Company number: 4082477

### BEAZLEY FURLONGE GROUP LIMITED

## REPORT AND FINANCIAL STATEMENTS

**30 JUNE 2001** 



### **DIRECTORS AND ADVISORS**

### Directors

Joseph D Sargent - chairman Andrew F Beazley Nicholas H Furlonge George P Blunden Arthur R Manners Jonathan G Gray Jonathan G B Rowell Neil P Maidment Thomas F Sullivan

### Secretary

Hampden Legal Plc 42 Crutched Friars London EC3N 2AP

### Registered office

1 Aldgate London EC3N 1AA

Registered Number: 4082477

### Auditors

KPMG Audit Plc 8 Salisbury Square London EC4Y 8BB

### Bankers

Lloyds TSB Bank Plc 113-116 Leadenhall Street London EC3A 4AX

### NOTICE OF MEETING

Notice is hereby given that the Annual General Meeting of Beazley Furlonge Group Limited, will be held at 1 Aldgate, London EC3N 1AA on 17<sup>th</sup> January 2002 for the following purposes:

### Ordinary business

- 1. To receive, approve and adopt the Financial Statements of the company and the group for the period ended 30 June 2001 together with the directors' and auditor's report thereon.
- 2. To consider and, if thought fit, to pass the following resolution which will be proposed as an ordinary resolution:
  - 'That KPMG Audit Plc be and are hereby appointed auditors of the company to hold office from the conclusion of this meeting until the conclusion of the next general meeting at which accounts are laid before the company at a remuneration to be fixed by the directors'.
- 3. To transact any other ordinary business.

On behalf of the board

A R Manners Director

21 December 2001

#### Notes:

A member entitled to attend and vote may appoint one or more proxies to attend and vote instead of him. The instrument of proxy must be in writing and specify whether the proxy is to vote for or against the specified resolutions except where such resolution is a motion for adjournment or for the appointment of a chairman.

A proxy need not also be a member.

### **DIRECTORS' REPORT**

The directors present their first report and the audited financial statements for the period ended 30 June 2001.

### Incorporation and change of name

The company was incorporated on 3<sup>rd</sup> October 2000 as 3204<sup>th</sup> Single Member Trading Company Limited and changed its name to Beazley Dedicated No.3 on 23<sup>rd</sup> October 2000 and then to Beazley Furlonge Group Limited on 14<sup>th</sup> February 2001.

### Business review and future developments

The company is the holding company for a Lloyd's underwriting agency, Beazley Furlonge Limited (BFL), the managing agent of syndicate 623, which has gross capacity of £215 million for the 2001 year of account (£125m for 2000) and other Lloyd's insurance related companies (see Note 8).

### Developments during the period

The company acquired a controlling interest in the share capital of Beazley Furlonge Holdings Limited (BFH) on 26<sup>th</sup> March 2001. BFH is the intermediate holding company of BFL.

### Profit and appropriations

The results of the group for the year are shown in the profit and loss account on page 7.

The directors do not recommend the payment of a dividend.

### DIRECTORS' REPORT (Continued)

### Directors' interests

The directors who acted during the period and their beneficial interests in the share capital of Beazley Furlonge Group Limited as at  $30^{\text{th}}$  June 2001 were as follows:-

		"D" Ordinary Shares 50p each
A F Beazley	(appointed 20 <sup>th</sup> October 2000)	280,058
N H Furlonge	(appointed 15 <sup>th</sup> March 2001)	101,839
N P Maidment	(appointed 15th March 2001)	67,207
J G Gray	(appointed 15th March 2001)	70,000
J G B Rowell	(appointed 15 <sup>th</sup> March 2001)	103,127
A R Manners	(appointed 20 <sup>th</sup> October 2000)	12,737
J D Sargent	(appointed 15 <sup>th</sup> March 2001)	10,154
G P Blunden	(appointed 15 <sup>th</sup> June 2001)	3,055
T Sullivan	(appointed 15th March 2001)	-
Loviting Limited	(appointed 3rd October 2000,	
Serjeants' Inn Nominees Limited	resigned 20 <sup>th</sup> October 2000) (appointed 3 <sup>rd</sup> October 2000,	-
	resigned 20th October 2000)	-

All of the directors acquired their shares on 26<sup>th</sup> March 2001. A F Beazley, N H Furlonge and A R Manners also held one £1 preference share each in Beazley Investments Limited, a wholly owned subsidiary of the group.

On the 25<sup>th</sup> September 2001 the Beazley Furlonge Holdings Limited Share Option Scheme ceased, and an identical scheme, with identical rules and options issued was created in Beazley Furlonge Group Limited. The following options were transferred from Beazley Furlonge Holdings Limited to Beazley Furlonge Group Ltd.

	Option "D Shares"
	At 50p
N. P. Maidment	55,000
J. G. Gray	70,000
J. G. B. Rowell	70,000
A. R. Manners	28,000

### DIRECTORS' REPORT (Continued)

### Statement of directors' responsibilities

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 for that period. In preparing those 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;
- state whether applicable 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 proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and of 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 group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Fixed assets

Details of fixed assets are set out in notes 6, 7 and 8 to the financial statements.

#### Charitable donations

During the period the group paid £5,400 in charitable donations.

#### Auditors

KPMG Audit plc were appointed as auditors during the period ended 30 June 2001 and have indicated their willingness to continue in office for the forthcoming year. A resolution to that effect will be put to the members at the Annual General Meeting.

On behalf of the board

Arthur R Manners Director

Director

21 December 2001

One Aldgate London EC3N 1AA

# REPORT OF THE AUDITORS, KPMG AUDIT plc, TO THE MEMBERS OF BEAZLEY FURLONGE GROUP LIMITED

We have audited the financial statements on pages 7 to 27.

#### Respective responsibilities of directors and auditors

The directors are responsible for preparing the directors' report and, as described on page 5, the financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board and by our profession's ethical guidance.

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

### Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

#### Opinion

In our opinion the financial statements give a true and fair view of the state of affairs of the company and the group as at 30 June 2001 and of the loss of the group for the period then ended and have been properly prepared in accordance with the Companies Act 1985.

KPMG Audit Plc Chartered Accountants Registered Auditor

> 8 Salisbury Square London EC4Y 8BB

**28** December 2001

### PROFIT & LOSS ACCOUNTS PERIOD ENDED 30 JUNE 2001

			the period ended June 2001
	Note	Group £	Company £
Turnover	2	254,998	260,000
Administrative expenses		(239,315)	(29,314)
Operating profit		15,683	230,686
Share of operating loss in associate undertakings		(26,488)	-
		(10,805)	230,686
Interest and dividends receivable		10,155	-
Interest payable		(128,453)	(128,330)
Profit/(loss) on ordinary activities before taxation	3	(129,103)	102,356
Taxation	5	8,524	(32,469)
Profit/(loss) on ordinary activities after Taxation		(137,627)	69,587

There were no recognised gains or losses during the period other than those passing through the profit and loss account.

The reconciliation of movements in shareholders' funds is set out in note 17 to the financial statements.

The notes on pages 10 to 27 form part of these financial statements.

## BALANCE SHEETS AS AT 30 JUNE 2001

		30 Jun	e 2001
		Group	Company
		£	£
Fixed assets: Intangible assets Tangible assets Investments	6 7 8	6,265,922 36,481 5,242,729	5,082,585
		11,545,132	5,082,585
Current assets: Debtors Investments Cash at bank	10 11	1,055,307 90,019 673,682 ————————————————————————————————————	991,672 1,324 ————————————————————————————————————
Creditors:			
Amounts falling due within one year	12	(6,230,527)	(956,022)
Net current assets/(liabilities) Creditors: amounts falling due after more than one year		(4,411,519)	36,974
Debenture loans Other	13 13	(4,057,000) (600,000)	(4,057,000) (600,000)
Total net assets		2,476,613	462,559

## BALANCE SHEETS AS AT 30 JUNE 2001

		30 June	2001
	Note	Group	Company
		£	£
Capital and reserves:			
Called up share capital	15	392,672	392,672
Merger Reserve		2,221,568	· -
Profit and loss account	16	(137,627)	69,887
			<del></del>
		2,476,613	462,559

The financial statements were approved by the board of directors on 21 December 2001.

Signed on behalf of the board of directors by

A R Manners. Director

#### NOTES TO THE FINANCIAL STATEMENTS

#### 1. Accounting policies

### Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with applicable Accounting Standards.

Under Financial Reporting Standard 1 the company and the group are exempt from the requirement to prepare a cash flow statement on the grounds that the group constitutes a 'small group' as defined by the Companies Act 1985.

### Basis of consolidation

The group financial statements consolidate those of the company and its subsidiaries following acquisition accounting principles. Purchased goodwill is capitalised and will be written off over the period of its estimated useful economic life of 20 years. The investment in the associate is accounted for on the equity basis.

#### Investments

Investments in group undertakings and associates are stated at cost less permanent diminution in value. Other investments are shown at the lower of cost and the directors' valuation.

#### Turnover

Turnover represents salaries and profit commission derived from underwriting Names at Lloyd's.

Agency salaries represent net retained salaries and have been accounted for on an accruals basis.

Profit commission is accounted for on a received basis.

### Operating leases

Rentals payable under operating leases are charged on a straight line basis over the term of the lease.

#### Depreciation

Depreciation of tangible fixed assets is calculated by reference to cost at rates estimated to write off the relevant assets over their expected useful lives, taking into account normal commercial and technical obsolescence.

The annual rates used are:

Computer equipment Furniture and equipment

33 1/3% on cost 20% on cost

Motor vehicles

25% on cost

Leasehold buildings

Over period of lease

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 1. Accounting policies (continued)

#### Deferred taxation

Deferred taxation is accounted for on all timing differences to the extent that tax liabilities are likely to crystallise in the foreseeable future.

#### Pension costs

The expected cost of providing pensions is recognised in accordance with Financial Reporting Standard 17 on a systematic and rational basis over the period from which the benefit from the employee's service is derived. Contributions are assessed in accordance with advice of a qualified actuary, using the projected unit method of funding.

### Goodwill

Purchased goodwill (representing the excess of the fair value of the consideration given over the fair value of the separable net assets acquired) arising on consolidation in respect of acquisitions is capitalised. Positive goodwill is amortised to nil by equal annual instalments over its estimated useful life.

On the subsequent disposal or termination of a business, the profit or loss on disposal or termination is calculated after charging the unamortised amount of any related goodwill.

In the company's financial statements, investments in subsidiary undertakings, associates and joint ventures are stated at cost less amounts written off.

### 2. Turnover

Turnover	er	For the period ended 30 June 2001	
	Group £	Company £	
Underwriting agency salaries Management fee	254,998	260,000	
	254,998	260,000	

Turnover and profit before taxation arise in the United Kingdom, from business underwritten at Lloyd's on behalf of Names resident in the United Kingdom and overseas.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

## 3. Profit/(loss) on ordinary activities before taxation

	For the period ended <u>30 June 2001</u>	
	Group	Company
	£	£
Profit/(loss) on ordinary activities before taxation is stated after charging and crediting the following:		
Depreciation - tangible fixed assets	14,286	_
Amortisation of goodwill	90,710	-
Auditors' remuneration - audit		
	24,500	8,813
- other	5,613	-
Staff costs	1,062,158	-
Interest payable		
- bank loans	25,764	25,641
- other loans	102,689	102,689
Rental payments under operating leases		
- buildings	80,440	-
- motor vehicles	29,321	
	1,435,481	137,143
Other costs	286,001	20,501
Recharged to managed syndicate	(1,353,714)	-
	367,768	157,644

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 4. <u>Directors and employees</u> (Group)

	For the period ended 30 June 2001 £
Staff costs including director's emoluments	L
Salaries Social security Pension costs	886,645 89,713 85,800
	1,062,158
Average number employed including executive directors	<u></u>
Total directors' emoluments	334,926
Highest paid director	70,647
Accrued retirement benefit of highest paid director	82,988
	$\frac{\text{Number of directors}}{2001}$
Retirement benefits are accruing to the following number of directors under defined benefit schemes	6

Directors and employees of the group who participate on the syndicate managed by the group do not pay agency salaries or profit commission on those participations.

## NOTES TO THE FINANCIAL STATEMENTS (continued)

### 5. <u>Taxation</u>

For the	e period
en	ded
<u>30 Ju</u>	<u>ne 2001</u>
Group	Company
£	£
(8,524)	32,469

UK corporation tax on: Profit on ordinary activities at 30%

Provision for deferred taxation has not been made as it is considered immaterial.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 6. Intangible fixed assets

Group	Goodwill £
Cost: Opening balance Additions	6,356,632
At 30 June 2001	6,356,632
Amortisation:	
Charge for the period	90,710
At 30 June 2001	90,710
Net book amount: At 30 June 2001	6,265,922

Goodwill arose on the acquisition of Beazley Furlonge Holdings Limited. The value attributed represents the excess of the purchase consideration over the fair net book value of the assets acquired and is being amortised over the directors' estimate of its useful economic life of 20 years.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 7. Tangible fixed assets

Group	Short leasehold Land and buildings £	Furniture Motor vehicles & equipment £	$\frac{ ext{Total}}{ ext{\pounds}}$
Cost:			
Original cost of subsidiary assets acquired	279,957	267,731	547,688
At 30 June 2001	279,957	267,731	547,688
Depreciation:			
Cumulative depreciation on subsidiary assets acquired Charge for the period	232,193 13,997	264,728 289	496,921 14,286
At 30 June 2001	246,190	265,017	511,207
Net book amount: At 30 June 2001	33,767	2,714	36,481

The net book value of subsidiary fixed assets was equivalent to their fair value at the acquisition date.

All tangible fixed assets are held by a subsidiary undertaking.

There are no assets held under finance leases.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 8. Investments

		30 June 2001	
		Group £	Company £
	Associated undertakings (a)	5,222,806	-
	Subsidiary undertakings (b)	-	5,082,585
	Other fixed asset investment (c)	19,923	
	Fixed asset investments at 30 June 2001	5,242,729	5,082,585
(a)	Associated Undertakings		
	Cost on acquisition of subsidiary	5,248,294	-
	Share of loss retained by associated undertakings	(26,488)	
		5,222,806	Nil

Beazley Finance Limited has been treated as an associated company as the directors of Beazley Furlonge Holdings Limited are represented on the board of Beazley Finance Limited and take a role in the day to day running of the company. They are therefore in a position to exert significant influence.

Beazley Furlonge Holdings Limited owns 5,000,000 ordinary shares in Beazley Finance Limited, the holding company of Beazley Dedicated Limited, the dedicated corporate member of Syndicate 623. This shareholding represents 22.7% of the entire share capital of Beazley Finance Limited. Beazley Furlonge Holdings Limited has committed £2million of capital to Beazley Dedicated Limited to support underwriting on Syndicate 623. The proportion of profits receivable by the Group will be dependent on the amount of capital provided by Beazley Furlonge Holdings Limited in comparison to the total capital requirement of Beazley Dedicated Limited for each year of account.

Beazley Dedicated Limited participates in Syndicate 623 for all years of account from 1998 to 2001. Reflected in these accounts is the 1999 year of account forecast loss of £66,782 and the forecast for both years of accounts 2000 and 2001, together with the results of Beazley Finance Limited to 30 June 2001.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 8. Investments (Continued)

### (b) Subsidiary undertakings - unlisted

	Country of incorporation and operation	Class of share	Proportion <u>held</u>	Nature of business
Beazley Furlonge Holdings Limited	England	Ordinary	100%	Intermediate Holding Company
Beazley Furlonge Limited	England	Ordinary	100%	Lloyd's underwriting agents
BFHH Limited	England	Ordinary	100%	Dormant from 30 June 1994
Beazley Investments Ltd	England	Ordinary	100%	Investment Company
Beazley Staff Corporate Member Limited	England	Ordinary	100%	Non trading
Beazley Dedicated No. 2 Limited	England	Ordinary	100%	Underwriting at Lloyd's

### (c) Other fixed asset investments

### Asia Pacific Underwriting Agency Ltd (APUA)

The investment in APUA of £19,923 represents the start up cost and the consideration paid for additional shares in APUA. APUA is an underwriting agency established in Hong Kong that underwrites on behalf of Syndicate 623 and others. All income and costs that were attributable to the investment are for the benefit of the Names of Syndicate 623.

### ENAM Management Company Inc.

Beazley Furlonge Holdings owns one share in a non-profit making company incorporated in the USA known as ENAM Management Company Inc. The company is owned 75% by Lloyd's Managing Agents and 25% by R K Carvill (International Holdings) Ltd. ENAM Management Company Inc. is not involved in any form of risk carrying and is a vehicle designed to bring together markets which may be interested in Specialty Programmes. It has the object of bringing additional business into Lloyd's by reducing the acquisition costs.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 9. Acquisitions

On 26<sup>th</sup> March 2001 the company acquired the entire share capital of Beazley Furlonge Holdings Limited, for a consideration of £5,082,585.

The net assets of Beazley Furlonge Holdings Limited and its subsidiary companies were as follows:-

Net assets acquired:-	Book value	Fair value Adjustments £	Consolidation Adjustments $\underline{\underline{\mathbf{f}}}$	<u>Fair value</u> <u>£</u>
Called up share capital unpaid Intangible fixed assets (d) Tangible fixed assets Investments Debtors Cash at bank and in hand Creditors due in less than one year	3,012,878 1,178,438 53,467 5,069,130 348,709 189,968 (4,773,298)	288,106 (a) 658,560 (b) (900,000) (c)	(3,000,000)	12,878 1,178,438 53,467 5,357,236 1,007,269 189,968 (5,673,298)
	5,079,292	46,666	(3,000,000)	2,125,958
Goodwill arising on acquisition (d) Merger reserve arising on acquisition				5,178,195 (2,221,568)
Consideration for the acquisition				5,082,585
Discharged by: Fair value of shares issued (note 15) Loan stock (note 13) Cash Costs associated with the acquisition				392,672 4,057,000 342,000 290,913
				5,082,585

### Adjustments:

- (a) Forecast underwriting profit for the open years of account supported by Beazley Dedicated Ltd.
- (b) Profit commission forecast to be paid to Beazley Furlonge Ltd.
- (c) Dividend payable in relation to the open year of account of syndicate 623
- (d) The goodwill arising on the acquisition of Beazley Furlonge Holdings Limited has been capitalised and will be written off over the period of its estimated useful economic life of 20 years.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 9. Acquisitions (Continued)

The consolidated profit and loss accounts of Beazley Furlonge Holdings Limited for the year ended 30<sup>th</sup> June 2000 and the period from 1<sup>st</sup> July 2000 to 26<sup>th</sup> March 2001, being the date of acquisition, are as follows:-

	Period from 1st July 2000 to 26th March 2001 £	Year ended 30th June 2000
Turnover	916,193	950,690
Administrative expenses	(594,350)	(756,125)
Operating profit	321,843	194,565
Share of operating loss in associate undertakings	(58,637)	108,596
	263,206	303,161
Interest and dividends receivable	19,446	30,983
Interest payable	(474)	-
Profit on ordinary activities before taxation	282,178	334,144
Taxation	(143,485)	(89,205)
Profit on ordinary activities after taxation	138,693	244,939
Dividends	-	(139,692)
Retained profit for the period	138,693	105,247
	<del></del>	

There were no recognised gains and losses in the period to 26 March 2001 other than the profit of £138,683 above.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

10.	<u>Debtors</u>		30 Jun	<u>ie 2001</u>
			Group	Company
			£	£
	Amount owed by group und	lertakings	-	980,450
	Amount owed by associated		304,350	-
	Other debtors	C	74,396	_
	Prepayments and accrued in	ncome	676,561	11,222
	•			
			1,055,307	991,672
11.	Current Asset Investments			
			30 June	2001
			Group	Company
			£	£
	Current asset investments	- on acquisition of Beazley		
		Furlonge Holdings Limited	88,018	-
		- additions	2,001	-
		. 20 1 2001		» I.1
		- at 30 June 2001	90,019	Nil

Beazley Investments Limited holds 38,496 "D" Shares of the Company on a temporary basis pending reallocation to employees of Beazley Furlonge Limited. These shares have been compulsorily purchased in accordance with the Articles of Association, from employees who have left the company. Amendments to the Articles have been approved by shareholders to allow the reallocation of the shares to employees at the discretion of the Directors.

### 12. <u>Creditors: amounts falling due within one year</u>

	<u>30 June 2001</u>	
	Group	Company
	£	£
Called up capital unpaid	5,000,000	-
Bank overdraft	3,001	-
Amounts owed to group undertakings	<del></del>	50
Corporation tax payable	149,933	32,469
Other creditors including taxation and social security	46,264	-
Accruals and deferred income	216,329	123,503
Unsecured bank loan	815,000	800,000
		we de wheel P T
	6,230,527	956,022
	<del></del>	

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 13. Creditors: amounts falling due after one year

ereditors, amounts raxing due after one year	<u>30</u> Ju	ne 2001
	Group	Company
	£	£
Unsecured bank loan 9.5% unsecured convertible loan stock	600,000	600,000
- 2007	4,057,000	4,057,000
	4,657,000	4,657,000

The convertible loan stock is redeemable at its' principle amount, together with any interest accrued as follows:

£1,395,000 on 31 December 2004 £2,662,000 on 31 December 2007

The company may redeem notes at an earlier date.

The loan stock may be converted to shares at the option of the Noteholders if the company fails to pay principal or interest amounts within ten business days of the due date, is subject to a winding up or if the Council of Lloyd's withdraws the permission of the group to manage syndicates at Lloyd's.

### 14. Loans

	30 June 2001	
	Group	Company
	£	£
Amount falling due:-		
In one year or less on demand	815,000	800,000
Between one and two years	600,000	600,000
Between two and five years	1,395,000	1,395,000
In five years or more	2,662,000	2,662,000
Less: included in creditors falling due	5,472,000	5,457,000
within one year	815,000	800,000
	4,657,000	4,657,000

### NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 15. Share capital

As at 30 June 2001:

		Allotted
	Authorised	and called-up
	2001	2001
	£	£
Equity Interests:		
500,000 'B' shares of 50p each	250,000	-
1,015,358/785,344 'D' shares of 50p each	507,679	392,672
Non Equity Interests:		
6,600 'A' shares of 50p each	3,300	-
3,400 'C' shares of 50p each	1,700	-
	762,679	392,672

The classes of share capital have the following class rights.

"A" shares of 50p each - have the right to receive notice and to attend and vote at General Meetings. Otherwise they have no rights to income and on winding-up are redeemed at par.

"B" shares of 50p each - have no voting rights. They are entitled to the "B" Reserve", both in relation to income distribution and distribution of capital.

"C" shares of 50p each - have the right to receive notice of and to attend and vote at General Meetings. Otherwise they have no rights to income and on winding up are redeemed at par.

"D" shares of 50p each - have the right to receive notice of and to attend and vote at General Meetings. They are entitled to the "D" reserve, both in relation to income distribution and to the distribution of capital.

On 30 June 2001, 568,656 authorised Convertible shares of 50p each were automatically converted into "D" Ordinary shares of 50p each.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

### 16. Reserves

GROUP

GROOT	Total Reserves £	Merger Reserve £	Profit & Loss account £
Balance brought forward Retained loss for the period Merger reserve on acquisition of Beazley	(137,627)	- -	(137,627)
Furlonge Holdings Limited	2,221,568	2,221,568	
At 30 June 2001	2,083,941	2,221,568	(137,627)
COMPANY	Total Reserves £	Merger Reserve £	Profit & Loss Account
Balance brought forward Retained profit for the year	- 69,887	- -	- 69,887
At 30 June 2001	69,887	Nil	69,887

The cumulative amount of goodwill written off at 30 June 2001 is £90,710.

#### NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 17. Reconciliation of movements in shareholders' funds

	For the year ended 30 June 2001	
	Group	Company
	£	£
Profit/(loss)for the financial period	(137,627)	69,857
Issue of shares	392,672	392,672
Merger reserve on acquisition	2,221,568	· -
Closing shareholders' funds	2,476,613	462,559

The merger reserve and retained reserves are attributable to the Equity shareholders.

#### 18. Pension Commitments

Beazley Furlonge Limited operates a pension scheme providing benefits based on final pensionable salary. The pension scheme was set up under trust and the assets of the scheme are held separately from those of the Group.

The pension cost charged to the profit and loss account is calculated by an independent actuary, in such a way as to spread the cost of pensions over the employees' working lives with Beazley Furlonge Limited. The pension cost is based on an actuarial valuation carried out with an effective date of \$\frac{\text{Ft}}{\text{April 1998}}\$. The actuarial method used to calculate the pension cost was the projected unit method. The most significant assumptions for their effect on the pension costs are those relating to the rate of return on the investments of the scheme and rate of increase in salaries and pensions. The investment return used was 7.7% p.a., the rate of earnings increase used was 5.2% p.a., and the rate of pension increase used was 2.7% p.a.

The pension cost recommended to be charged to the profit and loss account for each of the three years after the valuation date is 17.1% p.a. of pensionable salaries. This cost was after a reduction of 2% p.a. of pensionable salaries in respect of the amortisation of past overfunding. The total amortisation period is 18 years, the average remaining service life of the active employees in the scheme. Premiums for death-in-service benefits are payable in addition.

The market value of the assets was £2,383,165, representing 121.6% of the liability (under the valuation method used) for scheme benefits in respect of service to the valuation date, based on salaries projected to members' expected date of leaving service. This is a non-contributory pension scheme.

### NOTES TO THE FINANCIAL STATEMENTS (continued)

Summary of results	% Pensionable Salaries p.a.
Regular Cost for future service retirement benefits Variation to Regular Cost in respect of surplus	19.1 (2.0)
Total for retirement benefits	17.1
Death-in-service contributions are payable in addition	
Surplus for accounting purposes  Market value of assets  Funding level	£423,000 £2,383,165 121.6%

The pension cost charge amounting to £85,800, representing contributions payable by Beazley Furlonge Limited, was recharged in the appropriate proportion to the managed syndicate.

Whilst the group continues to account for pension costs in accordance with Statement of Standard Accounting Practice 24 'Accounting for Pension costs' under FRS 17 'Retirement benefits' the following transitional disclosures are required:

A valuation has been carried out by the actuary on an FRS 17 basis as at 30<sup>th</sup> June 2001. The market value of the scheme's assets was £3,687,539 at 30<sup>th</sup> June 2001 and the actuarial value of those assets represented 86% of the benefits that had accrued to members, after allowing for expected future increased in earnings. The contributions of the company will remain at 16.9%. It is the intention of the company to transfer the pension fund to the Lloyd's Superannuation fund effective 1<sup>st</sup> July 2001. The level of contributions will be reviewed as part of this process.

The major assumptions used in the 30<sup>th</sup> June 2001 valuation were:

	2001
Rate of increase in salaries	4.5%
Rate of increase in pensions in payment	2.5%
Discount rate	6.0%
Inflation assumption	2.5%
Long term investment yield	7.0%

The assumptions used by the actuary are the best estimates chosen from a range of possible actuarial assumptions which, due to the timescale covered, may not necessarily be borne out in practice.

### Scheme assets

The fair value of the scheme's assets, which are not intended to be realised in the short term and may be subject to significant change before they are realised, and the present value of the scheme's liabilities, which are derived from cash flow projections over long periods and thus inherently uncertain, were:

### NOTES TO THE FINANCIAL STATEMENTS (continued)

	Value at 2001 £
Equities	3,274,799
Bonds	412,740
	3,687,539
Present value of scheme liabilities	4,309,000
Deficit in the scheme	621,461

### 19. Contingent liabilities and financial commitments

The company has given a fixed and floating charge over its assets to Lloyds TSB plc in respect of the loans taken out to finance the purchase of the shares of Beazley Furlonge Holdings Ltd and has agreed to guarantee the obligations of Beazley Furlonge Ltd in respect of it obligations to Lloyds TSB plc.

A subsidiary company in the ordinary course of business has given a counter-guarantee to its bankers in respect of bank guarantees totalling £50,000 issued to staff for membership of Lloyd's to support their underwriting.

A subsidiary company entered into a leasehold tenancy agreement on 13 March 1997 in respect of 1 Aldgate. The company was committed to make rental payments amounting in the aggregate to £119,924 in respect of the remaining 9 month period of the tenancy (2000 - £279,822 in respect of the remaining 21 months).

The company has guaranteed the £2,000,000 letter of credit issued to Beazley Dedicated Limited which is used as Funds at Lloyd's for underwriting.

### 20. Post Balance Sheet Event

The terrorist attack on the World Trade Centre in New York on 11<sup>th</sup> September 2001 is estimated to reduce the profitability of managed syndicate 623 for the 2001 year of account by approximately 10% of stamp capacity, Consequently, the profit commission expected to be received in 2004 will be reduced substantially.

The consequences of the loss are however, expected to present opportunities for the syndicate in the future.