THE FINE ART GROUP LIMITED AND ITS SUBSIDIARY UNDERTAKINGS

REPORT AND ACCOUNTS
YEAR ENDED 31ST DECEMBER, 1994.



THE FINE ART GROUP LIMITED CONSOLIDATED ACCOUNTS DIRECTORS' REPORT YEAR ENDED 31ST DECEMBER, 1994.

The principal activity of the Group continued to be that of Picture Print Publishers. \* Fine And general Primes

The activities of the subsidiary undertakings are shown in the notes to the accounts.

On 21st December 1994 the name of the parent undertaking was changed from Solomon & Whitehead Limited to The Fine Art Group Limited.

The Company is registered in England No 289529 and is a wholly owned subsidiary of Magnolia Group plc., which is registered in England.

The profit on ordinary activities, before taxation, was £121,299 (1993 £149,110) and after charging taxation and dividends £27,051 (1993 -£37,415) has been transferred to reserves.

The Directors consider the trading results and the state of the Group affairs to be satisfactory. The Directors look forward to progress in the coming year.

The changes in the fixed tangible assets of the Group are detailed in the notes to the accounts.

Charitable contributions made during the year amounted to £515 (1993 £132).

The Directors recommend the payment of a dividend of £18,000 (1993 £40,000).

The Directors throughout the year were :-

Mr. G.B. Jones

Mr. A.J. Stanley

Mr. R. Daffern (Resigned 1.11.1994) Mr. D. Wallrock (Appointed 1.11.1994)

Mr. A. Stanley held 150 ordinary shares in Magnolia Group plc throughout the year, Mr. D. Wallrock held 472,510 ordinary shares in Magnolia Group plc throughout the year and Mr. D. Wallrock also held 500,000 ordinary shares in Magnolia Group plc throughout the year as Trustee. Mr. G.B. Jones and Mr. A.J. Stanley each held an option to purchase 5,000 ordinary shares in Magnolia Group plc throughout the year.

A resolution under Section 386 of the Companies Act 1985 is in force under which Kenneth Kyle & Partners are deemed to be reappointed as Auditors.

Approved by the Board of Directors and signed on behalf of the Board

G.B. Jones Director

THE FINE ART GROUP LIMITED

CONSOLIDATED ACCOUNTS

STATEMENT OF DIRECTORS' RESPONSIBILITIES

YEAR ENDED 31ST DECEMBER, 1994.

Company law requires the Directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company and Group and of the profit or loss of the Company and Group for that period.

In preparing those financial statements, the Directors are required to select suitable accounting policies and then apply them consistently; to make judgements and estimates that are reasonable and prudent; and to prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company or Group 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 Group and which 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 Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

We have audited the financial statements on pages 4 to 18 which have been prepared under the historical cost convention as modified by the revaluation of certain fixed assets, and the accounting policies set our in note 1 to the accounts

# Respective Responsibilities of Directors and Auditors

As described on page 2, the Company Directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit. on those statements and report our opinion to you.

## Basis of Opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the Directors in the preparation of the financial statements and of whether the accounting policies ae appropriate to the Company's and the Group'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 misstatements, 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 and the Group's affairs as at 31st December, 1994 and of the profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

KENNETH KYLE & PARTNERS, Registered Auditor, Chartered Accountants,

11 Weston Road, Southend on Sea, Essex.

(Date).4th.May..1995.

THE FINE ART GROUP LIMITED

CONSOLIDATED PROFIT AND LOSS ACCOUNT
YEAR ENDED 31ST DECEMBER, 1994.

<u> </u>		Contin Operat 199	ions	Contin Operat 199	ions
	Note	£	£	£	£
Turnover Cost of Sales	1,2	,	2,817,001 1,503,144		2,707,229 1,429,033
GROSS PROFIT		•	1,313,857		1,278,196
Distribution Costs Administrative Expenses		536,472 708,264		498,606 668,990	
			1,244,736		1,167,596
OPERATING PROFIT	3		69,121		110,600
Other Interest Receivable and similar income	4		54,583		40,900
			123,704		151,500
Interest payable and similar charges	5		2,405		2,390
Profit on ordinary activit before taxation	ies	r	121,299		149,110
TAX on profit on ordinary activities	8		76,248		71,695
PROFIT on ordinary activit after taxation	ies 9		45,051		77,415
DIVIDEND paid and proposed			18,000		40,000
Retained profit for the ye	ar		27,051		37,415
STATEMENTS OF PROFIT RETAI	NED				
Profit for the Year Profit retained from previ	ous yea	rs	27,051 1,923,319		37,415 1,885,904
PROFIT RETAINED carried fo	rward		1,950,370		1,923,319

THE FINE ART GROUP LIMITED
STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES
YEAR ENDED 31ST DECEMBER, 1994.

	1994 <del>£</del>	1993 €
Retained Profit for the Year	27,051	37,415
Unrealised surplus on revaluation freehold land and buildings	of 155,059	
Total Gains and Losses recognised since last annual report	182,110	37,415

THE FINE ART GROUP LIMITED CONSOLIDATED BALANCE SHEET 31ST DECEMBER, 1994.

	<del></del>	199	4	1993	3
	Note	£	£	£	£
FIXED ASSETS					
Tangible Assets	10		791,467		608,307
CURRENT ASSETS					
Stocks	13	552,706		604,999	
Debtors Cash at Bank and in	14	1,108,544		956,366	
Hand	15	360,850		446,513	
		2,022,100		2,007,878	
CREDITORS - Amounts fall due within one year	ing 16	589,904		591,740	
NET CURRENT ASSETS			1,432,196		1,416,138
TOTAL ASSETS LESS CURRENT LIABILITIES			2,223,663		2,024,445
Less : Non Current Liabi	lities	5			
CREDITORS - Amounts fall					
due after more than one year	16		18,234		1,126
			2,205,429		2,023,319
CARLES AND DECERVES					
	4-		100 000		400.000
					100,000
Profit and Loss Account	18		1,950,370		1,923,319
	19		2,205,429		2,023,319
CREDITORS - Amounts fall due after more than one year  CAPITAL AND RESERVES  Called Up Share Capital Revaluation Reserve	16 17 18 18		100,000 155,059 1,950,370		2,023, 100, 1,923,

The financial statements were approved by the Board of Directors on (Date). 2/5. 2/5......

Signed on behalf of the Board of Directors

G.B. Jones Director THE FINE ART GROUP LIMITED BALANCE SHEET
31ST DECEMBER, 1994.

		199	4	199	3
	Note	£	£	£	£
FIXED ASSETS			,		
Tangible Assets Investments	10 12		15,092 93,983		29,599 95,062
			109,075		124,661
CURRENT ASSETS					
Debtors Cash at Bank and in F	14 land 15	100,497		109,240 7,099	
		100,497		116,339	
CREDITORS - Amounts fal due within one year	ling 16	100,260		132,273	
NET CURRENT ASSETS (LIABILITIES)			237		(15,934)
TOTAL ASSETS LESS CURRE LIABILITIES	INT	·	109,312		108,727
CAPITAL AND RESERVES					
Called Up Share Capital Profit and Loss Account			100,000 9,312		100,000 8,727
			109,312		108,727
					·

These financial statements were approved by the Board of Directors on (Date).....

Signed on behalf of the Board of Directors

G.B. Jones Director

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THE FINE ART GROUP LIMITED
NOTES TO THE CONSOLIDATED ACCOUNTS
YEAR ENDED 31ST DECEMBER, 1994.

#### 1. ACCOUNTING POLICIES

- a. Basis of Accounts
  The accounts are prepared according to the historical cost convention, modified by the revaluation of certain land and buildings as detailed in note 10, and in compliance with the Companies Act 1985 and with applicable accounting standards. The Group financial statements consolidate the financial statements of the Company and its subsidiary undertakings.
- b. Basis of Consolidation
  The Group financial statements consolidate the financial statements of The Fine Art Group Limited and its subsidiary undertakings for the financial year ended 31st December 1994. Unrealised profit resulting from trading between group undertakings has been eliminated on consolidation.
- c. Turnover
  Turnover, all of which is derived from continuing operations, represents sales, excluding Value Added Tax, to both outside customers and Magnolia Group undertakings after accounting for discounts allowed.
- d. Depreciation Depreciation is provided to write off the cost of assets in equal annual instalments over their anticipated useful lives. The principal rates in use are :-

Freehold Land - 0% p.a.

Freehold Buildings - 2-4% p.a. (straight line)

Short Leasehold Property - 4% p.a. (straight line)

Plant and Machinery - 10% p.a. (straight line)

Fixtures, Fittings, Tools
and Equipment - 10% p.a. (straight line)

Computer Equipment - 12½% and 20% p.a.

(straight line)

Motor Vehicles - 25% (straight line)

Minor items are dealt with on a renewals basis.

- e. Deferred Taxation
  Deferred Taxation is provided on differences arising
  from the inclusion of income and expenditure in taxation
  computations in periods different from those in which
  they are included in the financial statements. The
  Directors are of the opinion that no liability is likely
  to crystallise in the foreseeable future.
- f. Stocks Stocks and Work-in-Progress are valued at the lower of cost or net realisable value. Cost, where applicable, includes an appropriate proportion of overheads.

- g. Foreign Currencies
  Transactions in foreign currencies are included at the rate
  ruling at the date of the transaction and assets and
  liabilities at the rates ruling at Balance Sheet date. Any
  exchange differences subsequently realised are adjusted
  against profits.
- h. Financial Reporting Standard 1
  The ultimate parent company produces a consolidated cash flow statement. Under the exemptions in Financial Reporting Standard 1 the company has not produced a cash flow statement.
- i. Pension Costs
  The anticipated cost of providing pensions is charged to the profit and loss account over the service lives of employees in the pension scheme in proportion to their pensionable salaries. Detail of the pension scheme operated is given in note 20.
- j. Leased and Hire Purchased Assets There were no assets financed by leasing arrangements which give rights approximate to ownership. Rental costs under operating leases are charged to the profit and loss account as they are incurred.

Assets purchased under Hire Purchase contracts are treated in the same manner as assets acquired by outright purchase and the finance interest charge is allocated over the life of the agreement.

# 2. TURNOVER ANALYSIS

	1994 £	1993 €
United Kingdom Sales to Group	2,726,482	2,592,189
Undertakings	17,071	15,344
Rest of Europe	28,269	22,015
America	12,114	44,038
Asia and Australasia	28,749	14,392
Rest of World	4,316	19,251
	2,817,001	2,707,229

	3.	GROUP OPERATING PROFIT is after accounting for :	1994 £	1993 £
		Directors Emoluments Auditors Remuneration -	127,970	128,480
		Group - Audit Fees	15,300	16,600
		- Other Services	3,000	4,000
		Company - Audit Fees - Other Services	3,000 1,000	4,100 2,000
		Depreciation of tangible assets -		
		Owned	81,281	74,396
		Subject to Hire Purchase Loss (Profit) on disposal of	19,461	20,703
		tangible assets Operating leases in respect of:	(1,313)	2,488
		- Leasehold Property	22,686	23,131
		- Plant and Machinery	3,412	5,732
	4.	OTHER INTEREST receivable and similar		
		Building Society Interest	6,985	9,224
		Money Market Interest Other Income (Royalties)	7,353 15,450	6,414 9,872
		Group Interest	24,795	15,390
			54,583	40,900
			*	
	5.	INTEREST PAYABLE AND SIMILAR CHARGES		
		Hire Purchase Interest	2,405	2,390
·	6.	DIRECTORS EMOLUMENTS (excluding pension contributions)		
		Chairman	58,347	57,857
		Highest Paid Director	58,611	58,233
		Other Directors (excluding above)		
			Number	Number
		£0 - £5,000	1	1
			-	•

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# 7. STAFF COSTS (including Directors)

	1994 £	1993 £
Wages and Salaries Social Security Costs Other Pension Costs	967,758 95,868 20,865	912,726 94,370 29,334
	1,084,491	1,036,430

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

Production Sales and Marketing Administration	26 14 24	29 15 21
	64	65

## 8. TAXATION

The tax on profit on ordinary activities charged to the profit and loss account comprises :

## Current Year :

U.K. Corporation Tax at 25% (1993 - 25%) Group Relief	2,304 73,944	1,748 69,947
	76,248	71,695

## 9. PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION

The Group has taken advantage of \$230(3) Companies Act 1985 and has not presented a separate profit and loss account for the Holding Company. The amount of holding company profit for the financial year dealt with in the consolidated profit and loss account is £18,585 (1993 - £28,436).

# 10. TANGIBLE ASSETS - GROUP

	Freehold and Leasehold Property £	Fixtures Fittings Plant and Equipment £	Motor Vehicles £	Total £
Cost	•	,		
1st January, 1994	244,283	890,773	169,337	1,304,393
Revaluation Surplus Additions Disposals	100,544	66,950 (43,615)	77,349 (42,773)	100,544 144,299 (86,388)
31st December, 1994	344,827	914,108	203,913	1,462,848
Accumulated Depreciation	n			
1st January, 1994	51,433	544,933	99,720	696,086
Provision for the Year Disposals	5,620 -	48,100 (40,171)	47,022 (30,761)	100,742 (70,932)
Revaluation Surplus	(54,515)	-	-	(54,515)
31st December, 1994	2,538	552,862	115,981	671,381
Net Book Value				
31st December, 1994			-4 40-	700 000
<ul><li>owned</li><li>hire purchased</li></ul>	342,289	322,914 38,332	71,105 16,827	736,308 55,159
	342,289	361,246	87,932	791,467
31st December, 1993				
<ul><li>owned</li><li>hire purchased</li></ul>	192,850 -	345,840 -	32,088 37,529	570,778 37,529
	192,850	345,840	69,617	608,307
	<del></del>			

Freehold and leasehold property includes cost of £9,827 (1993 - £9,827) and net book value of £7,289 (1993 - £7,682) in respect of alterations to short leasehold premises. The remaining cost and net book value relates to freehold land and buildings.

On 1st March 1995 the freehold land and buildings were revalued by Connell Wilson, Commercial Surveyors and Property Consultants. The valuation is based upon the best price at which the sale of an interest in the property might reasonably be expected to have been completed unconditionally for a cash consideration on the date of valuation, assuming a willing buyer and a reasonable period prior to the date of valuation to market the interest. The balances at 31st December 1994 in relation to freehold land and buildings are :-

	Cost or Valuation ₤	Net Book Value £
Historical Cost Basis	234,456	179,941
Valuation Basis	335,000	335,000

The Directors are of the opinion that if the revalued amounts in respect of freehold land and buildings were realised, no liability to taxation would arise in the foreseeable future.

## TANGIBLE ASSETS - PARENT COMPANY

	Motor Vehicles ₤	Total £
Cost		
1st January 1994 and 31st December 1994	58,729	58,729
Accumulated Depreciation		
1st January, 1994 Provision for the Year	29,130 14,507	29,130 14,507
31st December, 1994	43,637	43,637
Net Book Value	<del></del>	
31st December, 1994 - owned	15,092	15,092
31st December, 1993		
<ul><li>owned</li><li>hire purchased</li></ul>	819 28,780	819 28,780
	29,599	29,599
	<del></del>	<del></del>

# 11. CAPITAL COMMITMENTS - GROUP

			1994 £	1993 £	
	Not provided in the accoun Authorised and Contracted Authorised	ts:	192,900	11,64 116,00 127,64	0 <del>-</del>
12.	INVESTMENTS	1 £	994 £	1: £	993 £
	Shares in subsidiary undertakings at cost les amounts written off:	S	·		
	1st January and 31st Decem	ber	200		200
	Loans to subsidiary undertakings less amounts written off:				
	1st January Provision written back (provision)	94,862		90,394	
		(1,079)		4,468	
	31st December		93,783		94,862
		•	93,983		95,062
13.	STOCKS				
			1994 £	Group	1993 £
	Raw Materials and Consumables Work-in-Progress Finished Goods and Goods for resale		79,141 10,351		79,222 17,837
			463,214		507,940
			552,706		604,999

In the opinion of the directors there was no material difference between the amounts stated above and replacement costs.

14. DEBTORS
 Amounts falling due within one year :

		Gr	oup	Com	pany
		1994 ₤	1993 £	1994 £	1993 £
	Trade Debtors Amounts owed by ultimate parent undertaking Amounts owed by fellow subsidiary undertakings Amounts owed by subsidiary undertakings Other Debtors Prepayments and Accrued Income	734,690	664,940	_	-
		254,618	201,105	<b>-</b>	-
		718	1,994	-	-
		13,569	1,244	90,538 3,105	104,774 267
		104,949	87,083	6,854	4,199
		1,108,544	956,366	100,497	109,240
	There are no amounts falling	due after	more than	one year.	
15.	CASH AT BANK AND IN HAND		·		
	Cash at Bank Cash in Hand	360,744 106	446,218 295		7,099 -
		360,850	446,513	_	7,099
16.	CREDITORS				
	Amounts falling due within one year :				
		Group		Company	
		1994 £	1993 £	1994 £	1993 £
	Bank Loans and Overdrafts Trade Creditors Amounts owed to ultimate parent undertaking Amounts owed to fellow subsidiary undertakings Other Creditors Social Security and Other Taxes Accruals and Deferred Income Hire Purchase	235,449	80,585 168,214	1,164 230	237
		-	-	59,716	75,672
		694 133,218	5,834 124,909	12,388	18,207
		91,714 115,712 13,117	94,109 98,946 19,143	18,742 8,020	16,827 8,663 12,667
		589,904	591,740	100,260	132,273
	Amounts falling due after more than one year :				
	Hire Purchase (all due				
	within two to five years)	18,234	1,126	-	_

# 17. SHARE CAPITAL

The share capital comprises 200,000 authorised ordinary shares of £1 each of which 100,000 have been issued, called up and fully paid.

# 18. RESERVES

•		•
	Revaluation Reserve £	Profit and Loss Account £
GROUP		
At 1st January 1994 Revaluation Surplus Retained Profit for the	155,059	1,923,319
Year	-	27,051
At 31st December, 1994	155,059	1,950,370
COMPANY		
At 1st January 1994 Retained Profit for the		8,727
Year		585
At 31st December, 1994		9,312

# 19. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	1994 £	1993 £
Profit for the financial Dividend Other recognised gains	year 45,051 (18,000)	77,415 (40,000)
relating to the year.	155,059	-
Net addition to sharehold		
funds	182,110	37,415
Opening Shareholders'		
Funds	2,023,319	1,985,904
Closing Shareholders'		
Funds	2,205,429	2,023,319
	<del></del>	

#### 20. PENSION SCHEME

The Group operates a defined benefit pension scheme, the assets of which are held in a separate trustee administered fund. Contributions are made by both employer and employee.

The basis of contribution to the pension scheme is determined by independent actuaries according to the results of triennial valuations using the Projected Unit Method. The actuarial review gives the following information:

full
6th April, 1992
• •
9% p.a.
7% p.a.
none
9 years
•
£417,200
£318,100
£341,100
122%

The actuarial valuations indicate that the scheme is adequately funded and no adjustment to the profit and loss account charge is required.

#### 21. OPERATING LEASE COMMITMENTS

The Group occupies premises subject to operating leases. The lease agreements include a clause providing for periodic adjustment of rentals payable at current market rates. The annual amount currently payable of £22,686 is payable for a period in excess of five years.

## 22. ULTIMATE PARENT COMPANY

The ultimate Parent Company is Magnolia Group plc, a Company incorporated in England. Copies of the Parent Company's accounts can be obtained from Companies House, Crown Way, Cardiff, CF4 3UZ.

## 23. WHOLLY OWNED SUBSIDIARY UNDERTAKINGS

	Country of	Principal
	Registration	Activities
Solomon & Whitehead Limited		
(formerly Solomon & Whitehead		Picture Print
(Guild Prints) Limited)	England	Publishers
Albany House Limited		_ <del>General</del> Printers
The Bournemouth Gallery	•	Retail and Wholesale
Limited	England	Picture Distributors
Russell Greetings Limited ) Shipqueens Limited )	England	Non-Trading

The share capital of each subsidiary undertaking comprises solely of ordinary shares.

## 24. BANK LOANS AND OVERDRAFTS

The Company is jointly and severally liable for overdraft facilities granted to the Magnolia Group of Companies.

As at 31st December, 1994 the total outstanding under these facilities was £2,877,453.

#### 25. CHARGES OVER ASSETS

As security against borrowings of the Magnolia Group of Companies, Midland Bank plc, the bankers of the Magnolia Group of Companies hold the deeds relating to the freehold properties at Lynn Lane, Shenstone and Unit 2 Station Road, Coleshill; hold a fixed charge over the book and other debts, goodwill, uncalled capital and intellectual property dated 27th May 1994; and hold a floating charge over all other assets dated 27th May 1994.