Company number: 04463394

THE OPS ROOM LIMITED
FINANCIAL STATEMENTS
31 DECEMBER 2003



Baker Tilly
Chartered Accountants
The Clock House
140 London Road
Guildford
Surrey GU1 1UW

#### **DIRECTORS AND OFFICERS**

#### **DIRECTORS**

S J Woodward

S Millington

G A Tyler

#### **SECRETARY**

G A Tyler

#### **REGISTERED OFFICE**

7-9 Swallow Street London W1B 4DT

#### **AUDITORS**

Baker Tilly Chartered Accountants The Clock House 140 London Road Guildford Surrey GU1 1UW

#### **DIRECTORS' REPORT**

The directors submit their first report and financial statements of The Ops Room Limited for the year ended 31 December 2003.

#### PRINCIPAL ACTIVITIES

The principal activity of the company during the year was campaign event management.

#### REVIEW OF THE BUSINESS AND FUTURE DEVELOPMENTS

The Directors are pleased with the results for the financial year ended 31 December 2003.

#### RESULTS AND DIVIDENDS

The trading profit for the year after taxation was £52,366 (2002: £24,721).

Dividends on preference shares of £3,500 were paid in the year.

The directors do not recommend payment of an ordinary dividend.

#### DIRECTORS

The following directors have held office since 1 January 2003:-

S J Woodward

S Millington

G A Tyler

#### **DIRECTORS' INTERESTS IN SHARES**

None of the directors have any interests in the shares of the company. The interest of the directors in the share capital of the holding company, Moonriver Group Limited, are set out in the directors report of that company.

#### **AUDITORS**

A resolution to reappoint Baker Tilly, Chartered Accountants will be put to the members at the annual general meeting.

By order of the board

Secretary

G A Tyler

31 August 2004

### DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

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:

- a. select suitable accounting policies and then apply them consistently;
- b. make judgements and estimates that are reasonable and prudent;
- c. 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 requirements of 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.

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE OPS ROOM LIMITED

We have audited the financial statements on pages 5 to 15.

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

The directors' responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities.

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 Directors' Report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read other information contained in the Annual Report and consider whether it is consistent with the audited financial statements. This other information comprises only the Directors' Report. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

#### BASIS OF OPINION

We conducted our audit in accordance with 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 affairs of the company at 31 December 2003 and of the profit of the company for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

BAKÉR TILLY

Registered Auditor Chartered Accountants The Clock House 140 London Road Guildford Surrey GU1 1UW

## PROFIT AND LOSS ACCOUNT for the year ended 31 December 2003

	Notes	Year ended 31 December 2003	Period ended 31 December 2002
TURNOVER	1	3,363,317	729,330
Cost of Sales		(2,567,626)	(500,596)
Gross profit		795,691	228,734
Other operating expenses (net)	2	(717,945)	(199,524)
OPERATING PROFIT		77,746	29,210
Interest payable	3	(13,003)	(4,513)
Interest receivable		1,052	24
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	4	65,795	24,721
Taxation	6	13,429	-
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		52,366	24,721
Dividends	7	(3,500)	-
RETAINED PROFIT FOR THE YEAR/PERIOD	15	£ 48,866	£ 24,721

The operating profit for the year arises from the company's continuing operations.

No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses have been dealt with in the Profit and Loss Account.

#### **BALANCE SHEET 31 December 2003**

	Notes	2003	2002
FIXED ASSETS			
Goodwill	8	494,510	527,791
Tangible assets	9	7,792	122,770
		502,302	650,561
CURRENT ASSETS			
Work in progress	10	49,069	2,453
Debtors	11	580,215	475,271
Cash at bank and in hand		108,203	252,384
		737,487	730,108
CREDITORS			
Amounts falling due within one year	12	(480,117)	(534,520)
NET CURRENT ASSETS		257,370	195,588
TOTAL ASSETS LESS CURRENT LIABILITIES		759,672	846,149
CREDITORS			
Amounts falling due in more than one year	13	(585,085)	(720,458)
than one year		£ 174,587	£ 125,691
CAPITAL AND RESERVES	1.4	1 000	070
Called up share capital	14	1,000	970
Preference shares	14	100,000	100,000
Profit and loss account	15	73,587	24,721
SHAREHOLDERS' FUNDS	16	£ 174,587	£ 125,691

Approved by the board on 31 August 2004

S J Woodward Director

#### Financial statements for the year ended 31 December 2003

#### **ACCOUNTING POLICIES**

#### BASIS OF ACCOUNTING

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

#### WORK IN PROGRESS

Work in progress is valued at the lower of cost and net realisable value. Cost of work in progress includes overheads appropriate to the stage of development. Net realisable value is based upon estimated selling price less further costs expected to be incurred to completion and disposal.

#### TANGIBLE FIXED ASSETS

Fixed assets are stated at historical cost less depreciation.

Depreciation is provided on all tangible fixed assets other than freehold land at rates calculated to write each asset down to its estimated residual value over its expected useful life, as follows:-

Fixtures and fittings Computer equipment Motor vehicles over 5 to 10 years over 4 to 5 years 25% reducing balance

#### LEASED ASSETS

Where assets are financed by leasing agreements that give rights approximating to ownership ("finance leases"), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the profit and loss account in proportion to the remaining balance outstanding.

All other leases are "operating leases" and the annual rentals are charged to the profit and loss on a straight line basis over the lease term.

#### Financial statements for the year ended 31 December 2003

#### **ACCOUNTING POLICIES**

#### **DEFERRED TAXATION**

Deferred tax is recognised in respect of all 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. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

#### **TURNOVER**

Turnover represents the invoiced value, net of Value Added Tax, of goods sold and services provided to customers.

#### PURCHASED GOODWILL

Goodwill representing the excess of the purchase price compared with the fair value of net assets acquired is capitalised and written off evenly over 20 years as in the opinion of the directors this represents the period over which the goodwill is effective.

#### PENSION CONTRIBUTIONS

The pension costs charged in the financial statements represent the contributions payable by the company during the year.

### 1. TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

The company's turnover and profit before taxation were all derived from its principal activity, performed solely in the United Kingdom.

2.	OTHER OPERATING EXPENSES (NET)		Period ended 31 December 2002
	Administration expenses	£ 717,945	£ 199,524
3.	INTEREST PAYABLE		
	Bank interest Interest on finance leases	194 12,809	750 3,763
		£ 13,003	£ 4,513
4.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		
	Profit on ordinary activities before taxation is stated after charging:		
	Depreciation - owned assets leased assets	3,098	8,781 9,372
	Auditor's remuneration Operating lease rentals:	2,500	1,950
	land and buildings	138,436	35,174
	plant and motor vehicles	1,672	418

The auditors remuneration is paid by the parent company. It is rechargeable as part of the management charge.

#### 5. EMPLOYEES

The average monthly number of persons	No.	No.
(including directors) employed by the		
company since the commencement of trade was:		
Production	52	52
Administration	5	3
	57	55
	_	

5.	EMPLOYEES (Continued)	Year ended 31 December 2003	Period ended 31 December 2002
	Staff costs for the above persons:		
	Wages and salaries	1,131,132	291,367
	Social security costs	106,682	27,519
	Pension costs	10,737	2,199
		£ 1,248,551	£ 321,085
	The directors received no remuneration during the year	(2002: £Nil).	
		Year ended	Period ended
6.	TAXATION	31 December 2003	31 December 2002
	Current tax:		
	UK corporation tax on profits of period	13,429	-
	Deferred tax:		
	Origination and reversal of timing differences	-	-
	Tax on profit on ordinary activities	£ 13,429	£
	Factors affecting tax charge for the period	<del></del>	
	The tax assessed for the period varies from the standard rate of corporation tax 19% (2002: 30%) as explained below:		
	Profit on ordinary activities before tax	65,795	24,721
	Profit on ordinary activities multiplied by the		
	standard rate of corporation tax 19% (2002: 30%)	12,501	7,416
	Effects of:		
	Capital allowances in excess of depreciation	1,593	(13,364)
	Tax losses surrendered under group relief	-	5,956
	Other tax adjustment	(665)	_
	Rate adjustment	-	(8)
	Current tax charge for the period	£ 13,429	£

		2003	2002
7.	DIVIDENDS		
	Preference dividend paid	£ 3,500	£
8.	PURCHASED GOODWILL		Total £
	Cost:		
	At 1 January 2003		534,434
	Revision to original calculation		(6,907)
	At 31 December 2003		527,527
	Amortisation:		
	At 1 January 2003		6,643
	Charge in the year		26,374
	At 31 December 2003		33,017
	Net book value:	•	<del></del>
	At 31 December 2003		£ 494,510
	At 31 December 2002		£ 527,791

The calculation of goodwill has been revised in respect of the following:

- 1) Professional costs not accrued at 31 December 2002 of £7,449.
- 2) Reduction in value of deferred consideration of £14,356.

9.	TANGIBLE FIXED ASSETS				
		Motor.		Fixtures	
		Vehicles	Equipment	and fittings	TOTAL
	Cost:			_	
	At 1 January 2003	46,719	836,042	10,352	893,113
	Additions	-	437	-	437
	Disposals	(15,863)		(6,127)	(21,990)
	Transfer to Parent Company	•	(836,479)		(836,479)
	31 December 2003	30,856	_	4,225	35,081
	Depreciation:				
	At 1 January 2003	35,763	729,948	4,631	770,342
	Charge in the year	2,486	_	612	3,098
	Disposals	(13,335)	-	(2,868)	(16,203)
	Transfer to Parent Company	-	(729,948)	-	(729,948)
	31 December 2003	24,914		2,375	27,289
	Net book value:				
	31 December 2003	5,942	_	1,850	7,792
	31 December 2002	10,956	106,904	5,691	£ 122,771

The net book value of equipment held under finance lease and hire purchase agreements was £Nil (2002: £62,211). All equipment held under finance lease was transferred to Moonriver Group Limited during the year at net book value.

10.	STOCKS AND WORK IN PROGRESS	2003	2002
	Work in progress	49,069	£ 2,453
11.	DEBTORS  Description and answers	2003	2002
	Due within one year: Trade debtors	526,691	404,357
	Other debtors	717	382
	Prepayments and accrued income	52,807	70,532
		£ 580,215	£ 475,271

12.	CREDITORS	2003	2002
	Amounts falling due within one year:		
	Payments received on account	77,688	-
	Trade creditors	92,568	129,101
	Corporation tax	13,429	-
	Other taxation and social security costs	131,297	139,262
	Finance leases	15,066	33,285
	Other creditors	97,891	207,449
	Accruals and deferred income	52,178	25,423
		£ 480,117	£ 534,520
13.	CREDITORS	2003	2002
	Amounts falling due		
	in more than one year:		
	Amounts due to group companies	576,866	547,173
	Other creditors	-	150,000
	Finance leases	8,219	23,285
		£ 585,085	£ 720,458
		-	<del></del>
	Finance lease amounts repayable by instalments falling due:		
	within one to two years	8,219	15,066
	within two to five years	-	8,219
		£ 8,219	£ 23,285
			,

The assets held under the finance leases were transferred to Moonriver Group Limited during the year.

# THE OPS ROOM LIMITED NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 December 2003

14.	SHARE CAPITAL	2003	2002
	Authorised:		
	1,000 ordinary shares of £1 each	1,000	1,000
	100,000 3.5% cumulative preference shares of £1 each	100,000	100,000
		£ 101,000	£ 101,000
	Allotted, issued and fully paid:		
	100 ordinary shares of £1 each	1,000	970
	100,000 3.5% preference shares of £1 each	100,000	100,000
		£ 101,000	£ 100,970

During the year 30 ordinary £1 shares were allotted at par.

All of the ordinary shares carry equal voting rights. The preference shares do not confer voting rights and are redeemable on or after 30 September 2008. 3.5% interest is payable on them from 1 January 2003. On winding up, they rank ahead only of the ordinary shares and will be repaid at par.

15.	PROFIT AND LOSS ACCOUNT	2003	2002
	1 January 2003	24,721	-
	Profit for the year	48,866	24,721
	31 December 2003	£ 73,587	£ 24,721
16.	RECONCILIATION OF MOVEMENT IN		
	SHAREHOLDERS' FUNDS	2003	2002
	Issue of shares	30	100,970
	Retained profit for the year	48,866	24,721
	Opening shareholders' funds	125,691	-
	Closing shareholders' funds	£ 174,587	£ 125,691
	Equity shareholders	74,587	25,691
	Non-equity shareholders	100,000	100,000
		£ 174,587	£ 125,691
			<del></del>

#### NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2003

17.	COMMITMENTS UNDER OPERATING LEASES			
	At 31 December 2003 the company had annual commitments under non-cancellable operating leases as follows:		2003	2002
	Equipment and vehicles: expiring within one year expiring between 2 and 5 years:		1,672	- 1,672
	exprining octaves 2 and 5 years.	£	1,672	£ 1,672
	Land buildings: expiring between 2 and 5 years: Over 5 years		124,700	16,000 124,700
			124,700	£ 140,700
18.	PENSION COMMITMENTS Defined contribution		2003	2002
	Contributions payable by the company for the year		£ 10,737	£ 2,199

#### 19. **CONTINGENT LIABILITIES**

The company has given an unlimited composite cross guarantee in respect of the bank borrowings in its parent company amounting to £243,750 at 31 December 2003 (2002: £379,014).

#### 20. HOLDING COMPANY AND CONTROLLING PARTY

The company's parent undertaking and ultimate controlling party is Moonriver Group Limited, which is incorporated in England. Copies of the group consolidated financial statements can be obtained from Companies House.

### 21. TRANSACTIONS WITH DIRECTORS AND RELATED PARTY TRANSACTIONS

During the year The Ops Room Limited entered into the following transactions with Moonriver Group Limited, it's ultimate holding company.

Moonriver Group Limited billed The Ops Room Limited £826,984 (2002: £128,325) for costs incurred on behalf of The Ops Room Limited and £175,392 (2002: £43,848) in respect of management charges. At the year end £531,866 (2002: £547,173) was owed to Moonriver Group Limited.

Fixed asset equipment, held under finance leases, was transferred to Moonriver Group Limited during the year at the net book value of £106,531.