Accounting convention

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

The principal accounting policies of the company, which have been reviewed in accordance with FRS 18 Accounting Policies, have remained unchanged from the previous year and are set out below.

#### Turnover

Turnover derived from client representation is recognised in line with the benefits accruing to the client which is typically over the term of the contract to which it relates or in line with the contractual invoicing patterns. In the case of event management and corporate hospitality, turnover is typically recognised on completion of the related event or events. Where an annual programme of events is managed, turnover is recognised evenly over that period.

Turnover excludes value added tax and similar sales-related taxes.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Fixtures and fittings

- 20% on cost

Motor vehicles

- 20% on cost

Computer equipment

- 33.33% on cost

#### Stacke

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

## Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date except to the extent that, in the opinion of the directors, there is a reasonable probability that the timing difference will not crystallise in the foreseeable future.

### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability.

Rentals paid under operating leases are charged to the profit and loss account as incurred.

#### **Pensions**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable for the year are charged in the profit and loss account.

Page 7 continued...

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

2.	STAFF COSTS		
		31.12.03	31.12.02
		£	£
	Wages and salaries	716,016	697,794
	Social security costs	80,061	77,691
	Other pension costs	40,788	51,582
		836,865	827,067
		<del></del>	
	The average monthly number of employees during the year was as follows:		
	The average monthly mimoer of employees during the year was as follows.	31.12.03	31.12.02
			16
3.	OPERATING PROFIT/(LOSS)		
	The operating profit (2002 - operating loss) is stated after charging:		
	and observed broate (mood observed and) to parter meet standard.		
		31.12.03	31.12.02
	Other operating leases	£ 80,006	£ 66,321
	Depreciation - owned assets	34,208	26,026
	Depreciation - assets on hire purchase contracts	14,632	16,571
	Loss/(Profit) on disposal of fixed assets	4,171	(4,497)
	Auditors remuneration	12,500	12,000
	Foreign exchange differences	18,733	18,628
		==-2===	
	Directors' emoluments	250 770	427 500
	Directors' emoraneeus  Directors' pension contributions to money purchase	258,779 32,637	427,500 40,138
	schemes	32,037	40,136
	The number of directors to whom retirement benefits were accruing was as follow	/s:	
	Money purchase schemes	3	3
		<del></del>	
	Information regarding the highest paid director is as follows:		
		31.12.03	31,12.02
		£	£
	Emoluments etc	134,225	229,000
	Pension contributions to money purchase schemes	7,500	19,919
4.	INTEREST PAYABLE AND SIMILAR CHARGES		
		31.12.03	31.12.02
	Other interest psychia	£	£
	Other interest payable Hire purchase	2 620	27,223 5.053
	τιτο μαιοιασο	3,630	5,053
		3,630	32,276

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

#### TAXATION 5.

Analysis of the tax charge/(credit)  The tax charge/(credit) on the profit on ordinary activities for the year was as follows:	lows:	
	31.12.03	31.12.02
Command torre	£	£
Current tax: UK corporation tax	3,329	(73,000)
Prior period adjustment	5,525	4,875
	<del></del>	<del></del>
Total current tax	3,329	(68,125)
Tax on profit/(loss) on ordinary activities	3,329	(68,125)
Tax on promo (1055) on ordinary available	3,727	(00,125)
Factors affecting the tax charge/(credit)		
The tax assessed for the year is lower than the standard rate of corporation ta	x in the UK. Th	ne difference is
explained below:		
	31.12.03	31.12.02
	£	£
Profit/(loss) on ordinary activities before tax	517,986	(305,146)
Profit/(loss) on ordinary activities		
multiplied by the standard rate of corporation tax in the UK of 19% (2002 - 30%)	98,417	(91,544)
III die Oit of 1776 (2002 - 3079)	70,417	(71,544)
Effects of:		
Expenses not deductible for tax purposes	23,091	19,544
Marginal relief	-	(1,000)
Adjustment in respect of prior period  Group relief	(118,179)	4,875
Group rener	(110,179)	<del></del>
Current tax charge/(credit)	3,329	(68,125)
	<del></del>	
Corporation tax has been calculated at the small companies rate of 19%, taking i	nto concidentie	n that cufficient
group losses will be available for surrender.	ino consideranoi	n mai sumcient
Proud rosses were on minimum rot partolineer.		

#### 6. DIVIDENDS

Equity shares:	31.12.03 £	31.12.02 £
Dividends paid	144,000	

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

## 7. TANGIBLE FIXED ASSETS

8.

TANGED PARED PRODUC	Fixtures and fittings £	Motor vehicles £	Computer equipment £	Totals £
COST	111 224	0.5.500	C2 907	030 340
At 1 January 2003 Additions	111,334	95,599 61,500	63,807 6,459	270,740 67,959
Disposals	(4,295)	(14,827)		(19,122)
At 31 December 2003	107,039	142,272	70,266	319,577
DEPRECIATION				
At 1 January 2003	53,405	37,150	43,393	133,948
Charge for year	14,664	21,112	13,064	48,840
Eliminated on disposal	<del></del>	(9,205)		(9,205)
At 31 December 2003	68,069	49,057	56,457	173,583
NET BOOK VALUE				
At 31 December 2003	<u>38,970</u>	93,215	13,809	145,994
At 31 December 2002	57,929	58,449	20,414	136,792
Fixed assets, included in the above, which cost	are held under hire pu	rchase contracts	are as follows;	Motor vehicles
At 1 January 2003				60,675
Additions				32,000
Disposals				(14,827)
At 31 December 2003				77,848
DEPRECIATION				
At 1 January 2003				9,957
Charge for year Eliminated on disposal				14,632 (9,205)
At 31 December 2003				15,384
NET BOOK VALUE				<b>60.161</b>
At 31 December 2003				62,464
At 31 December 2002				50,718
STOCKS			31.12.03	31.12.02
Finished goods			£ 11,232	£

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

9.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
7.	DEDIVID. MINORIDE PRODUCTION OF THE PRODUCTION O	31,12.03	31.12.02
		£	£
	Trade debtors	551,287	337,499
	Amounts owed by group undertakings	-	277,354
	Other debtors	51,835	41,771
	Corporation tax debtor	6,750	6,750
	Prepayments and accrued income	251,387	95,062
		861,259	758,436
10.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
10.	CREDITORS, RETOURTS PREDERTO DOE WITHIN ONE LEAR	31,12.03	31,12.02
		£	£
	Bank loans and overdrafts (see note 12)	51,359	-
	Hire purchase contracts (see note 13)	19,046	13,785
	Trade creditors	495,415	593,643
	Amounts owed to group undertakings	3,712	540,227
	Tax Social security and other taxes	3,329 28,391	- 48,097
	Other creditors	11,571	46,097
	Directors' loan accounts	37,742	•
	Accruals and deferred income	380,774	125,183
		<del></del>	
		1,031,339	1,320,935
11.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR		
	LAR	31.12.03	31.12.02
		£	£
	Hire purchase contracts (see note 13)	33,766	30,822
		<del></del>	
12.	LOANS		
	A constitution (A) and a constitution (A) and the constitution (A) and		
	An analysis of the maturity of loans is given below:		
		31.12.03	31.12.02
		£	£
	Amounts falling due within one year or on demand:		
	Bank overdrafts	51,359	
13.	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES	}	
			Hire
			rchase
		31.12.03	ntracts 31.12.02
		51.12.05 £	\$1.12.02 £
	Net obligations repayable:	*	£
	Within one year	19,046	13,785
	Between one and five years	33,766	30,822
			<del></del>
		52,812	44,607

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

## 13. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES - continued

The following payments are committed to be paid within one year:

## Operating leases

AL ...

	Land	i and	Oti	her
	build	iings		
	31.12.03	31.12.02	31.12.03	31.12.02
	£	£	£	£
Expiring:				
Within one year	-	-	2,908	-
Between one and five years	_	_	11,431	19,742
In more than five years	55,000	55,000	-	-
<b>,</b> , , , , , , , , , , , , , , , , , ,		<del></del>	<del></del>	<del></del>
	55,000	55,000	14,339	19,742
	<del></del>		<del></del>	<del></del>
SECURED DEBTS				
The following secured debts are included wi	thin creditors:			
			31.12.03	31.12.02
			£	£
Bank overdrafts			51,359	_
Hire purchase contracts			52,812	44,607
•			<del></del>	<del></del>
			104,171	44,607

The Royal Bank of Scotland plc hold a debenture dated 1st November 1994.

MMC Investments Limited hold a deed of rent deposit dated 21st September 1998.

Monckton Properties Limited hold a rental deposit deed dated 22nd February 2002.

Assets held under hire purchase contracts and finance leases are secured on the assets to which they relate.

The Co-operative Bank plc hold a guarantee limited to £10,000 in respect of the Rugby Football League, expiring on 31st December 2005.

## 15. CALLED UP SHARE CAPITAL

14.

(31.12.02 - N	ш)		<b>==</b>	
100	Ordinary	value: £1	£ 100	£ 100
Allotted, issue	ed and fully paid: Class:	Nominal	31.12.03	31.12.02
100,000	Ordinary	value: £1	100,000	100,000
Authorised: Number:	Class:	Nominal	31.12.03	31.12,02

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2003

#### 16. RESERVES

Ducfit
Profit
and loss
account
£
(36,062)
370,657
334,595

## 17. ULTIMATE PARENT COMPANY

At 31st December 2003, the ultimate parent company is ISM Group Limited, a company registered in England & Wales.

Under the terms of an Agreement for Waiver, Hegira Plc ceased to be the ultimate parent company and controlling undertaking with effect from 6th August 2003.

At 31st December 2002, the largest and smallest group of undertakings for which group accounts have been drawn up is that headed by Sports Resource Group Plc. Copies of group financial statements can be obtained from that company's registered office.

## 18. TRANSACTIONS WITH DIRECTORS

Under the terms of an Agreement for Waiver dated 6th August 2003, A H Chandler acquired the entire share capital of the company's ultimate parent undertaking, ISM Group Limited.

By virtue of his sole shareholding and directorship in ISM Group Limited at 31st December 2003, A H Chandler is the ultimate controlling party.

A H Chandler has provided a guarantee for £35,000 to The Co-operative Bank plc in respect of the bank facility provided to the company.

#### 19. RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption in FRS 8 'Related Party Disclosures' and has not disclosed transactions with group undertakings.

Under the terms of an Agreement for Waiver dated 6th August 2003, A H Chandler became the ultimate controlling party of International Sports Management (PTY.) Limited, a company incorporated in South Africa.

At 31st December 2003, the amount owing from International Sports Management (PTY.) Limited was £49,748 (2002:£218,575).

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