

EFFICACY SOLUTIONS LIMITED

FINANCIAL STATEMENTS

31ST JANUARY 1997

Registered number: 3023537

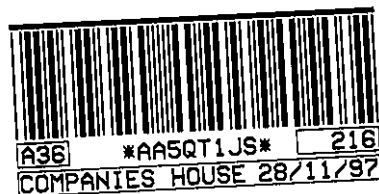
Limelight Business Support Ltd

60 Midhurst Road

Liphook

Hampshire

GU30 7DY



EFFICACY SOLUTIONS LIMITED

FINANCIAL STATEMENTS

for the year ended 31st January 1997

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The following page does not form part of the statutory accounts

Detailed trading and profit and loss account	Appendix 1
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EFFICACY SOLUTIONS LIMITED

COMPANY INFORMATION

31st January 1997

INCORPORATED	in England & Wales on 17 February 1995
NUMBER	3023537
DIRECTORS	Mr F K Carver Mrs M E Carver Mrs P Carver
SECRETARY	Mr F K Carver
REGISTERED OFFICE	62 Tomline Road Ipswich Suffolk IP3 8DB
BANKERS	Investec Bank (UK) Ltd Cannon Bridge 25 Dowgate Hill London EC4R 2AT
ACCOUNTANTS	Limelight Business Support Ltd Catherine Steadman BSc ACA 60 Midhurst Road Liphook Hampshire GU30 7DY

EFFICACY SOLUTIONS LIMITED**DIRECTORS' REPORT****31st January 1997**

The directors present their report and the financial statements for the year ended 31st January 1997.

Principal activity

The principal activity of the company is computer software consultancy and publishing.

Directors

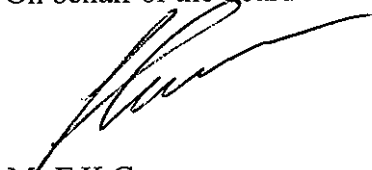
The directors of the company during the year and their interests in the shares of the company as recorded in the register of directors' interests were as follows

	31st January 1997	1st February 1996
	Ordinary shares	Ordinary shares
Mr F K Carver	6	10
Mrs M E Carver	4	-
Mrs P Carver	0	-

Small company exemptions

Advantage has been taken in the preparation of this report of special exemptions applicable to small companies provided by Part II of Schedule 8 to the Companies Act 1985.

On behalf of the board



Mr F K Carver
Secretary

62 Tomline Road
Ipswich
Suffolk IP3 8DB

EFFICACY SOLUTIONS LIMITED

PROFIT AND LOSS ACCOUNT

for the year ended 31st January 1997

	Note	1997 £	1996 £
Turnover	2	56,417	41,813
Net operating expenses			
Administrative expenses		(14,908)	(12,936)
Other operating income		769	238
		<hr/>	<hr/>
Profit on ordinary activities before taxation		42,278	29,115
Taxation		(10,115)	(7,133)
		<hr/>	<hr/>
Profit on ordinary activities after taxation		32,163	21,982
Dividends	5	(27,200)	(20,500)
		<hr/>	<hr/>
Retained profit for the year	11	4,963	1,482
		<hr/> <hr/>	<hr/> <hr/>

Movements in reserves are shown in note 11.

All of the company's activities were acquired in 1996 and none discontinued during the above two financial years.

There are no recognised gains and losses in 1997 or 1996 other than the profit for the year.

EFFICACY SOLUTIONS LIMITED

BALANCE SHEET

at 31st January 1997

	Note	1997		1996	
		£	£	£	£
Fixed assets					
Tangible assets	6		8,083		5,586
Current assets					
Debtors	7	9,686		6,590	
Cash at bank and in hand		11,250		4,163	
		<u>20,936</u>		<u>10,753</u>	
Creditors: amounts falling due within one year	8	(22,564)		(14,847)	
Net current liabilities			(1,628)		(4,094)
Total assets less current liabilities			<u>6,455</u>		<u>1,492</u>
Capital and reserves					
Called up share capital	10		10		10
Profit and loss account	11		6,445		1,482
Total shareholders' funds	9		<u>6,455</u>		<u>1,492</u>

continued

EFFICACY SOLUTIONS LIMITED

BALANCE SHEET

(continued)

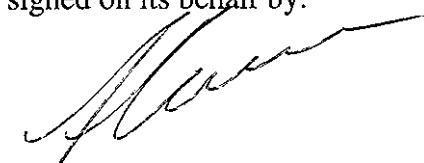
at 31st January 1997

The directors consider that for the year ended 31st January 1997 the company was entitled to exemption under subsection 1 of section 249A of the Companies Act 1985. No member or members have deposited a notice requesting an audit for the current financial year under subsection 2 of section 249B of the Act.

The directors acknowledge their responsibilities for ensuring that the company keeps accounting records which comply with section 221 of the Companies Act 1985 and preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its profit or loss for the financial year in accordance with the requirements of section 226, and which otherwise comply with the requirements of the Act relating to financial statements, so far as applicable to the company.

The directors have taken advantage in the preparation of these financial statements of special exemptions provided by Part I of Schedule 8 to the Companies Act 1985 on the basis that the company qualifies as a small company.

The financial statements on pages 4 to 9 were approved by the board of directors on 22/1/97 and signed on its behalf by:



Mr F K Carver
Director

EFFICACY SOLUTIONS LIMITED
NOTES ON FINANCIAL STATEMENTS

31st January 1997

1 Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost accounting rules.

The company has taken advantage of the exemption from preparing a cash flow statement conferred by Financial Reporting Standard No. 1 on the grounds that it is entitled to the exemptions available in Sections 246 to 247 of the Companies Act 1985 for small companies.

Turnover

Turnover represents the amount derived from the provision of goods and services falling within the company's activities after deduction of trade discounts and value added tax.

Depreciation

Depreciation of fixed assets is calculated to write off their cost or valuation less any residual value over their estimated useful lives as follows:

Plant and machinery	25% on cost
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Deferred taxation

Deferred taxation is provided on the liability method in respect of the taxation effect of all timing differences to the extent that tax liabilities are likely to crystallise in the foreseeable future.

2 Turnover

In the opinion of the directors, none of the turnover of the company is attributable to geographical markets outside the UK. (1996 nil)

3 Operating profit

	1997 £	1996 £
Operating profit is stated after crediting		
Interest receivable	769	238
	<hr/>	<hr/>
Depreciation of tangible fixed assets (note 6)		
owned assets	1,828	721
	<hr/>	<hr/>

EFFICACY SOLUTIONS LIMITED
NOTES ON FINANCIAL STATEMENTS

31st January 1997

4	Directors	1997	1996
		£	£
	Directors' emoluments	8,498	8,278
		<u> </u>	<u> </u>
5	Dividends	1997	1996
		£	£
	Equity - ordinary/interim	27,200	20,500
		<u> </u>	<u> </u>
6	Tangible fixed assets		Plant and Machinery etc
	Cost		£
	1st February 1996		6,307
	Additions		4,325
			<u> </u>
	31st January 1997		10,632
			<u> </u>
	Depreciation		
	1st February 1996		721
	Charge for year		1,828
			<u> </u>
	31st January 1997		2,549
			<u> </u>
	Net book amount		
	31st January 1997		8,083
			<u> </u>
	1st February 1996		5,586
			<u> </u>

EFFICACY SOLUTIONS LIMITED
NOTES ON FINANCIAL STATEMENTS

31st January 1997

7	Debtors	1997	1996
		£	£
	Amounts falling due within one year		
	Trade debtors	2,886	1,465
	Other debtors	6,800	5,125
		<hr/>	<hr/>
		9,686	6,590
		<hr/>	<hr/>
8	Creditors: amounts falling due within one year	1997	1996
		£	£
	Trade creditors	1,748	117
	Corporation tax	10,115	7,133
	Other taxation and social security	8,837	6,568
	Other creditors	1,864	1,029
		<hr/>	<hr/>
		22,564	14,847
		<hr/>	<hr/>
9	Reconciliation of movements in shareholders' funds	1997	1996
		£	£
	Profit for the financial year	32,163	21,982
	Dividends	(27,200)	(20,500)
		<hr/>	<hr/>
		4,963	1,482
	New share capital subscribed	-	10
		<hr/>	<hr/>
	Net addition to shareholders' funds	4,963	1,492
	Opening shareholders' funds	1,492	-
		<hr/>	<hr/>
	Closing shareholders' funds	6,455	1,492
		<hr/>	<hr/>

EFFICACY SOLUTIONS LIMITED
NOTES ON FINANCIAL STATEMENTS

31st January 1997

10 Called up share capital	1997		1996	
	Number of shares	£	Number of shares	£
Authorised				
Authorised share capital - ordinary shares of £1 each	1,000	1,000	1,000	1,000
Allotted called up and fully paid				
Authorised share capital - ordinary shares of £1 each	10	10	10	10
11 Profit and loss account				
			1997	
			£	
1st February 1996				1,482
Retained profit for the year				4,963
				<hr/>
31st January 1997				6,445
				<hr/>