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**REPORT OF THE DIRECTORS AND
FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003
FOR
ALAN BOSWELL INSURANCE BROKERS LIMITED**



ALAN BOSWELL INSURANCE BROKERS LIMITED

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FOR THE YEAR ENDED 31 MARCH 2003**

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ALAN BOSWELL INSURANCE BROKERS LIMITED

**COMPANY INFORMATION
FOR THE YEAR ENDED 31 MARCH 2003**

DIRECTORS:

A C Boswell
E N Drew
C J Gibbs
R J Graver
I L Payter
G N Steward

SECRETARY:

E N Drew

REGISTERED OFFICE:

Harbour House
126 Thorpe Road
Norwich
Norfolk
NR1 1UL

REGISTERED NUMBER:

2591252 (England and Wales)

AUDITORS:

Quinney & Company
Chartered Accountants
Registered Auditor
Bank Chambers
Market Place
Reepham
Norfolk NR10 4JJ

BANKERS:

Barclays Bank Plc
PO Box 614
20 Bank Plain
Norwich
Norfolk
NR2 4RG

ALAN BOSWELL INSURANCE BROKERS LIMITED

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2003

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

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of insurance brokers and financial advisers.

REVIEW OF BUSINESS

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

The directors consider the results and financial position to be satisfactory. On 1 December 2002 the company transferred the trade of independent financial advisers to a group company Alan Boswell & Company Limited. The board anticipate continued growth and profitability.

DIVIDENDS

An interim dividend of £100 per share was paid on 31 March 2003. The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 31 March 2003 was £100,000.

DIRECTORS

The directors during the year under review were:

A C Boswell
E N Drew
C J Gibbs
R J Graver
I L Payter
G N Steward
R K Worden

- resigned 31.12.02

The directors holding office at 31 March 2003 did not hold any beneficial interest in the issued share capital of the company at 1 April 2002 or 31 March 2003.

The interests of the directors in the parent undertaking, Alan Boswell Group Limited are shown in the financial statements of that company.

COMPANY'S POLICY ON PAYMENT OF CREDITORS

The company maintains the payment terms which have been agreed with suppliers.

At 31 March 2003 the aggregate amount owed to trade creditors, as a proportion of the aggregate amounts invoiced by suppliers during the year then ended, represent an average of 33 days credit (2002: 43 days credit).

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;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- 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.

ALAN BOSWELL INSURANCE BROKERS LIMITED

**REPORT OF THE DIRECTORS
FOR THE YEAR ENDED 31 MARCH 2003**

AUDITORS

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

ON BEHALF OF THE BOARD:



E N Drew - Secretary

Date: 25 July 2003

ALAN BOSWELL INSURANCE BROKERS LIMITED

**REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF
ALAN BOSWELL INSURANCE BROKERS LIMITED**

We have audited the financial statements of Alan Boswell Insurance Brokers Limited for the year ended 31 March 2003 on pages five to twenty. 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 March 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



Quinney & Company
Chartered Accountants
Registered Auditor
Bank Chambers
Market Place
Reepham
Norfolk NR10 4JJ

Date: 25 July 2003

ALAN BOSWELL INSURANCE BROKERS LIMITED

**PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2003**

		<u>2003</u>		<u>2002</u>	
	Notes	£	£	£	£
TURNOVER			3,283,616		2,780,937
Continuing operations		2,626,882		1,933,225	
Discontinued operations		<u>656,734</u>		<u>847,712</u>	
Net operating expenses	2		<u>3,045,975</u>		<u>2,623,674</u>
OPERATING PROFIT	4		237,641		157,263
Continuing operations		335,745		98,195	
Discontinued operations		<u>(98,104)</u>		<u>59,068</u>	
Interest receivable and similar income			<u>82,374</u>		<u>71,837</u>
			320,015		229,100
Amounts written off investments	5		<u>3,000</u>		<u>3,000</u>
			317,015		226,100
Interest payable and similar charges	6		<u>18,224</u>		<u>11,327</u>
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			298,791		214,773
Tax on profit on ordinary activities	7		<u>100,774</u>		<u>67,718</u>
PROFIT FOR THE FINANCIAL YEAR AFTER TAXATION			198,017		147,055
Dividends	8		<u>100,000</u>		<u>50,000</u>
RETAINED PROFIT FOR THE YEAR			<u>£98,017</u>		<u>£97,055</u>

TOTAL RECOGNISED GAINS AND LOSSES

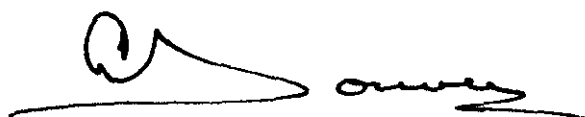
The company has no recognised gains or losses other than the profits for the current and previous years.

ALAN BOSWELL INSURANCE BROKERS LIMITED

**BALANCE SHEET
31 MARCH 2003**

		<u>2003</u>		<u>2002</u>	
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	9		48,000		57,000
Tangible assets	10		248,471		317,903
Investments	11		<u>9,000</u>		<u>12,000</u>
			305,471		386,903
CURRENT ASSETS					
Debtors	12	2,187,998		1,616,539	
Cash at bank and in hand		<u>1,717,090</u>		<u>1,607,764</u>	
		3,905,088		3,224,303	
CREDITORS					
Amounts falling due within one year	13	<u>3,699,336</u>		<u>3,160,095</u>	
NET CURRENT ASSETS			<u>205,752</u>		<u>64,208</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			511,223		451,111
CREDITORS					
Amounts falling due after more than one year	14		(53,930)		(90,817)
PROVISIONS FOR LIABILITIES AND CHARGES	18		<u>(24,627)</u>		<u>(25,645)</u>
			<u>£432,666</u>		<u>£334,649</u>
CAPITAL AND RESERVES					
Called up share capital	19		1,000		1,000
Profit and loss account	20		<u>431,666</u>		<u>333,649</u>
SHAREHOLDERS' FUNDS	24		<u>£432,666</u>		<u>£334,649</u>

ON BEHALF OF THE BOARD:



A C Boswell - Director

Approved by the Board on 25 July 2003

ALAN BOSWELL INSURANCE BROKERS LIMITED

**CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 MARCH 2003**

		<u>2003</u>		<u>2002</u>	
	Notes	£	£	£	£
Net cash inflow from operating activities	1		196,834		798,278
Returns on investments and servicing of finance	2		72,150		60,510
Taxation			(61,902)		(28,746)
Capital expenditure	2		75,402		(113,974)
Equity dividends paid			(100,000)		(50,000)
			182,484		666,068
Financing	2		(62,167)		(14,404)
Increase in cash in the period			<u>£120,317</u>		<u>£651,664</u>
<hr/>					
Reconciliation of net cash flow to movement in net funds	3				
Increase in cash in the period		120,317		651,664	
Cash outflow from decrease in debt and lease financing		<u>62,167</u>		<u>14,546</u>	
Change in net funds resulting from cash flows			182,484		666,210
New finance leases			<u>(13,654)</u>		<u>(19,050)</u>
Movement in net funds in the period			168,830		647,160
Net funds at 1 April			<u>1,454,810</u>		<u>807,650</u>
Net funds at 31 March			<u>£1,623,640</u>		<u>£1,454,810</u>

The notes form part of these financial statements

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 MARCH 2003**

1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

Year ended 31 March 2003

	Continuing £	Discontinued £	Total £
Operating profit	335,745	(98,104)	237,641
Depreciation charges	93,220	100,402	193,622
Profit on disposal of fixed assets	(3,603)	-	(3,603)
Increase in debtors	(571,459)	-	(571,459)
Increase in creditors	<u>340,633</u>	<u>-</u>	<u>340,633</u>
Net cash inflow from continuing operating activities	194,536		
Net cash inflow from discontinued operating activities		<u>2,298</u>	
Net cash inflow from operating activities			<u><u>196,834</u></u>

Year ended 31 March 2002

	Continuing £	Discontinued £	Total £
Operating profit	98,195	59,068	157,263
Depreciation charges	87,481	28,111	115,592
Profit on disposal of fixed assets	(2,492)	-	(2,492)
Increase in debtors	(217,712)	-	(217,712)
Increase in creditors	<u>745,627</u>	<u>-</u>	<u>745,627</u>
Net cash inflow from continuing operating activities	711,099		
Net cash inflow from discontinued operating activities		<u>87,179</u>	
Net cash inflow from operating activities			<u><u>798,278</u></u>

2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2003 £	2002 £
Returns on investments and servicing of finance		
Interest received	82,374	71,837
Interest paid	(7,200)	(7,712)
Interest element of hire purchase payments	<u>(3,024)</u>	<u>(3,615)</u>
Net cash inflow for returns on investments and servicing of finance	<u><u>72,150</u></u>	<u><u>60,510</u></u>
Capital expenditure		
Purchase of intangible fixed assets	(73,509)	(40,000)
Purchase of tangible fixed assets	(99,704)	(90,624)
Sale of intangible fixed assets	173,333	-
Sale of tangible fixed assets	<u>75,282</u>	<u>16,650</u>
Net cash inflow/(outflow) for capital expenditure	<u><u>75,402</u></u>	<u><u>(113,974)</u></u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 MARCH 2003**

2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT - continued

	2003 £	2002 £
Financing		
New loans in year	-	50,000
Loan repayments in year	(23,832)	(18,411)
Capital repayments in year	<u>(38,335)</u>	<u>(45,993)</u>
Net cash outflow from financing	<u>(62,167)</u>	<u>(14,404)</u>

3. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.4.02 £	Cash flow £	Other non-cash changes £	At 31.3.03 £
Net cash:				
Cash at bank and in hand	1,607,764	109,326		1,717,090
Bank overdraft	<u>(10,991)</u>	<u>10,991</u>		<u>-</u>
	<u>1,596,773</u>	<u>120,317</u>		<u>1,717,090</u>
Debt:				
Hire purchase	(51,603)	38,335	(13,654)	(26,922)
Debts falling due within one year	(21,312)	-	-	(21,312)
Debts falling due after one year	<u>(69,048)</u>	<u>23,832</u>	<u>-</u>	<u>(45,216)</u>
	<u>(141,963)</u>	<u>62,167</u>	<u>(13,654)</u>	<u>(93,450)</u>
Total	<u>1,454,810</u>	<u>182,484</u>	<u>(13,654)</u>	<u>1,623,640</u>

4. ACQUISITION OF BUSINESS

Net Assts Acquired:

31.3.2003

Goodwill and intellectual property
Work in progress

246,842
3,831

250,673

Satisfied by:

Cash
Deferred consideration

77,340
173,333

ALAN BOSWELL INSURANCE BROKERS LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2003

1. ACCOUNTING POLICIES

Accounting convention

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

Turnover

Turnover represents general commissions which are recognised in the Profit and Loss Account once the policy premium has been remitted to the insurance company and investment commission which is recognised when received.

Goodwill

Goodwill, being the amount paid in connection with the acquisition of unincorporated general insurance businesses in 1994, 1999, 2000 and 2001, is being written off evenly over its estimated useful life of ten years.

Goodwill acquired in 2002 in respect of a financial services business, was being written off evenly over its estimated useful life of three years, prior to its disposal to a group undertaking.

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.

Improvements to property	- 5% on cost
Plant and machinery	- 20% on cost
Fixtures and fittings	- 20% on cost
Motor vehicles	- 25% on cost

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 various defined contribution pension schemes for directors and staff, the assets of which are held separately from the assets of the company. Contributions payable for the year are charged in the profit and loss account.

Investments

The cost of the investment in the subsidiary is being written off evenly over ten years.

Financial Reporting Standard Number 8

Exemption has been taken from related party disclosures on the grounds that the company is a wholly owned subsidiary of Alan Boswell Group Limited and such disclosure is contained within the consolidated financial statements of the group.

Deferred taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

2. ANALYSIS OF OPERATIONS

	Continuing £	2003 Discontinued £	Total £
Net operating expenses:			
Other operating income	(7,355)	(3,019)	(10,374)
Staff costs (see note 3)	1,565,232	512,247	2,077,479
Depreciation	89,617	100,402	190,019
Other operating charges	<u>643,643</u>	<u>145,208</u>	<u>788,851</u>
	<u>2,291,137</u>	<u>754,838</u>	<u>3,045,975</u>

	Continuing £	2002 Discontinued £	Total £
Net operating expenses:			
Staff costs (see note 3)	1,262,356	590,020	1,852,376
Depreciation	84,989	28,111	113,100
Other operating charges	<u>487,685</u>	<u>170,513</u>	<u>658,198</u>
	<u>1,835,030</u>	<u>788,644</u>	<u>2,623,674</u>

3. STAFF COSTS

	2003 £	2002 £
Wages and salaries	1,801,427	1,591,296
Social security costs	170,330	167,312
Other pension costs	<u>105,722</u>	<u>93,768</u>
	<u>2,077,479</u>	<u>1,852,376</u>

The average monthly number of employees during the year was as follows:

	2003	2002
Directors	7	7
Employees	<u>70</u>	<u>61</u>
	<u>77</u>	<u>68</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

4. OPERATING PROFIT

The operating profit is stated after charging/(crediting):

	2003	2002
	£	£
Hire of plant and machinery	1,821	2,399
Depreciation - owned assets	81,264	69,801
Depreciation - assets on hire purchase contracts	29,849	36,791
Profit on disposal of fixed assets	(3,603)	(2,492)
Goodwill written off	82,509	9,000
Auditors remuneration	5,946	5,229
Operating lease rentals:-		
Property	<u>45,584</u>	<u>52,048</u>
 Directors' emoluments	 531,832	 580,464
Directors' pension contributions to money purchase schemes	<u>57,848</u>	<u>67,900</u>

The number of directors to whom retirement benefits were accruing was as follows:

Money purchase schemes	<u>7</u>	<u>7</u>
------------------------	----------	----------

Information regarding the highest paid director is as follows:

	2003	2002
	£	£
Emoluments etc	112,391	115,123
Pension contributions to money purchase schemes	<u>15,000</u>	<u>13,150</u>

5. AMOUNTS WRITTEN OFF INVESTMENTS

	2003	2002
	£	£
Amortisation of investment	<u>3,000</u>	<u>3,000</u>

6. INTEREST PAYABLE AND SIMILAR CHARGES

	2003	2002
	£	£
Bank interest	314	320
Loan interest	14,886	7,392
Hire purchase	<u>3,024</u>	<u>3,615</u>
	<u>18,224</u>	<u>11,327</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

7. TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows:

	2003 £	2002 £
Current tax:		
UK corporation tax	101,792	61,827
Corporation tax adjustment relating to prior years	<u>-</u>	<u>(2,151)</u>
Total current tax	101,792	59,676
Deferred taxation	<u>(1,018)</u>	<u>8,042</u>
Tax on profit on ordinary activities	<u><u>100,774</u></u>	<u><u>67,718</u></u>

UK corporation tax has been charged at 29.74% (2002 - 27.03%).

Factors affecting the tax charge

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2003 £	2002 £
Profit on ordinary activities before tax	<u>298,791</u>	<u>214,773</u>
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 30% (2002 - 30%)	89,637	64,432
Effects of:		
Marginal rate	(899)	(6,782)
Expenses not deductible for tax purposes	8,207	5,460
Depreciation in excess of capital allowances	4,809	(2,183)
Amortisation of investment	900	900
Overprovision in respect of previous years	-	(2,151)
Capital apportionment from trust	<u>(862)</u>	<u>-</u>
Current tax charge	<u><u>101,792</u></u>	<u><u>59,676</u></u>

8. DIVIDENDS

	2003 £	2002 £
Equity shares:		
Interim dividends on ordinary shares	<u>100,000</u>	<u>50,000</u>
	<u><u>100,000</u></u>	<u><u>50,000</u></u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

9. INTANGIBLE FIXED ASSETS

	Goodwill £
COST:	
At 1 April 2002	90,000
Additions	246,842
Disposals	<u>(246,842)</u>
At 31 March 2003	<u>90,000</u>
AMORTISATION:	
At 1 April 2002	33,000
Charge for year	82,509
Eliminated on disposal	<u>(73,509)</u>
At 31 March 2003	<u>42,000</u>
NET BOOK VALUE:	
At 31 March 2003	<u>48,000</u>
At 31 March 2002	<u>57,000</u>

10. TANGIBLE FIXED ASSETS

	Improvements to property £	Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Totals £
COST:					
At 1 April 2002	60,668	104,713	350,178	81,975	597,534
Additions	-	2,764	79,120	31,474	113,358
Disposals	<u>-</u>	<u>-</u>	<u>(72,798)</u>	<u>(60,025)</u>	<u>(132,823)</u>
At 31 March 2003	<u>60,668</u>	<u>107,477</u>	<u>356,500</u>	<u>53,424</u>	<u>578,069</u>
DEPRECIATION:					
At 1 April 2002	12,402	55,973	168,826	42,428	279,629
Charge for year	3,033	17,495	71,228	19,357	111,113
Eliminated on disposal	<u>-</u>	<u>-</u>	<u>(28,637)</u>	<u>(32,507)</u>	<u>(61,144)</u>
At 31 March 2003	<u>15,435</u>	<u>73,468</u>	<u>211,417</u>	<u>29,278</u>	<u>329,598</u>
NET BOOK VALUE:					
At 31 March 2003	<u>45,233</u>	<u>34,009</u>	<u>145,083</u>	<u>24,146</u>	<u>248,471</u>
At 31 March 2002	<u>48,266</u>	<u>48,740</u>	<u>181,352</u>	<u>39,547</u>	<u>317,905</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

10. TANGIBLE FIXED ASSETS - continued

Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

	Fixtures and fittings £	Motor vehicles £	Totals £
COST:			
At 1 April 2002	90,331	61,300	151,631
Additions	-	17,474	17,474
Disposals	-	(31,450)	(31,450)
Transfer to ownership	<u>(14,200)</u>	<u>-</u>	<u>(14,200)</u>
At 31 March 2003	<u>76,131</u>	<u>47,324</u>	<u>123,455</u>
DEPRECIATION:			
At 1 April 2002	40,649	26,625	67,274
Charge for year	15,226	14,623	29,849
Eliminated on disposal	-	(18,004)	(18,004)
Transfer to ownership	<u>(6,390)</u>	<u>-</u>	<u>(6,390)</u>
At 31 March 2003	<u>49,485</u>	<u>23,244</u>	<u>72,729</u>
NET BOOK VALUE:			
At 31 March 2003	<u>26,646</u>	<u>24,080</u>	<u>50,726</u>
At 31 March 2002	<u>49,682</u>	<u>34,675</u>	<u>84,357</u>

11. FIXED ASSET INVESTMENTS

	Unlisted investments £
COST:	
At 1 April 2002 and 31 March 2003	<u>30,000</u>
PROVISIONS:	
At 1 April 2002	18,000
Provision for year	<u>3,000</u>
At 31 March 2003	<u>21,000</u>
NET BOOK VALUE:	
At 31 March 2003	<u>9,000</u>
At 31 March 2002	<u>12,000</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

11. FIXED ASSET INVESTMENTS - continued

The company's investments at the balance sheet date in the share capital of companies include the following:

Norvic Insurance Services Limited

Nature of business: Dormant company

	%		
Class of shares:	holding		
Ordinary	100.00		
		2003	2002
		£	£
Aggregate capital and reserves		<u>55</u>	<u>55</u>

12. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2003	2002
	£	£
Trade debtors	1,848,944	1,453,145
Other debtors	-	3,600
Amounts owed by group undertakings	319,121	133,823
Prepayments	<u>19,933</u>	<u>25,971</u>
	<u>2,187,998</u>	<u>1,616,539</u>

13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2003	2002
	£	£
Bank loans and overdrafts (see note 15)	-	10,991
Other loans (see note 15)	21,312	21,312
Hire purchase contracts (see note 16)	18,208	29,834
Trade creditors	23,839	57,836
Insurance company creditors	3,017,564	2,695,853
Taxation	101,717	61,827
Social security and other taxes	37,853	58,212
Other creditors	189,600	67,591
Amounts owed to group undertakings	55	55
Accrued expenses	<u>289,188</u>	<u>156,584</u>
	<u>3,699,336</u>	<u>3,160,095</u>

14. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	2003	2002
	£	£
Other loans (see note 15)	45,216	69,048
Hire purchase contracts (see note 16)	<u>8,714</u>	<u>21,769</u>
	<u>53,930</u>	<u>90,817</u>

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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

15. LOANS

An analysis of the maturity of loans is given below:

	2003 £	2002 £
Amounts falling due within one year or on demand:		
Bank overdrafts	-	10,991
Loan from directors' pension scheme	<u>21,312</u>	<u>21,312</u>
	<u>21,312</u>	<u>32,303</u>
 Amounts falling due between one and two years:		
Loan from directors' pension scheme	<u>21,312</u>	<u>21,312</u>
 Amounts falling due between two and five years:		
Loan from directors' pension scheme	<u>23,904</u>	<u>47,736</u>

16. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	2003 £	2002 £
	Hire purchase contracts	
Gross obligations repayable:		
Within one year	19,696	33,192
Between one and five years	<u>9,158</u>	<u>23,569</u>
	<u>28,854</u>	<u>56,761</u>
 Finance charges repayable:		
Within one year	1,488	3,358
Between one and five years	<u>444</u>	<u>1,800</u>
	<u>1,932</u>	<u>5,158</u>
 Net obligations repayable:		
Within one year	18,208	29,834
Between one and five years	<u>8,714</u>	<u>21,769</u>
	<u>26,922</u>	<u>51,603</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
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16. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES - continued

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

	2003 £	Land and buildings operating leases 2002 £
Expiring:		
Within one year	-	1,000
In more than five years	<u>45,000</u>	<u>45,000</u>
	<u>45,000</u>	<u>46,000</u>

17. SECURED DEBTS

The following secured debts are included within creditors:

	2003 £	2002 £
Hire purchase contracts	<u>26,922</u>	<u>51,603</u>

Hire purchase obligations are secured on the assets acquired.

18. PROVISION FOR LIABILITIES AND CHARGES

	2003 £	2002 £
Deferred taxation		
Accelerated capital allowances	<u>24,627</u>	<u>25,645</u>

	Deferred tax £
Balance at 1 April 2002	25,645
Profit and loss	<u>(1,018)</u>
Balance at 31 March 2003	<u>24,627</u>

19. CALLED UP SHARE CAPITAL

Authorised, allotted, issued and fully paid:

Number:	Class:	Nominal value:	2003 £	2002 £
1,000	Ordinary	£1	<u>1,000</u>	<u>1,000</u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

20. RESERVES

	Profit and loss account £
At 1 April 2002	333,649
Retained profit for the year	<u>98,017</u>
At 31 March 2003	<u><u>431,666</u></u>

21. ULTIMATE PARENT COMPANY

The ultimate parent company is Alan Boswell Group Limited, a company incorporated in England.

22. TRANSACTIONS WITH DIRECTORS

Anglian Business Services Limited a company in which E N Drew is a director was contracted to provide accountancy services during the year. The fee for these services was £21,441 (2002: £17,841).

23. RELATED PARTY DISCLOSURES

The property from which the company trades is owned by Alan Boswell Insurance Brokers Limited (1999) Pension Fund. The pension fund is a small self administered pension scheme, whose members are the directors A C Boswell, E N Drew, I L Payter and G N Steward. These persons are also trustees of the scheme. The lease agreement with the company is for a ten year period at an annual rental of £45,000, expiring in April 2009.

On 20 March 2001 the scheme loaned the company £50,000 repayable by instalments over five years. Further loans of £25,000 were advanced in November 2001 and March 2002, repayable by instalments in five and four years respectively. Interest is being charged at 3% above bank base rate. Balances outstanding at the year end date amounted to £66,528 (2002:£90,360) as shown in note 14 to the financial statements.

On 1 December 2002 the company transferred its trade as independent financial advisers to a group company, Alan Boswell & Company Limited. Consideration for the disposal comprised of £173,333 in respect of goodwill and £51,494 for tangible fixed assets at net book value less hire purchase liabilities.

The company is under the immediate control of Alan Boswell Group Limited which owns 100% of the company's issued share capital. The company is ultimately controlled by A C Boswell who holds 50% of the issued share capital of Alan Boswell Group Limited.

24. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2003 £	2002 £
Profit for the financial year	198,017	147,055
Dividends	<u>(100,000)</u>	<u>(50,000)</u>
Net addition to shareholders' funds	98,017	97,055
Opening shareholders' funds	<u>334,649</u>	<u>237,594</u>
Closing shareholders' funds	<u><u>432,666</u></u>	<u><u>334,649</u></u>
Equity interests	<u><u>432,666</u></u>	<u><u>334,649</u></u>

ALAN BOSWELL INSURANCE BROKERS LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2003**

25. ACQUISITION OF TRADE

During the year the company acquired an unincorporated trade as follows:

Date	Business Acquired	Consideration	Goodwill and intellectual property
26 April 2002	Financial planning business of Eversheds Norwich	£250,673	£246,842

Assets acquired:

	Book value and fair value
Work in progress	£3,831

When the company transferred its financial services trade to a group company on 1 December 2002 this acquisition was included in the discontinued activities. During the period of trade from acquisition to disposal however the directors believe that the contribution to turnover was in the region of £199,300 and the business generated a loss of approximately £67,100.