

# **BAYV Investments Limited**

## **Annual report for the year ended 31 March 2012**

Registered number 6312708



# **BAYV Investments Limited**

## **Annual report for the year ended 31 March 2012**

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# **BAYV Investments Limited**

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## **Officers and professional advisors**

### **Directors**

Mr G Clarke  
Mr A Hill

### **Company secretary**

Mr P Jones

### **Registered office**

Kingsway Buildings  
Bridgend Industrial Estate  
Bridgend  
CF31 3RY

### **Bankers**

Barclays Bank PLC

### **Solicitors**

MacFarlanes LLP

### **Auditors**

PricewaterhouseCoopers LLP  
One Kingsway  
Cardiff  
CF10 3PW

## **Directors' report for the year ended 31 March 2012**

The directors present their report and the audited consolidated financial statements for the year to 31 March 2012

### **Principal activities**

The principal activities of the group are the retailing and servicing of electrical appliances and other household goods along with operating as financiers. The principal activities of the company are that of a holding company.

### **Review of business and future developments**

The group incurred a net loss of £6.7m during the year against a profit of £1.4m in the prior year. This was primarily driven by a reduction in the level of turnover, adversely impacting margins. In addition the group incurred exceptional costs during the year connected with the restructuring and refinancing of its operations and its banking facilities.

As indicated in last year's report, the group, in common with much of the UK economy, faced difficult trading conditions. During the year we successfully completed the development of the new advanced hand held technology and the new GPRS meter. This new technology began to be rolled out during the year and although a beneficial impact has been obtained, it was not sufficient to abate the underperformance in the year.

### **Review of the principal risks and uncertainties**

The directors are of the view that the principal risks that the group's business faces are the current difficult economic situation with continuing pressure on household budgets as a result of the increase in household costs such as travel and utilities and the threat of increasing unemployment. These factors may potentially impact the group's ability to maintain and grow its retail volumes and impact on the level of arrears.

### **Subsequent events**

On 26 October 2012 Rutland Partners LLP, through its investment fund Rutland Fund II, completed the acquisition of BAYV Investments Limited from a syndicate of banks that had previously controlled the Buy As You View Group. The senior management team, led by Adrian Hill (Chairman) and Graham Clarke (CEO) will remain with the business and are investing alongside Rutland. Over recent years the business has made a partial recovery helped in part by improved controls and by significant developments in new smart meter payment collections technology. The strategy is to complete the turnaround through the roll-out of the new smart meters across the network and to fund controlled growth in customer numbers managed through the existing regional network.

Rutland's acquisition of the Buy As You View Group gives the business much needed stability and a firm financial base on which it can return to controlled growth. The group's third party debt has been extinguished and has been replaced by £34.0m of loan notes due to Rutland and management. The group now has the resources to drive forward a programme of developing new technology and more efficient, sophisticated services for customers. The directors are committed to continuing to grow the business from its strong base in South Wales and have ambitious plans to build on the existing loyal customer base, reaching out into more communities and continuing the evolution of its product range and service offer.

**Directors' report  
for the year ended 31 March 2012 (continued)****Key performance indicators**

The board monitors the performance of the group by reference to gross profit, operating profit and profit on ordinary activities before taxation

	2012	2011
Gross profit %	74.2%	71.4%
Operating (loss) / profit %	(7.2%)	6.4%
(Loss) / profit on ordinary activities before taxation	(£6,916,171)	£2,044,116

**Dividends and transfers to reserves**

The results for the financial year are shown on page 7 of the financial statements

The directors do not recommend the payment of a dividend in respect of the year ended 31 March 2012 (2011: £nil) and that the profit for the financial year be transferred to reserves

**Financial risk management**

The group's operations expose it to a variety of financial risks that include the effects of changes in credit risk, liquidity risk and interest rate risk. The group has in place a risk management programme that seeks to limit the adverse effects on the financial performance of the group by monitoring levels of debt finance and the related finance costs.

Given the size of the group, the directors have delegated the responsibility of monitoring financial risk management to a sub-committee that includes members of the board and independent consultants. The policies set by the sub-committee are implemented by the company's management team.

**Price risk**

The group is exposed to price risk as a result of its operations. However, given the size of the group's operations, the costs of managing exposure to price risk exceed any potential benefits. The directors will revisit the appropriateness of this policy should the group's operations change in size or nature.

**Credit risk**

The group has implemented policies that require appropriate credit checks on potential customers before sales are made.

**Liquidity risk**

The group actively maintains a mixture of long-term and short-term debt finance that is designed to ensure the group has sufficient available funds for operations and sales.

**Interest rate cash flow risk**

The group has both interest bearing assets and interest bearing liabilities. Interest bearing assets include only loans to customers, all of which earn interest at a fixed rate. The group's existing debt is at a fixed margin above LIBOR. The directors will revisit the appropriateness of their exposure to interest rate risks should the group's operations change in size or nature.

**Directors' report  
for the year ended 31 March 2012 (continued)****Employees**

BAYV is committed to attracting, developing and retaining the very best of employees. We do this by offering competitive remuneration packages, a definitive career path and a working environment that gives everyone the opportunity to achieve their aspirations through commitment, loyalty and trust.

We believe in building on strengths and improving on weaknesses through a number of training and development programmes on an internal and external basis.

We operate an open two way communication policy that embraces employee ideas and input through a number of different channels including the company internal magazine, the Intranet, a weekly communication pack and a number of roadshows throughout the year. A "Great Ideas" scheme is available that encourages and rewards employees that submit new initiatives to improve business performance.

Additional communication methods include an employee consultative group and for matters of a more sensitive nature, a confidential employee helpline.

**Reward and recognition**

To ensure employees share in our success, the company offers competitive pay and benefit packages that are directly linked to performance. This is controlled through regular Performance Development Reviews and the achievement of commercially based targets.

We also recognise those who go above and beyond the call of duty through the "Employee of the month" scheme where an individual is recognised both financially and publicly through the company magazine and Intranet.

**Equal opportunities policy**

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the group continues and the appropriate training is arranged. It is the policy of the group that the training, career development and promotion of a disabled person should, as far as possible, be identical to that of a person who does not suffer from a disability.

The group is committed to ensuring that all of our employees and job applicants are treated fairly, have equality of opportunity and are not discriminated against. The group does not discriminate on the grounds of sex, sexual orientation, marital status, age, ethnic origin, colour, nationality, disability, religion or religious belief.

**Directors**

The directors of the company who were in office during the year and up to the date of signing the financial statements are detailed on page 1.

**Charitable contributions**

The group made the following charitable contributions during the financial year:

	2012	2011
	£	£
	9,572	11,748

**Directors' report  
for the year ended 31 March 2012 (continued)****Statement of directors' responsibilities**

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the group and parent company 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 group and the company and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- 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 the group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**Provision of information to auditors**

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. All of the directors have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the Board



A. Hill  
Director

Date: 14<sup>th</sup> November 12

**Independent auditors' report to the members of  
BAYV Investments Limited**

We have audited the group and parent company financial statements (the "financial statements") of BAYV Investments Limited for the year ended 31 March 2012 which comprise the Group Profit and Loss Account, the Group and Company Balance Sheets, the Group Cash Flow Statement and the related notes. 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).

**Respective responsibilities of directors and auditors**

As explained more fully in the Directors' Responsibilities Statement set out on page 5 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.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

**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 group's and parent 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. In addition we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

**Opinion on financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 March 2012 and of the group's loss and cashflows 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

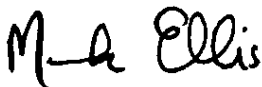
**Opinion on other matter prescribed by the Companies Act 2006**

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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us, or
- the parent company 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



Mark Ellis (Senior Statutory Auditor)  
For and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Cardiff

19<sup>th</sup> November 2012



**Consolidated profit and loss account  
for the year ended 31 March 2012**

	Note	2012 £	2011 £
Turnover	1,2	57,333,050	71,872,504
Cost of sales		(14,785,709)	(20,554,268)
Gross profit	2	42,547,341	51,318,236
Net operating expenses	2	(46,698,380)	(46,712,265)
<b>Operating (loss) / profit before exceptionals</b>		<b>(2,639,526)</b>	<b>4,846,610</b>
Exceptional net operating expenses	2	(1,511,513)	(240,639)
<b>Operating (loss) / profit</b>	2	<b>(4,151,039)</b>	<b>4,605,971</b>
Interest receivable		14,661	166,879
Interest payable and similar charges	5	(2,779,793)	(2,728,734)
<b>(Loss) / profit on ordinary activities before taxation</b>	6	<b>(6,916,171)</b>	<b>2,044,116</b>
Tax credit / (charge) on profit on ordinary activities	7	244,393	(692,922)
<b>(Loss) / profit for the financial year</b>	21,22	<b>(6,671,778)</b>	<b>1,351,194</b>

All operations are continuing

There is no material difference between the (loss) / profit on ordinary activities before taxation and the (loss) / profit for the financial year stated above, and their historical cost equivalents

The company has no recognised gains and losses other than those included in the results above, and therefore no separate statement of total recognised gains and losses has been presented

**Balance sheets**  
**as at 31 March 2012**

		Group		Company	
	Note	2012	2011	2012	2011
		£	£	£	£
<b>Fixed assets</b>					
Tangible assets	9	7,215,581	6,282,649	-	-
Intangible assets	10	710,755	837,041	-	-
Investments	11	-	-	4,217,545	4,217,545
		<b>7,926,336</b>	<b>7,119,690</b>	<b>4,217,545</b>	<b>4,217,545</b>
<b>Current assets</b>					
Loans amounts falling due after more than one year	12	44,449,567	54,101,835	-	-
Loans amounts falling due within one year	12	26,410,966	32,624,933	-	-
Stocks	13	1,834,767	2,196,422	-	-
Debtors	14	3,315,797	3,577,581	8,656,671	8,495,934
Cash at bank and in hand		4,566,560	7,359,707	7,226	8,181
		<b>80,577,657</b>	<b>99,860,478</b>	<b>8,663,897</b>	<b>8,504,115</b>
<b>Creditors: amounts falling due within one year</b>	15	<b>(11,570,712)</b>	<b>(19,012,710)</b>	<b>(917,737)</b>	<b>(29,475)</b>
<b>Net current assets</b>		<b>69,006,945</b>	<b>80,847,768</b>	<b>7,746,160</b>	<b>8,474,640</b>
<b>Total assets less current liabilities</b>		<b>76,933,281</b>	<b>87,967,458</b>	<b>11,963,705</b>	<b>12,692,185</b>
<b>Creditors: amounts falling due after more than one year</b>	16	<b>(69,709,979)</b>	<b>(74,072,378)</b>	<b>(2,200,000)</b>	<b>(2,200,000)</b>
<b>Net assets</b>		<b>7,223,302</b>	<b>13,895,080</b>	<b>9,763,705</b>	<b>10,492,185</b>
<b>Capital and reserves</b>					
Called up share capital	19	1,667	1,667	1,667	1,667
Share premium account	20	12,032,366	12,032,366	12,032,366	12,032,366
Profit and loss account	21	(4,810,731)	1,861,047	(2,270,328)	(1,541,848)
<b>Total shareholders' funds</b>	22	<b>7,223,302</b>	<b>13,895,080</b>	<b>9,763,705</b>	<b>10,492,185</b>

The financial statements on pages 7 to 23 were approved by the board of directors on 14 November 12 and were signed on its behalf by

  
A. Hill  
Director

**Consolidated cash flow statement  
for the year ended 31 March 2012**

	Note	2012 £	2011 £
<b>Net cash inflow from operating activities</b>	23	12,651,216	7,881,257
<b>Returns on investments and servicing of finance</b>			
Interest received		14,661	166,879
Interest paid		(2,745,765)	(2,688,345)
Net cash outflow from returns on investments and servicing of finance		(2,731,104)	(2,521,466)
<b>Taxation</b>			
Tax paid		(116,251)	(112,275)
<b>Capital expenditure and financial investment</b>			
Purchase of tangible fixed assets		(2,297,008)	(3,726,685)
Sale of tangible fixed assets		-	12,849
Net cash outflow for capital expenditure and financial investment		(2,297,008)	(3,713,836)
<b>Net cash inflow before financing</b>		7,506,853	1,533,680
<b>Financing</b>			
Issue of ordinary share capital		-	33,833
Decrease in borrowings	24	(10,300,000)	(2,490,156)
Net cash outflow from financing		(10,300,000)	(2,456,323)
<b>Decrease in cash</b>	24	(2,793,147)	(922,643)

**Reconciliation of net cash flow to movement in net debt**

	Note	2012 £	2011 £
Decrease in cash in the year		(2,793,147)	(922,643)
Decrease in debt		10,300,000	2,490,156
Net debt at 1 April		(72,140,298)	(73,707,811)
<b>Net debt at 31 March</b>	24	<b>(64,633,445)</b>	<b>(72,140,298)</b>

**Notes to the financial statements  
for the year ended 31 March 2012****1 Accounting policies**

The financial statements have been prepared in accordance with applicable accounting standards in the United Kingdom and in accordance with the Companies Act 2006. A summary of the principal accounting policies, which have been applied consistently, is set out below.

**Basis of accounting**

The financial statements are prepared on a going concern basis under the historical cost convention, and in accordance with United Kingdom law and accounting standards. Further disclosures in respect of the going concern position of the group are set out in the director's report.

**Basis of consolidation**

Subsidiaries are all entities (including special purpose entities) over which the group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus the costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the profit and loss account.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated but considered an impairment indicator of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the group.

**Tangible fixed assets**

Tangible fixed assets are stated at historic purchase cost less accumulated depreciation.

Depreciation is calculated so as to write off the cost of tangible fixed assets, less their estimated residual values, on a straight line basis over the expected useful economic lives of the assets concerned. The principal annual rates used for this purpose are:

Fixtures and equipment	25 – 33½%
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Leasehold land and buildings are depreciated over 25 years or, if shorter, the period of the lease.

**Intangible fixed assets**

Goodwill arising on consolidation of subsidiaries represents the excess of the fair value of the consideration given over the fair value of the identifiable net assets acquired and is being amortised over its useful life which is considered to be 10 years.

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)****1 Accounting policies (continued)****Stocks**

Stocks are stated at the lower of cost and net realisable value. In general, cost is determined on a first in first out basis. Where necessary, provision is made for obsolete, slow moving and defective stocks. Net realisable value is the price at which stock can be sold in the normal course of business after allowing for the costs of realisation.

**Turnover**

Turnover, which excludes value added tax and is derived in the United Kingdom, comprises retail turnover, maintenance income and finance income, and is recognised as follows:

- (a) Retail turnover from the sale of goods is recognised on delivery of the related goods. Retail turnover also includes arrangement fees which are recognised as income on inception of the loans.
- (b) Revenue from the sale of maintenance is credited to the profit and loss account over the period to which the maintenance contract relates.
- (c) Finance income is recognised so as to give a constant periodic rate of return on the net cash investment in loans.

**Operating leases**

Costs in respect of operating leases are charged to the profit and loss account on a straight line basis over the lease term.

**Deferred tax**

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. Deferred tax assets are not accounted for unless their realisation is reasonably certain. Timing differences are differences between the group'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 the 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.

**Pension costs**

The company operates defined contribution pension schemes. The assets of the schemes are held separately from those of the company in independently administered funds. The pension cost charge represents contributions payable by the company to the funds.

**Employee Benefit Trust**

In accordance with the requirements with UITF 38, the assets and liabilities of the Group's Employee Benefit Trust are included in the Group's balance sheet at 31 March 2012.

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**
**2 Segmental information and net operating expenses**

2012	Retail £	Finance income £	Total £
Turnover	32,188,444	25,144,606	57,333,050
Cost of sales	(14,785,709)	-	(14,785,709)
	17,402,735	25,144,606	42,547,341
<b>Net operating expenses</b>			
Administrative expenses			(43,159,678)
Bad debt charge			(12,980,939)
Other			(28,667,226)
Exceptional administrative expenses			(1,511,513)
Distribution costs			(3,538,702)
Total			(46,698,380)
<b>Operating loss</b>			<b>(4,151,039)</b>

2011	Retail £	Finance income £	Total £
Turnover	42,162,726	29,709,778	71,872,504
Cost of sales	(20,554,268)	-	(20,554,268)
	21,608,458	29,709,778	51,318,236
<b>Net operating expenses</b>			
Administrative expenses			(43,798,262)
Bad debt charge			(13,852,148)
Other			(29,239,385)
Exceptional administrative expenses			(706,729)
Other operating income			466,090
Distribution costs			(3,380,093)
Total			(46,712,265)
<b>Operating profit</b>			<b>4,605,971</b>

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**

**2 Segmental information and net operating expenses (continued)**

Exceptional net operating expenses	2012 £	2011 £
Costs associated with a refinancing exercise	863,672	295,323
Costs associated with restructuring	647,841	411,406
Net revenue from a successful VAT appeal	-	(466,090)
<b>Total exceptional net operating expenses</b>	<b>1,511,513</b>	<b>240,639</b>

**3 Directors' emoluments**

Retirement benefits are not accruing to any directors (2011 £nil) under money purchase pension schemes

	2012 £	2011 £
Aggregate emoluments	363,053	354,169

	2012 £	2011 £
<b>Highest paid director</b>		
Aggregate emoluments	218,595	210,184

**4 Employee information**

The average weekly number of persons (including executive directors) employed by the group during the financial year was

	2012	2011
Selling and distribution	497	517
Administration	140	132
	<b>637</b>	<b>649</b>

	2012 £	2011 £
<b>Staff costs (for the above persons)</b>		
Wages and salaries	15,168,568	15,305,117
Social security costs	1,591,945	1,599,964
Pension costs	6,146	13,682
	<b>16,766,659</b>	<b>16,918,763</b>

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**

**5 Interest payable and similar charges**

	2012	2011
	£	£
Interest on bank loans	2,449,294	2,415,852
Bank charges	330,499	312,882
	<b>2,779,793</b>	<b>2,728,734</b>

**6 (Loss) / profit on ordinary activities before taxation**

	2012	2011
	£	£
(Loss) / profit on ordinary activities before taxation is stated after (crediting)/charging		
Profit on sale of tangible fixed assets	-	(4,483)
Depreciation of owned tangible fixed assets	1,364,076	1,567,165
Amortisation of intangible fixed assets	126,286	126,286
Auditors' remuneration		
Audit fees	57,000	54,000
Non-audit fees – taxation services	109,630	196,012
Non-audit fees – other	44,289	14,000
Operating lease rentals		
Land and buildings	741,290	777,493
Car leasing costs	1,821,062	1,829,273

**7 Tax on (loss) / profit on ordinary activities**

**(a) Analysis of tax (credit) / charge in the year**

	2012	2011
	£	£
<b>Current tax:</b>		
UK Corporation tax on (loss) / profit of the year	(106,282)	105,750
Adjustment in respect of previous years	532	10,245
Total current tax	(105,750)	115,995
<b>Deferred tax:</b>		
Origination and reversal of timing differences	(234,356)	460,249
Adjustment in respect of previous years	(1,499)	-
Changes in tax rates and laws	97,212	116,678
Total deferred tax	(138,643)	576,927
<b>Tax on profit on ordinary activities</b>	<b>(244,393)</b>	<b>692,922</b>



**Notes to the financial statements  
for the year ended 31 March 2012 (continued)****7 Tax on (loss) / profit on ordinary activities (continued)****(b) Factors affecting the current tax (credit) / charge for the year**

The tax assessed for the year is lower (2011 lower) than the standard rate of corporation tax in the UK for the year ended 31 March 2012 of 26% (2011 28%)

The differences are explained below

	2012 £	2011 £
<b>(Loss) / profit on ordinary activities before tax</b>	<b>(6,916,171)</b>	<b>2,044,116</b>
(Loss) / profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 26% (2011 28%)	<b>(1,798,204)</b>	<b>572,380</b>
Accelerated capital allowances	<b>240,478</b>	<b>(496,709)</b>
Other timing differences	<b>(5,811)</b>	<b>(25,796)</b>
Tax losses not recognised	<b>1,376,306</b>	<b>-</b>
Tax at marginal rates	<b>(1,926)</b>	<b>(6,220)</b>
Adjustment in respect of previous years	<b>532</b>	<b>10,246</b>
Expenses not deductible for tax purposes	<b>82,875</b>	<b>62,094</b>
<b>Total current tax</b>	<b>(105,750)</b>	<b>115,995</b>

**(c) Factors affecting future tax charges**

The UK Government announced in March 2012 that the headline rate of corporation tax would be reduced by 2% on 1 April 2012 to 24%. This rate change will affect the amount of future cash tax payments to be made by the Company. This change in the rate of corporation tax was substantively enacted on 26 March 2012 and accordingly deferred tax has been measured at 24%.

**8 (Loss) / profit for the financial year**

As permitted by section 408 of the Companies Act 2006, the holding company's profit and loss account has not been included in these financial statements. The profit for the financial year is made up as follows

	2012 £	2011 £
Holding company's loss for the financial year	<b>(728,480)</b>	<b>(258,795)</b>
Retained by subsidiary undertakings	<b>(5,943,298)</b>	<b>1,609,989</b>
	<b>(6,671,778)</b>	<b>1,351,194</b>

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**
**9 Tangible fixed assets**

Group	Short leasehold land and buildings £	Fixtures and equipment £	Total £
<b>Cost</b>			
At 1 April 2011	1,284,253	9,610,538	10,894,791
Additions	-	2,297,008	2,297,008
Disposals	(6,160)	(2,212,332)	(2,218,492)
<b>At 31 March 2012</b>	<b>1,278,093</b>	<b>9,695,214</b>	<b>10,973,307</b>
<b>Accumulated depreciation</b>			
At 1 April 2011	498,623	4,113,519	4,612,142
Charge for the year	101,082	1,262,994	1,364,076
Disposals	(6,160)	(2,212,332)	(2,218,492)
<b>At 31 March 2012</b>	<b>593,545</b>	<b>3,164,181</b>	<b>3,757,726</b>
<b>Net book value</b>			
<b>At 31 March 2012</b>	<b>684,548</b>	<b>6,531,033</b>	<b>7,215,581</b>
At 31 March 2011	785,630	5,497,019	6,282,649

**10 Intangible fixed assets**

Group	Goodwill £
<b>Cost</b>	
At 1 April 2011 and 31 March 2012	1,231,290
<b>Accumulated amortisation</b>	
At 1 April 2011	394,249
Charge for the year	126,286
<b>At 31 March 2012</b>	<b>520,535</b>
<b>Net book value</b>	
<b>At 31 March 2012</b>	<b>710,755</b>
At 31 March 2011	837,041

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**

**11 Fixed asset investments**

<b>Company</b>	<b>Interests in group undertakings £</b>
<b>Cost and net book value</b>	
<b>At 1 April 2011 and 31 March 2012</b>	<b>4,217,545</b>

Investments in group undertakings are stated at cost less any cumulative impairment charges

The company's interests in group undertakings comprise the following

<b>Name of undertaking</b>	<b>Country of incorporation</b>	<b>Description of shares held</b>	<b>Proportion of nominal value of issued shares held by</b>		<b>Principal activity</b>
			<b>Group</b>	<b>Company</b>	
Buy As You View Holdings Limited	England and Wales	Ordinary	-	100%	Holding company
Buy As You View Limited	England and Wales	Ordinary	100%	-	Dormant
Dunraven Finance Limited	England and Wales	Ordinary	100%	-	Retailing, renting and servicing of household goods and financier
Just Rentals Limited	England and Wales	Ordinary	100%	-	Dormant
BAYV Investments (EBT) Limited	England and Wales	Ordinary	100%	100%	Trustee of Employee Benefit Trust

For basis of consolidation see note 1

The trading activities of Buy As You View Limited were transferred to Dunraven Finance Limited on 4 February 2012

**12 Loans**

During the financial year assets with a capital value of £33,644,443 (2011 £44,217,972) were supplied under hire purchase contracts. The capital value is included within the total loan balance of £70,860,533 (2011 £86,726,768) included on the group balance sheet as at 31 March 2012

**13 Stocks**

<b>Group</b>	<b>2012 £</b>	<b>2011 £</b>
Finished goods and goods for resale	<b>1,834,767</b>	2,196,422

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**
**14 Debtors**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Amounts owed by group undertakings	-	-	<b>4,683,409</b>	4,522,672
Other debtors	<b>894,952</b>	1,891,405	-	-
Corporation tax	<b>106,281</b>	-	-	-
Group relief	-	-	<b>3,973,262</b>	3,973,262
Deferred tax (note 18)	<b>1,170,276</b>	1,031,633	-	-
Other taxation and social security	<b>489,745</b>	-	-	-
Assets of Employee Benefit Trust	<b>654,543</b>	654,543	-	-
	<b>3,315,797</b>	3,577,581	<b>8,656,671</b>	8,495,934

Amounts owed by group undertakings are interest free, unsecured and carry no fixed term of repayment

**15 Creditors: amounts falling due within one year**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Bank loans (note 17)	<b>2,500,000</b>	9,300,000	-	-
Trade creditors	<b>2,060,202</b>	1,974,296	-	24,600
Amounts owed to group undertakings	-	-	<b>917,737</b>	-
Corporation tax	-	115,720	-	-
Other taxation and social security	-	11,062	-	-
Other creditors	<b>829,119</b>	892,201	-	4,875
Accruals and deferred income	<b>5,526,848</b>	6,064,888	-	-
Liabilities of Employee Benefit Trust	<b>654,543</b>	654,543	-	-
	<b>11,570,712</b>	19,012,710	<b>917,737</b>	29,475

Amounts owed to group undertakings are interest free, unsecured and carry no fixed term of repayment

**16 Creditors: amounts falling due after more than one year**

	<b>Group</b>		<b>Company</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Bank loans (note 17)	<b>64,500,005</b>	68,000,005	-	-
Other loans (note 17)	<b>2,200,000</b>	2,200,000	<b>2,200,000</b>	2,200,000
Accruals and deferred income	<b>3,009,974</b>	3,872,373	-	-
	<b>69,709,979</b>	74,072,378	<b>2,200,000</b>	2,200,000

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)****17 Bank and other loans**

Bank loans and overdrafts of £67,000,005 (2010 £77,300,005) are secured by a fixed charge over certain loan agreements of Dunraven Finance Limited and a floating charge over the assets of the group

Interest is payable on bank loans at 2.25% over LIBOR

The bank facility held at 31 March 2012 was due for settlement on 7 April 2013. On 26 October 2012 this loan was settled.

Other loans consist of £300,000 (2011 £300,000) owed to 3i Investments Ltd by way of an unsecured, interest-free loan with no fixed repayment date, and £1,900,000 (2011 £1,900,000) owed to Mr B Jones and entities related to him, by way of loan notes repayable within more than 12 months from 31 March 2012.

**18 Deferred tax**

<b>Group</b>	<b>2012 £</b>	<b>2011 £</b>
Provision for deferred tax comprises		
Accelerated capital allowance	<b>1,013,175</b>	861,511
Short term timing differences	<b>157,101</b>	170,193
Pension provision	-	(71)
	<b>1,170,276</b>	1,031,633

The movement in the provision for deferred taxation is set out below

	<b>£</b>
At 31 March 2011	1,031,633
Credited to profit and loss account	138,643
<b>At 31 March 2012</b>	<b>1,170,276</b>

In addition to the changes in rates of Corporation tax disclosed above a number of further changes to the UK Corporation tax system were announced in the March 2012 UK Budget Statement. Legislation to reduce the main rate of corporation tax from 24% to 23% from 1 April 2013 was included in the Finance Act 2012. A further reduction to the main rate is proposed to reduce the rate to 22% from 1 April 2014. These further changes had not been substantively enacted at the balance sheet date and, therefore, are not included in these financial statements.

A deferred taxation asset of £3,187,000 (2011 £2,100,000) in respect of taxation losses has not been recognised on the grounds that its recovery is considered uncertain.

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**
**19 Called up share capital**
**Group and Company**

	2012	2011
	£	£
<b>Allotted and fully paid</b>		
166,666 (2011 166,666) ordinary shares of 1p each	1,667	1,667

All of the ordinary shares in issue form a single class ranking pari passu with the exception of certain of the shareholders having a preferential right to receipt of sale proceeds on the disposal of the company's share capital

**20 Share premium account**

Group and company	£
At 1 April 2011 and 31 March 2012	12,032,366

**21 Profit and loss account**

	Group	Company
	£	£
At 31 March 2011	1,861,047	(1,541,848)
Loss for the financial year	(6,671,778)	(728,480)
<b>At 31 March 2012</b>	<b>(4,810,731)</b>	<b>(2,270,328)</b>

**22 Reconciliation of movement in shareholders' funds**

Group	2012	2011
	£	£
Opening shareholders' funds	13,895,080	12,510,053
(Loss) / profit for the financial year	(6,671,778)	1,351,194
Share capital issued	-	33,833
<b>Closing shareholders' funds</b>	<b>7,223,302</b>	<b>13,895,080</b>

**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**

**22 Reconciliation of movement in shareholders' funds (continued)**

<b>Company</b>	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Opening shareholders' funds	10,492,185	10,717,147
Loss for the financial year	(728,480)	(258,795)
Share capital issued	-	33,833
<b>Closing shareholders' funds</b>	<b>9,763,705</b>	<b>10,492,185</b>

**23 Reconciliation of operating profit to net cash inflow from continuing operating activities**

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Operating (loss) / profit	(4,151,039)	4,605,971
Depreciation of tangible fixed assets	1,364,076	1,567,165
Amortisation of intangible fixed assets	126,286	126,286
Profit on sale of tangible fixed assets	-	(4,483)
Decrease in loans	15,866,235	3,619,334
Decrease in stocks	361,655	57,986
Decrease / (increase) in debtors	506,708	(1,404,403)
Decrease in creditors	(1,422,705)	(686,599)
<b>Net cash inflow from continuing operating activities</b>	<b>12,651,216</b>	<b>7,881,257</b>

**24 Analysis of changes in net debt**

	<b>2011</b>	<b>Cash flow</b>	<b>2012</b>
	<b>£</b>	<b>£</b>	<b>£</b>
Cash at bank and in hand	7,359,707	(2,793,147)	<b>4,566,560</b>
Debt due within 1 year	(9,300,000)	6,800,000	<b>(2,500,000)</b>
Debt due after 1 year	(70,200,005)	3,500,000	<b>(66,700,005)</b>
	(79,500,005)	10,300,000	<b>(69,200,005)</b>
<b>Net debt</b>	<b>(72,140,298)</b>	<b>7,506,853</b>	<b>(64,633,445)</b>

## **Notes to the financial statements for the year ended 31 March 2012 (continued)**

### **25 Contingent liabilities**

The company has jointly guaranteed bank and other borrowings of other group undertakings. The total of such borrowings at 31 March 2012 was £67,000,005 (2011 £77,300,005)

### **26 Operating lease commitments**

At 31 March 2012 the group had annual commitments under non cancellable operating leases as follows

	2012		2011	
	Land and buildings	Other	Land and buildings	Other
	£	£	£	£
Expiring within one year	6,285	285,161	-	377,875
Expiring between one and two years	-	353,538	-	676,684
Expiring between two and five years	482,216	117,866	350,586	287,663
Expiring in over five years	519,935	-	651,565	-
	<b>1,008,436</b>	<b>756,565</b>	<b>1,002,151</b>	<b>1,342,222</b>

### **27 Related party transactions**

In accordance with the exemptions afforded by Financial Reporting Standard 8 'Related party disclosures' there is no disclosure in these financial statements of transactions with entities that are part of the BAYV Investments Limited group

During the year the group repaid £10,300,000 of its long-standing revolving warehouse facility with the lending syndicate of banks. The balance outstanding at the year-end was £67,000,005 (2011 £77,300,005) and the interest thereon amounted to £2,392,294 (2011 £2,358,801)

At 31 March 2012, the group owed £300,000 (2011 £300,000) to 3i Investments Ltd by way of an unsecured, interest-free loan with no fixed repayment date

Also at 31 March 2012, the group owed £1,900,000 (2011 £1,900,000) to one shareholder, Mr B Jones, by way of loan notes repayable within more than 12 months from 31 March 2012. The interest thereon amounted to £57,000 (2011 £57,042)

### **28 Controlling parties**

At the date of approval of the financial statements, 60% of the voting rights in the company's equity share capital is controlled by a syndicate of banks who have provided finance to the group, and a further 20% is controlled by 3i Group plc



**Notes to the financial statements  
for the year ended 31 March 2012 (continued)**

**29 Subsequent events**

On 26 October 2012 Rutland Partners LLP, through its investment fund Rutland Fund II, completed the acquisition of the company. Further details are set out in the Director's report.