Rohan

Rohan Designs Limited

Annual Report

for the year ended 31 January 2003

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COMPANIES HOUSE 22/12/03

Registered no: 1567549

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Directors & Advisers

Chairman

Colin W Fisher B.Sc. Hons

Managing Director Hugh D Clark B.A. Hons

Finance Director Philip D Parkinson FCA

Non Executive Directors
Christopher Curry

Elizabeth Gibson

Sales Director Richard N Utting

Design Director Tim J Jasper B.A. Hons

Marketing Director Vanessa J Wright

IT & Operations Director Mark C Willison

Sourcing Director Gill R Donaldson

Secretary and registered office

Philip D Parkinson FCA

30 Maryland Road Tongwell Milton Keynes MK15 8HN Bankers

Bank of Scotland 14 Friar Lane Leicester LE1 5RA

Registered auditors

PricewaterhouseCoopers LLP Central Business Exchange Midsummer Boulevard Central Milton Keynes MK9 2DF

Solicitors Shoosmiths Regents Gate Crown Street Reading RG1 2PQ

Biggart Baillie Dalmore House 310 St Vincent Street Glasgow G2 5QR

Property consultants
Douglas Duff
Charter House
426 Avebury Boulevard
Central Milton Keynes
MK9 2HS

Report of the Directors

The directors present their annual report and the audited financial statements for the year ended 31 January 2003.

Principal activity and business review

The principal activities of the company remain the design and distribution of adventure travel clothing.

The profit and loss account for the year is set out on page 7.

The result for the year is a loss on ordinary activities before interest of £277,926 compared with a profit of £629,113 the previous year.

Refinancing

On 28 March 2003 Keldisk Group Limited, the company's ultimate holding company, secured additional loans of £750,000 from the shareholders and increased facilities from the group's bankers, for which the company acts as guarantor.

Dividends

The Directors do not propose a dividend (2002: nil).

Directors

The directors in office at the end of the year were Colin Fisher, Hugh Clark, Philip Parkinson, Christopher Curry, Elizabeth Gibson, Mark Wignall, Tim Jasper, Richard Utting, Mark Willison and Vanessa Wright. Gill Donaldson was appointed on 8 June 2003.

lan Hopkins resigned on 17 January 2003 and Mark Wignall resigned on 28 March 2003.

Directors' interests

Colin Fisher, Hugh Clark, Philip Parkinson, Christopher Curry, Elizabeth Gibson and Mark Wignall are directors of the company's holding company, Keldisk Group Limited, and accordingly their interests and those of their families in the share capital of Keldisk Group Limited are disclosed in the Directors' Report of that company.

The interests of the other directors in the share capital of the holding company at the beginning and end of the year were:

	'C' Ordinary shares
	of £1 each
Richard Utting	5,518
Tim Jasper	6,897
Mark Willison	3,448
Vanessa Wright	2,758

No director had any interest in the share capital of the company at any time during the year or since the end of the year.

Report of the Directors

Market value of land and buildings

The freehold land and buildings were revalued on an open market basis by Douglas Duff, Chartered Surveyors on 6 December 2002. The open market value of £225,000 exceeds the net book value of the assets by £85,250. The revaluation has been included in the financial statements in line with group policy.

In the opinion of the directors, the market value of the freehold land and buildings of the group is approximately equal to the book values of those assets.

Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year that 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. The directors are required to prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the company will continue in business.

The directors confirm that suitable accounting policies have been used and applied consistently as explained on page 5 under Principal Accounting Policies. They also confirm that reasonable and prudent judgements and estimates have been made in the preparation of the financial statements for the year ended 31 January 2003 and that applicable accounting standards have been followed.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that 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.

Political and charitable contributions

The company made no political or charitable contributions during the year.

Insurance of directors

The company maintains insurance for all directors in respect of their duties as directors.

Auditors

Following the conversion of our auditors PricewaterhouseCoopers to a Limited Liability Partnership (LLP) from 1 January 2003, PricewaterhouseCoopers resigned on 25 July 2003 and the directors appointed its successor, PricewaterhouseCoopers LLP, as auditors. A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the annual general meeting.

ON BEHALF OF THE BOARD

P D Parkinson

Secretary

27 August 2003

Registered Office 30 Maryland Road, Tongwell Milton Keynes MKI 5 8HN

Report of the Auditors

Independent auditors' report to the members of Rohan Designs Limited.

We have audited the financial statements which comprise the profit and loss account, the balance sheet, the statement of total recognised gains and losses and the related notes.

Respective responsibilities of directors and auditors.

The directors' responsibilities for preparing the annual report and the financial statements in accordance with applicable United Kingdom law and 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 issued by the Auditing Practices Board. This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Section 235 of the Companies Act 1985 and for no other purpose. We do not, in giving this opinion, 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.

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 is not disclosed.

We read the other information contained in the annual report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. The other information comprises only the directors' report.

Basis of audit 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 the company's affairs at 31 January 2003 and the loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

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PricewaterhouseCoopers LLP

Chartered Accountants and Registered Auditors

Milton Keynes

27 August 2003

Principal Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of freehold property, and in accordance with the Companies Act 1985 and applicable Accounting Standards.

The principal accounting policies of the company have remained unchanged from the previous year and are set out below.

Going Concern

The financial statements have been prepared on a going concern basis. After making enquiries, the directors, at the time of approving the financial statements, have determined that there is reasonable expectation that the company has adequate resources to continue operating for the foreseeable future.

On 28 March 2003 the group secured additional loans of £750,000 from the shareholders, agreed amended terms for the existing loans and increased facilities from the group's bankers. At the same time the group's banking facilities were reviewed and renewed for 12 months until 28 March 2004.

For this reason, the directors have adopted the going concern basis in preparing the financial statements.

Turnover

Turnover represents the amounts (excluding Value Added Tax) derived from the provision of goods and services to customers during the year.

Fixed Assets and Depreciation

Freehold property is included in the balance sheet at valuation, other fixed assets are included at cost. Freehold property is revalued every 3 years by an independent qualified surveyor.

The cost of tangible fixed assets is their purchase cost together with any incidental costs of acquisition and installation.

Depreciation is calculated to write down the cost less estimated residual value of tangible fixed assets by equal annual instalments over their expected useful economic lives. The rates generally applicable are:

Freehold Property	50 years
Additions to Leasehold Property	Life of lease
Fixtures and equipment	5 to 15 years
Computer equipment	4 years

Stock

Stock is stated at the lower of cost and net realisable value. Cost is the value at which goods are purchased, including where appropriate, import duties and associated costs.

Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Full provision is made for deferred taxation and deferred tax assets are recognised to the extent that it is considered more likely than not that they are recoverable.

Principal Accounting Policies

Deferred taxation

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.

Deferred taxation has been recognised as a liability or asset if transactions have occurred at the balance sheet date that give rise to an obligation to pay more taxation in the future or a right to pay less taxation in the future. An asset is not recognised to the extent that the transfer of economic benefit in the future is uncertain.

Leases

Where the company enters into a lease which entails taking substantially all the risks and rewards of ownership of an asset, the lease is treated as a 'finance lease'. The asset is recorded in the balance sheet as a tangible fixed asset and is depreciated over its estimated useful life or the term of the lease, whichever is shorter. Future instalments under such leases, net of finance charges, are included with creditors. Rentals payable are apportioned between the finance element, which is charged to the profit and loss account, and the capital element which reduces the outstanding obligation for future instalments.

All other leases are accounted for as 'operating leases' and the rental charges are charged to the profit and loss account on a straight line basis over the life of the lease.

Foreign currencies

Transactions in foreign currencies are translated at either the exchange rate ruling at the date of the transaction or the rate implicit in the forward contract taken out to cover the transaction. Monetary assets and liabilities in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. All exchange differences are dealt with through the profit and loss account.

Pension costs

The company operates defined contribution pension schemes for certain employees. The assets of the schemes are held separately from those of the company in independently administered funds. The amounts charged against profits represent the contributions payable to the schemes in respect of the financial year.

Cash flow Statement & related party disclosures

The company is a wholly owned subsidiary of Keldisk Group Limited and is included in the consolidated financial statements of Keldisk Group Limited, which are publicly available. Consequently the company has taken advantage of the exemption from preparing a cash flow statement under the terms of Financial Reporting Standard I (revised 1996). The company is also exempt under the terms of Financial Reporting Standard 8 from disclosing related party transactions with entities that are part of the Keldisk Group Limited group or investees of the Keldisk Group Limited group.

Profit & Loss Account For the year ended 31 January 2003

	Note	2003 £	2002 £
Turnover	ł	14,267,211	14,594,081
Cost of Sales		(6,616,499)	(6,909,435)
Gross Profit	-	7,650,712	7,684,646
Distribution costs		(7,008,848)	(6,302,102)
Administrative expenses	_	(919,790)	(753,431)
		(7,928,638)	(7,055,533)
(Loss)/profit on ordinary activities before interest		(277,926)	629,113
Bank interest receivable		2,098	6,340
Interest payable & similar charges	2	(191,820)	(131,663)
(Loss)/profit on ordinary activities before taxation	3	(467,648)	503,790
Tax on (loss)/profit on ordinary activities	6	98,518	(102,140)
(Loss)/profit retained for the financial year		(369,130)	401,650
Statement of total recognised gains & losses			
(Loss)/profit for the financial year		(369,130)	401,650
Unrealised surplus on revaluation of tangible fixed assets	15	85,250	-
Prior year adjustment		-	66,415
Total recognised (losses)/gains since the last annual report		(283,880)	468,065

There is no material difference between the (loss)/profit on ordinary activities before taxation and the retained (losses)/profits stated above, and their historical cost equivalents.

All turnover and operating (losses)/profits are attributable to continuing operations.

Balance Sheet At 31 January 2003

	Note	2003 £	2002 £
Fixed assets			
Tangible assets	7 _	1,041,311	874,572 ——————
Current assets			
Stocks	8	1,934,206	1,851,046
Debtors	9	3,253,609	2,871,746
Cash at bank and in hand	<u>-</u>	-	220,958
en 11.		5,187,815	4,943,750
Creditors: amounts falling due within one year	10	3,534,415	2,832,428
Net current assets		1,653,400	2,111,322
Total assets less current liabilities		2,694,711	2,985,894
Creditors: amounts falling due after more than one year	12	2,052,527	2,073,193
Provisions for liabilities and charges	13	162,952	149,589
		2,215,479	2,222,782
Capital and reserves			
Called up share capital	14	50,000	50,000
Share premium account	15	4 9,458	49,458
Revaluation reserve	15	180,667	97,521
Profit and loss account	15	99,107	566,133
Equity shareholders' funds	16	479,232	763,112
		2,694,711	2,985,894

The financial statements on pages 5 to 16 were approved by the board of directors on 27 August 2003 and were signed on its behalf by:

P D Parkinson

Directors

Notes on the Accounts For the year ended 3 | January 2003

1	Turnover Substantially all turnover arose in the United Kingdom.		
2	Interest payable and similar charges	222	2000
		2003 £	2002 £
	On bank borrowings wholly repayable within 5 years	51,068	11,433
	On group borrowings wholly repayable within 5 years (note 13) On finance leases	137,688 3,064	114,738 5,492
	<u>-</u>	191,820	131,663
3	= (Loss)/profit on ordinary activities before taxation		
		2003	2002
	The (loss)/profit on ordinary activities before taxation is stated after crediting:	£	£
	Rent receivable	10,000	13,253
	and after charging:		
	Auditors' remuneration - for audit services	19,500	15,996
	Auditors' remuneration - for other services	17,902	13,279
	Depreciation of owned tangible fixed assets	299,743	301,239
	Depreciation of tangible fixed assets under finance leases	20,256	16,320
	Loss on disposal of fixed assets	508	-
	Hire of plant and machinery - operating leases	97,057	98,157
	Hire of other assets - operating leases	918,282	843,068
4	Remuneration of directors		
		2003	2002
	Directors' emoluments:	£	£
	Remuneration	524,316	512,25 4
	Pension contributions	52,864	30,165
		577,180	542,419

The emoluments, including pension contributions of £12,996 (2002: £9,000) of the highest paid director were £90,550 (2002: £89,788). Retirement benefits are accruing to eight directors (2002: seven) under money purchase pension schemes.

5 Staff numbers and costs

The average number of persons employed by the company (including directors) during the year, analysed by category, was as follows:

	2003 No.	2002 No.
Sales	170	165
Administration	15	14
	185	179

Notes on the Accounts For the year ended 31 January 2003

5	Staff numbers and costs (continued)		
	The aggregate payroll costs of these persons were as follows:		
		2003 €	2002 £
		L	L
	Wages and salaries	2,763,106	2,456,366
	Social security costs	2 8,857	195,779
	Other pension costs (note 19)	77,594	52,458
		3,059,557	2,704,603
6	Tax on profit on ordinary activities		
		2003	2002
	Corporation Tax	£	£
	UK Corporation tax on (loss)/profit for the period	(106,401)	159,620
	UK Corporation tax relating to earlier periods	13,924	(43,277)
		(92,477)	16,343
	Deferred taxation Origination and reversal of timing differences	(6,041)	(14,203)
	Origination and reversal or timing differences		
		(98,518)	102,140
	The tax assessed for the period is lower than the standard rate. The differences are explained below:	e of corporation tax i	n the UK (30%).
		2003	2002
	(Loss)/profit on ordinary activities before taxation	(467,648)	£ 503,790
	(Loss)/profit on ordinary activities before taxation multiplied by standard rate of corporation tax	() 40 00 11	.5
	in the UK (30%)	(140,294)	151,137
	Effects of:		
	Expenses not deductible for tax purposes	27,018	16,065
	Adjustment to tax charge in respect of previous periods	13,924	(43,277)
	Capital allowances in excess of depreciation Other timing differences	2,020 4,855	10,286 4,817
	Group relief claimed	4,000	(22,685)
		(92,477)	116,343
		(, 2,,	

Notes on the Accounts For the year ended 31 January 2003

7	Tangible fixed assets					
	•	Total	Freehold Property	Short Leasehold Property	Computer Equipment	Fixtures & Equipment
	Cost or valuation	£	£	£	£	£
	At beginning of year Revaluation	2,192,482 75,000	150,000 75,000	72,577	566,042	1,403,863
	Additions	401,996	-	27,518	38,339	336,139
	- Disposals	2,669,478 13,796	225,000 -	100,095	604,381	1,740,002 13,796
	At end of year	2,655,682	225,000	100,095	604,381	1,726,206
	Depreciation					
	At beginning of year	1,317,910	7,750	12,839	308,469	988,852
	Revaluation adjustment	(10,250)	(10,250)	-	-	•
	Provided in year	319,999	3,250	11,707	118,271	186,771
	Disposals	1,627,659 13,288	750 -	24,546 -	426,740	1,175,623 13,288
	At end of year	1,614,371	750	24,546	426,740	1,162,335
	Net book values:					
	At end of year	1,041,311	224,250	75,549	177,641	563,871
	At beginning of year	874,572	142,250	59,738	257,573	415,011

The figures stated above include assets held under finance leases and similar hire purchase contracts as follows:-

Fixtures & Equipment

	£
Cost at beginning and end of the year	87,761
Depreciation	
At beginning of year	28,525
Provided in the year	20,256
At end of year	48,781
Net book value at end of the year	38,980

Freehold property was valued on an open market basis by Douglas Duff, Chartered Surveyors, on 6 December 2002. If freehold property had not been revalued it would have been carried at the following amounts:

	2003	2002
	£	£
Cost	50,000	50,000
Accumulated depreciation	6,417	5,417
Net book value	43,583	44,583

The directors do not consider there to be a material difference between the current market value of the freehold property and the book values of those assets.

Notes on the Accounts For the year ended 31 January 2003

8	Stocks		
		2003	2002
		£	£
	Finished goods for resale	1,912,189	1,830,071
	Raw materials	22,017	20,975
		I,934,206	1,851,046

There were no significant differences between the replacement cost and the values disclosed.

9 Debtors

	2003	2002
	£	£
Trade debtors	316,141	430,975
Amounts due from group companies	2,221,906	1,819,825
Other debtors	20,284	9,288
Prepayments & accrued income	512,964	531,040
Corporation tax	95,655	-
Deferred tax asset	86,659	80,618
	3,253,609	2,871,746

The deferred tax asset arises on the following timing differences and it is expected to reverse in more than one year.

more than one year.	Provided Unprovi		Unprovide	v ided	
	2003	2002	2003	2002	
	£	£	£	£	
Differences between capital allowance and					
depreciation	42,279	35,741	**	-	
Capital gains on revaluation					
of freehold property	-	-	(54,200)	(27,675)	
Other	44,380	44,877	<u>-</u>	-	
	86,659	80,618	(54,200)	(27,675)	
Deferred tax asset		· · · · · ·	-		
				£	
At beginning of year				80,618	
Deferred tax credit in profit & loss account (note 6)				6,041	
At end of year			_	86,659	

Notes on the Accounts For the year ended 31 January 2003

10	Creditors - amounts falling due within one year		
10	Creditors arrowns family add within one year	2003	2002
		£	£
	Bank loans and overdrafts	701,752	-
	Trade creditors	1,113,720	1,075,0 4 8
	Social security and other taxes	416,736	441,808
	Amounts due to group companies	721,245	721,245
	Corporation tax	-	146,927
	Obligations under finance leases	20,597	25,245
	Accruals and deferred income	560,365	4 22,155
		3,534,415	2,832,428
П	Obligations under finance leases and hire purchase contracts		
		2003	2002
		£	£
	Amounts payable:		
	within one year	20,597	25,245
	in two to five years	3,247	23,913
		23,844	49,158
12	Creditors - amounts falling due after more than one year		
	,	2003	2002
		£	£
	Loan from holding company	1,147,380	1,147,380
	Loan from group company	901,900	901,900
	Obligations under finance leases	3,247	23,913
		2,052,527	2,073,193

Overdraft

The overdraft is part of a secured group multi-option facility which, since the year end, has been increased to a maximum of £1,309,000 over the 12 months to 28 March 2004.

Loan from holding company

The loan from the holding company bears interest at 10% and is repayable on 366 days notice. The loan from the group company carries no interest and is repayable on 366 days notice.

Notes on the Accounts For the year ended 31 January 2003

13	Provisions for liabilities and charges	Dilapidations £
	At beginning of year	149,589
	Contribution from landlord on assignment of new lease	20,000
	Expenditure	(6,637)
		162,952

The provision for dilapidations represents the estimated cost of fulfilling the company's obligations to landlords on expiry of leases to restore properties to the same condition as at the start of those leases. An element of the provision relates to costs that are expected to be paid over the next two or three years. The remaining element relates to costs that are expected to be paid over a period of up to 15 years from the year end.

14 Share capital

	2003	2002
	£	£
Authorised		
1% Cumulative Convertible Preference		
shares of £1 each	17,500	17,500
Ordinary shares of £1 each	82,500	82,500
	100,000	100,000
Allotted, called up and fully paid		
Ordinary shares of £1 each	50,000	50,000

15 Share premium and reserves

	Share Premium Account £	Revaluation reserve £	Profit and Loss Account £
At beginning of year	49,458	97,521	566,133
Surplus arising on revaluation	-	85,250	-
Transfer of depreciation on revalued freehold property Profit retained for the financial year	-	(2,104)	2,104 (369,130)
At end of year	49,458	180,667	199,107
7 to 5/10 01 year	17,150	- 30,007	177,107

Notes on the Accounts For the year ended 31 January 2003

16	Reconciliation of movements in shareholders' funds		
		2003	2002
		£	£
	Shareholders' Funds at beginning of year	763,112	361, 4 62
	(Loss)/profit retained for the financial year	(369,130)	401,650
	Surplus arising on revaluation	85,250	
	Shareholders' Funds at end of year	479,232	763,112
	All funds are attributable to equity shareholders.		
17	Capital commitments		
		2003	2002
	Capital expenditure that has been contracted for but has not	£	£
	been provided for in the financial statements.	70,556	-

18 Financial commitments

At the end of the year the company had annual financial commitments under non-cancellable operating leases as follows:

	2003		2002	
	Land and buildings £	Other £	Land and buildings	Other £
Expiring within one year	•	14,7 1	48,000	10,446
Expiring between two and five years inclusive	123,000	52,\88	96,000	52,940
Expiring in over five years	707,434	-	620,664	-
	830,434	66,899	764,664	63,386

Notes on the Accounts For the year ended 31 January 2003

19 Pension Scheme

The company operates defined contribution pension schemes for directors and certain employees. The pension cost charge for the year represents contributions payable by the company to the funds and amounted to £77,594 (2002: £52,458).

The assets of the schemes are held separately from those of the company in independently administered funds. The amount charged against profits represents the contributions payable to the schemes in respect of the accounting period.

20 Contingent liabilities

On 18 February 1998 the company entered into a corporate guarantee, jointly and severally with Keldisk Limited and Keldisk Group Limited in respect of group bank borrowings.

21 Ultimate holding company

The Directors consider Keldisk Group Limited to be the ultimate holding company. Copies of the financial statements of Keldisk Group Limited may be obtained from the Company Secretary, Keldisk Group Limited, 30 Maryland Road, Tongwell, Milton Keynes, MKI 5 8HN.