# Report of the Directors and

Financial Statements for the Year Ended 31 July 2007

for

SC248915

**Beattie Communications Group Limited** 

SCT

30/05/2008 COMPANIES HOUSE

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Company Information for the Year Ended 31 July 2007

**DIRECTORS:** 

G Beattre

Ms L O'Donnell E G W Chambers

**SECRETARY:** 

E G W Chambers

**REGISTERED OFFICE:** 

118 North Main Street

Carronshore Falkırk Stırlıngshire FK2 8HU

**REGISTERED NUMBER:** 

SC248915 (Scotland)

**AUDITORS:** 

Campbell Dallas LLP Chartered Accountants & Registered Auditors Sherwood House 7 Glasgow Road

Paisley Renfrewshire PA1 3QS

**SOLICITORS:** 

Biggart Baillie

310 St Vincent Street

Glasgow Lanarkshire G2 5DR

# Report of the Directors for the Year Ended 31 July 2007

The directors present their report with the financial statements of the company and the group for the year ended 31 July 2007.

#### PRINCIPAL ACTIVITY

The principal activity of the group in the year under review was that of provision of public relation services

#### **REVIEW OF BUSINESS**

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

Beattie Communications Group continued to make steady progress in the 2006/2007 financial year, delivering a consolidated operating profit of £430,295 a rise of 35% on the previous year (2005/2006 £318,065) It is pleasing to note, this is the second year running our profits have increased by over 30%

We have continued to focus on our bottom line reducing costs and improving margins. Although our turnover dipped slightly there was a healthy increase in our profitability.

All our offices and specialist teams performed well during the year with property and construction, pharmaceuticals and food and drink going from strength to strength

We are also delighted to report that internationally the Group is doing well having won several pieces of global PR business over the past year. International client work will become increasingly important as we move forward

We are, of course, a people business and we are only as good as the people we employ Recruitment of people with exceptional talent will be a major priority in the coming year and we are in a strong position to further strengthen our teams in London, the north of England and Scotland with a view to delivering future growth in turnover and profitability

#### Principal Risks and Uncertainties

The key business risks and uncertainties affecting the company are considered to relate to competition from both national and independent businesses and the general downturn in the economy

#### **Future Outlook**

Looking to the future, we anticipate an increasing focus on environmental issues. In response, we have established a specialist environment team which is operating across all our offices in Scotland

#### **Use of Financial Instruments**

Our financial risk management objectives are to ensure sufficient working capital for the group. This is achieved through careful management of our cash resources, and by obtaining overdraft and loan finance where necessary. Other than this, the use of financial instruments is not material for the assessment of the assets, liabilities, financial position and profit of the group.

#### **Employees Training and Development**

We have consistently sought to recruit and retain the best employees in our market place. Particular attention is given to the training and career development of employees with a view to encouraging them to play an active role in the development of the group

The group is committed to a policy of recruitment and promotion on the basis of aptitude and ability without discrimination of any kind

#### **DIVIDENDS**

# Report of the Directors for the Year Ended 31 July 2007

An interim dividend of 1 282 pence per ordinary share and £17 40 per B ordinary share was paid on 10 April 2007 and an interim dividend of 1 312 pence per ordinary share was paid on 31 May 2007

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 August 2006 to the date of this report

G Beattie
Ms L O'Donnell
E G W Chambers

#### POLITICAL AND CHARITABLE CONTRIBUTIONS

During the year donations of £19,587 (2006 £14,416) were made towards charitable causes

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing 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 elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the company and the group 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 estimates that are reasonable and prudent, prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 234ZA of the Companies Act 1985) of which the group's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the group's auditors are aware of that information

Report of the Directors for the Year Ended 31 July 2007

#### **AUDITORS**

On 1st November 2007, the auditors Campbell Dallas transferred its business to a Limited Liability Partnership, Campbell Dallas LLP Under section 26(5) of the Companies Act 1989, the company consented to extend the audit appointment to Campbell Dallas LLP from 1st November 2007 Accordingly the audit report has been signed in the name of Campbell Dallas LLP and a resolution for the reappointment of Campbell Dallas LLP will be proposed at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD:

Cornest GNT Lambel
EGW Chambers Director

Date 28th May 2008

# Report of the Independent Auditors to the Members of Beattie Communications Group Limited

We have audited the financial statements of Beattie Communications Group Limited for the year ended 31 July 2007 on pages seven to twenty two These financial statements have been prepared under 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

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out on page three

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

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 whether in our opinion the information given in the Report of the Directors is consistent with the financial statements.

In addition, we report to you if, in our opinion, 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 other transactions 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 International Standards on Auditing (UK and Ireland) 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.

# Report of the Independent Auditors to the Members of Beattie Communications Group Limited

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# Opinion

In our opinion

the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of affairs of the company and the group as at 31 July 2007 and of the profit of the group for the year then ended,

the financial statements have been properly prepared in accordance with the Companies Act 1985, and the information given in the Report of the Directors is consistent with the financial statements

Campbell Dallas LLP

Chartered Accountants &

Registered Auditors

Sherwood House

7 Glasgow Road

Paisley

Renfrewshire

PA13QS

Date

29/1/08

# Consolidated Profit and Loss Account for the Year Ended 31 July 2007

ı	Notes	2007 £	2006 £
TURNOVER		5,206,056	5,341,946
Cost of sales		3,184,016	3,082,928
GROSS PROFIT		2,022,040	2,259,018
Administrative expenses		1,683,424	2,029,864
		338,616	229,154
Other operating income		91,679	88,911
OPERATING PROFIT	3	430,295	318,065
Interest receivable and similar income		<del></del>	36
		430,295	318,101
Interest payable and similar charges	5	102,811	100,054
PROFIT ON ORDINARY ACTIVITY BEFORE TAXATION	IES	327,484	218,047
Tax on profit on ordinary activities	6	80,201	50,351
PROFIT FOR THE FINANCIAL YE AFTER TAXATION	AR	247,283	167,696

## **CONTINUING OPERATIONS**

None of the group's activities were acquired or discontinued during the current year or previous year

## TOTAL RECOGNISED GAINS AND LOSSES

The group has no recognised gains or losses other than the profits for the current year or previous year

# **Consolidated Balance Sheet** 31 July 2007

		200	)7	200	)6
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	9		1,859,801		1,908,137
Investments	10				
			1,859,801		1,908,137
CURRENT ASSETS					
Debtors	11	990,252		902,100	
Cash at bank and in hand		9,019		13,718	
		999,271		915,818	
CREDITORS					
Amounts falling due within one year	12	1,081,856		1,366,258	
NET CURRENT LIABILITIES			(82,585)		(450,440)
TOTAL ASSETS LESS CURRENT LIABILITIES			1,777,216		1,457,697
CREDITORS Amounts falling due after more than of year	one 13		(1,356,364)		(1,058,767)
year	13		(1,500,500)		(1,000,000)
PROVISIONS FOR LIABILITIES	16		(30,014)		(30,375)
NET ASSETS			390,838		368,555
CAPITAL AND RESERVES					
Called up share capital	17		80,018		80,018
Profit and loss account	18		310,820		288,537
A LOTEL WING TORD MAACOUNT					
SHAREHOLDERS' FUNDS	20		390,838		368,555

The financial statements were approved by the Board of Directors on signed on its behalf by

28 th May 2008 . and were

Conest GW Chambels
EGW Chambers Director

# **Company Balance Sheet** 31 July 2007

		200	7	200	6
	Notes	£	£	£	£
FIXED ASSETS Tangible assets Investments	9 10		1,589,978 80,008		1,606,038 80,008
			1,669,986		1,686,046
CREDITORS					
Amounts falling due within one year	12	156,357		175,715	
NET CURRENT LIABILITIES			(156,357)		(175,715)
TOTAL ASSETS LESS CURRENT LIABILITIES			1,513,629		1,510,331
CREDITORS  Amounts falling due after more than eyear	one 13		1,298,066		1,148,524
NET ASSETS			215,563		361,807
CAPITAL AND RESERVES					
Called up share capital	17		80,018		80,018
Profit and loss account	18		135,545		281,789
SHAREHOLDERS' FUNDS	20		215,563		361,807

The financial statements were approved by the Board of Directors on 2814 May 2008 signed on its behalf by

EGW Chambers Director

# Cash Flow Statement for the Year Ended 31 July 2007

		200		200	
	Notes	£	£	£	£
Net cash inflow from operating activities	1		506,635		756,678
Returns on investments and servicing of finance	2		(102,811)		(100,018)
Taxation			(25,382)		(103,173)
Capital expenditure	2		(32,223)		(65,228)
Equity dividends paid			(225,000)		(364,000)
			121,219		124,259
Financing	2		296,318		(110,300)
Increase in cash in the period			417,537		13,959
Reconciliation of net cash flow to movement in net debt	3				
Increase in cash in the period		417,537		13,959	
Cash (inflow)/outflow from (increase)/decrease in debt		(297,597)		57,894	
Change in net debt resulting from cash flows			119,940		71,853
Movement in net debt in the period Net debt at 1 August	d		119,940 (1,751,788)		71,853 (1,823,641)
Net debt at 31 July			(1,631,848)		(1,751,788)

# Notes to the Cash Flow Statement for the Year Ended 31 July 2007

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

	2007	2006
	£	£
Operating profit	430,295	318,065
Depreciation charges	80,559	72,302
(Increase)/Decrease in debtors	(88,152)	352,490
Increase in creditors	83,933	13,821
Net cash inflow from operating activities	506,635	756,678
	**************************************	

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

	2007	2006
	£	£
Returns on investments and servicing of finance		
Interest received		36
Interest paid	(102,811)	(100,054)
Net cash outflow for returns on investments and servicing of		
finance	(102,811)	(100,018)
Capital expenditure		
Purchase of tangible fixed assets	(32,223)	(65,228)
•	<del>```</del>	
Net cash outflow for capital expenditure	(32,223)	(65,228)
	<u></u>	
Financing		
New loans in year	350,000	
Loan repayments in year	(52,403)	(57,894)
Amount introduced by directors	1,253	• • •
Amount withdrawn by directors	(2,532)	•
Net cash inflow/(outflow) from financing	296,318	(110,300)

# Notes to the Cash Flow Statement for the Year Ended 31 July 2007

## 3 ANALYSIS OF CHANGES IN NET DEBT

			At
	At 1 8 06	Cash flow	31 7 07
	£	£	£
Net cash			
Cash at bank and in hand	13,718	(4,699)	9,019
Bank overdrafts	(653,182)	422,236	(230,946)
	(639,464)	417,537	(221,927)
	<u> </u>		<del></del>
Debt			
Debts falling due			
within one year	(53,557)		(53,557)
Debts falling due	(1,058,767)	(297,597)	(1,356,364)
after one year	(1,038,707)	(291,391)	(1,550,504)
	(1,112,324)	(297,597)	(1,409,921)
	<del></del>		
Total	(1,751,788)	119,940	(1,631,848)

# Notes to the Financial Statements for the Year Ended 31 July 2007

#### 1 ACCOUNTING POLICIES

#### Accounting convention

The financial statements have been prepared under the historical cost convention

#### **Group Accounts**

The consolidated financial statements incorporate the financial statements of Beattie Communications Group Limited and its subsidiaries at 31 July 2007

#### Turnover

Turnover represents revenue earned under a wide variety of contracts to provide professional services. It is measured by reference to the stage of completion of the contract at the estimated fair value of the right to consideration, which represents amounts chargeable to clients, including expenses and disbursements but excluding value added tax

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Freehold property 1% on cost

Fixtures and fittings 15% 25% on reducing balance and

15% on reducing balance

Motor vehicles 25% on reducing balance

#### Deferred tax

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

#### Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

## Pension costs and other post retirement benefits

Contributions payable to the group's pension scheme are charged to the profit and loss account in the period to which they relate

#### **Employee Benefit Trust**

Assets and liabilities held in the Employee Benefit Trust are recognised as assets and liabilities of the company until they vest unconditionally in the beneficiaries

#### 2 STAFF COSTS

	2007	2006
	£	£
Wages and salaries	2,690,167	2,824,645
Social security costs	298,586	308,381
Other pension costs	80,794	80,260
	3,069,547	3,213,286
The average monthly number of employees during the year was as follow	vs	
	2007	2006
Average number of employees		<del>80</del>

# Notes to the Financial Statements continued for the Year Ended 31 July 2007

#### 3 **OPERATING PROFIT**

The operating profit is stated after charging

	2007	2006
	£	£
Other operating leases	197,578	232,154
Depreciation owned assets	80,559	72,302
Auditors' remuneration	9,801	8,434
Directors' emoluments	293,093	552,386
Directors' pension contributions to money purchase schemes	8,034	7,800
Information regarding the highest paid director is as follows		
<b>Q</b>	2007	2006
	£	£
Emoluments etc	154,165	288,920
Pension contributions to money purchase schemes	8,034	

#### **EXCEPTIONAL ITEMS** 4

The exceptional item relates to termination payments following a review of operations and a reorganisation within certain offices

#### 5 INTEREST PAYABLE AND SIMILAR **CHARGES**

CHARGES	2007 £	2006 £
Bank interest	33,227	34,179
Bank loan interest	69,302	65,875
Interest on overdue tax	282	
	102,811	100,054

# Notes to the Financial Statements - continued for the Year Ended 31 July 2007

### 6 TAXATION

### Analysis of the tax charge

	2007	2006 £
	£	
Current tax		
UK corporation tax	84,300	45,550
Company to a prior 1/002	(3.738)	(1.827)

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

Corporation tax prior year	(3,/38)	(1,827)
Total current tax	80,562	43,723

Deferred tax Deferred tax Exceptional item	(361)	(72) 6,700
Total deferred tax	(361)	6,628

Tax on profit on ordinary activities	80,201	50,351

### 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

	2007 £	2006 £
Profit on ordinary activities before tax	327,484	218,047
Profit on ordinary activities multiplied by the standard rate of corporation tax		
in the UK of 19% (2006 19%)	62,222	41,429
Effects of		
Disallowable expenditure	3,093	3,612
Other timing differences	1,912	509
Prior year charge	(3,738)	(1,827)
Marginal relief	16,576	
Change of rate	497	
Current tax charge	80,562	43,723

#### 7 PROFIT OF PARENT COMPANY

As permitted by Section 230 of the Companies Act 1985, the profit and loss account of the parent company is not presented as part of these financial statements. The parent company's profit for the financial year was £78,756 (2006 £98,275)

# Notes to the Financial Statements continued for the Year Ended 31 July 2007

Ω	DIVIDENDS
X	131 V 1138 N 133

	2007	2006
	£	£
Ordinary shares of £ 01 each		
Final	105,000	
Interim	102,600	324,000
B Ordinary shares of £ 01 each		
Interim	17,400	40,000
	225,000	364,000

## 9 TANGIBLE FIXED ASSETS

# Group

Отомр	Freehold property £	Long leasehold £	Fixtures and fittings £	Motor vehicles £	Totals £
COST					
At 1 August 2006 Additions	1,606,038	34,696	480,001 32,223	10,775	2,131,510 32,223
At 31 July 2007	1,606,038	34,696	512,224	10,775	2,163,733
DEPRECIATION					
At 1 August 2006		8,772	208,372	6,229	223,373
Charge for year	16,060	2,592	60,770	1,137	80,559
At 31 July 2007	16,060	11,364	269,142	7,366	303,932
NET BOOK VALUE					
At 31 July 2007	1,589,978	23,332	243,082	3,409	1,859,801
At 31 July 2006	1,606,038	25,924	271,629	4,546	1,908,137

# Company

Company	Freehold property £
COST	
At 1 August 2006	
and 31 July 2007	1,606,038
DEPRECIATION	
Charge for year	16,060
At 31 July 2007	16,060
NET BOOK VALUE	
At 31 July 2007	1,589,978
At 31 July 2006	1,606,038

# Notes to the Financial Statements continued for the Year Ended 31 July 2007

## 10 FIXED ASSET INVESTMENTS

Comp	pan	y
------	-----	---

	Shares in group undertakings
COST At 1 August 2006 and 31 July 2007	£ 80,008
NET BOOK VALUE At 31 July 2007	80,008
At 31 July 2006	80,008

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

## Subsidiaries

#### **Beattie Communications Limited**

Network of humans a Provision of public relations			
Nature of business Provision of public relations	%		
Class of shares	holding		
Ordinary shares	100 00		
Ordinary shares	100 00	2007	2006
		£	£
Aggregate capital and reserves		175,279	6,752
Profit for the year		168,527	69,421
•			
Beattie New Media Limited			
Nature of business Dormant	0/		
Classification	% holding		
Class of shares	100.00		
Ordinary shares	100.00	2007	2006
		£	£
Aggregate capital and reserves		2	2
		====	
Beattie (Glasgow) Limited			
Nature of business Dormant			
	%		
Class of shares	holding		
Ordinary shares	100 00	2007	2006
		£ 2007	2000 £
Aggregate capital and reserves		80,000	80,000
Aggregate capital and reserves			====

# Notes to the Financial Statements - continued for the Year Ended 31 July 2007

## 10 FIXED ASSET INVESTMENTS continued

### **Beattie Media Limited**

	%0
Class of shares	holding
Ordinary shares	100 00

Aggregate capital and reserves  $\begin{array}{ccc} 2007 & 2006 \\ \pounds & \pounds \\ & & \\ \hline \\ & & \\ \hline \end{array}$ 

# 11 DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group	
	2007 £	2006 £
Trade debtors	826,365	762,193
Other debtors	15,218	25,143
Prepayments and accrued income	148,669	114,764
	990,252	902,100

## 12 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	2007	2006	2007	2006
	£	£	£	£
Bank loans and overdrafts (see note 14)	284,503	706,739	53,557	53,557
Trade creditors	184,823	187,945		
Tax	119,838	64,658	22,800	42,158
Social security and other taxes	73,128	87,362		
VAT	84,605	81,043		
Other creditors	16,332	8,608		
Owed to subsidiary			80,000	80,000
Directors' loan accounts	2,670	3,949		
Accruals and deferred income	315,957	225,954		
	1,081,856	1,366,258	156,357	175,715
			<del></del>	

# Notes to the Financial Statements - continued for the Year Ended 31 July 2007

# 13 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company	
	2007 £	2006 £	2007 £	2006 £
Bank loans (see note 14) Other loans (see note 14)	1,006,364 350,000	1,058,767	1,006,364	1,058,767
Amounts owed to group undertakings			291,702	89,757
	1,356,364	1,058,767	1,298,066	1,148,524

## 14 LOANS

An analysis of the maturity of loans is given below

	Gr	oup	Com	pany
	2007	2006	2007	2006
	£	£	£	£
Amounts falling due within one year or on demand				
Bank overdrafts	230,946	653,182		
Bank loans	53,557	53,557	53,557	53,557
	284,503	706,739	53,557	53,557
Amounts falling due between one and two years				
Bank loans 1 2 years	53,557	53,557	53,557	53,557
Amounts falling due between two and five years				
Bank loans 2 5 years Other loans 2 5 years	160,671 350,000	160,671	160,671	160,671
<b>J</b>	<del></del>			
	510,671	160,671	160,671	160,671
Amounts falling due in more than five years				
Repayable by instalments				
Bank loans more 5 yr by instal	792,136	844,539	792,136	844,539

# Notes to the Financial Statements continued for the Year Ended 31 July 2007

## 15 SECURED DEBTS

The following secured debts are included within creditors.

	Group		Company	
	2007	2006	2007	2006
	£	£	£	£
Bank overdrafts	230,946	653,182		
Bank loans	1,059,921	1,112,324	1,059,921	1,112,324
	1,290,867	1,765,506	1,059,921	1,112,324

The bank overdraft is secured by a bond and floating charge over the assets of the group. The bank loan is secured by a standard security over property and a bond and floating charge over the assets of the group.

### 16 PROVISIONS FOR LIABILITIES

17

			Gre	oup
			2007	2006
<b></b>			£	£
Deferred tax			30,014	30,375
Group				D.C. 1
				Deferred tax
Ralance at 1	August 2006			£ 30,375
Charge for y				(361)
Balance at 3	1 July 2007			30,014
CALLED U	P SHARE CAPITAL			
Authorised				
Number	Class	Nommal value	2007 £	2006 £
17,999,000	Ordinary	£ 01	179,990	179,990
1,000	B Ordinary	£ 01	10	10
2,000,000	A ordinary shares	£ 01	20,000	20,000
			200,000	200,000
Allotted, issu	ued and fully paid			
Allotted, issu	ued and fully paid Class	Nominal	2007	2006 f
Number	Class	value	£	£

## Notes to the Financial Statements continued for the Year Ended 31 July 2007

#### CALLED UP SHARE CAPITAL continued 17

The B ordinary shares have no voting rights In the event of a sale, or winding up the holders participate pari passu with the ordinary shareholders

#### 18 RESERVES

$\sim$			_
1.	FO	п	n

Group	Profit and loss account
At 1 August 2006 Profit for the year Dividends	288,537 247,283 (225,000)
At 31 July 2007	310,820
Company	Profit and loss account
At 1 August 2006 Profit for the year Dividends	281,789 78,756 (225,000)
At 31 July 2007	135,545

#### TRANSACTIONS WITH DIRECTORS 19.

During the period the Group paid for the following in relation to transactions connected with Gordon Beattle All transactions were deemed to be at fair values

The Group leased property from Gordon Beattie during the period at a total cost of £117,504 (2006 £117,504)

The Group leased property from the Trustees of Gordon Beattie's personal pension scheme during the period at a total cost of £25,000 (2006 £25,000)

At 31 July 2007 a balance of £2,670 (2006 £3,949) was due to Gordon Beattie

Notes to the Financial Statements continued for the Year Ended 31 July 2007

## 20 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Group		
F	2007	2006
	£	£
Profit for the financial year	247,283	167,696
Dividends	(225,000)	(364,000)
Net addition/(reduction) to shareholders' funds	22,283	(196,304)
Opening shareholders' funds	368,555	564,859
Closing shareholders' funds	390,838	368,555
Company	2007	2004
	2007	2006
	£	£ 08 275
Profit for the financial year  Dividends	78,756 (225,000)	98,275 (364,000)
Net reduction of shareholders' funds	(146,244)	(265,725)
Opening shareholders' funds	361,807	627,532
Closing shareholders' funds	215,563	361,807

#### 21. EMPLOYEE BENEFIT TRUST

An employee Benefit Trust (EBT) is established with Independent trustees appointed acting for the employees of the Group as beneficiaries of the trust. The trustees have absolute discretion in the approval of each and every award within the EBT

The assets and habilities of the EBT are included in the Group balance sheet until they vest unconditionally in the beneficiaries. In this respect at 31 July 2007, included in debtors is £11,828 (2006 £12,812)

No amounts were paid to the EBT by the Group in the period

#### 22 CONTROL

The group is under the control of G Beattie a director of the company