# FINANCIAL STATEMENTS

31 MARCH 2003



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#### **COMPANY INFORMATION**

**DIRECTORS** 

D B R Swinstead

P J Tobin

SECRETARY

D B R Swinstead

**REGISTERED OFFICE** 

102 Camley Street

London NW1 0PF

REGISTERED NUMBER

1300295 (England and Wales)

**BANKERS** 

Bank of Scotland 14/16 Cockspur Street London SW1Y 5BL

**AUDITORS** 

Bennett & Co. Registered Auditors 16/18 Upland Road London SE22 9GG

**SOLICITORS** 

Solomon Taylor & Shaw 3 Coach House Yard Hampstead High Street London NW3 1QD

# DIRECTORS' REPORT for the Year ended 31 March 2003

The Directors present their report and the financial statements of the Company for the year ended 31 March 2003.

#### PRINCIPAL ACTIVITY

The principal activity of the Company, continued throughout the year, was the marketing and distribution of vegetarian and vegan foods, drinks, nutritional supplements and other animal-free products.

#### **BUSINESS REVIEW**

The financial results for the year and the Company's financial position at year end are shewn in the attached statements.

#### DIVIDENDS

By a Special Resolution dated 30 October 2002 the issued share capital was divided into 'A' and 'B' Ordinary shares. These shares rank pari passu in all respects excepting that the Directors may declare a separate dividend in respect of each type of share.

Interim dividends per share were paid as follows:

Ordinary Shares	£10.6610	15 May 2002
Ordinary Shares	£10.6610	15 August 2002
'A' Ordinary Shares 'B' Ordinary Shares 'A' Ordinary Shares 'B' Ordinary Shares	£13.4373} £10.6610} £42.6439} £42.6439}	15 November 2002
'A' Ordinary Shares 'B' Ordinary Shares	£13.43727} £10.66100}	15 February 2003

The total distribution of dividends for the year has been £330,417. The Directors do not recommend payment of a final dividend.

#### **DIRECTORS**

The Directors during the year under review were DBR Swinstead and PJ Tobin. Their beneficial interest in the issued share capital of the Company throughout the year was:

	1/4/02 - 29/10/02	30/10/02 - 31/3/03
DBR Swinstead	1,876 Ordinary Shares of £1	1,876 'A' Ordinary Shares of £1
PJ Tobin	1,876 Ordinary Shares of £1	1,876 'B' Ordinary Shares of £1

#### THE ENVIRONMENT

The Company seeks to build upon the progress so far made towards promoting social and environmental activities as Company policy.

Much good quality food approaching sell-by date is donated to charities. We also donate very substantial quantities of used office paper for recycling and purchase the reconstituted paper for office use - similarly with cartridges.

We are planning a review of power and water use aiming to effect economies.

#### CHARITABLE DONATIONS

During the year the Company made charitable donations amounting to £1,575

#### 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 of the profit or loss of the Company for that period. In preparing those financial statements, the Directors are required to

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to assume 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 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

ON BEHALF OF THE BOARD

- Butan

DBR Swinstead Company Secretary

20 October 2003

# REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF MARIGOLD HEALTH FOODS LIMITED

We have audited the Financial Statements of MARIGOLD HEALTH FOODS LIMITED for the year ended 31 March 2003 on pages six to fifteen. These Financial Statements have been prepared under the historical cost convention and 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

As described on page three the Company's Directors are responsible for the preparation of Financial Statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the Financial Statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

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 Report of the Directors 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.

We read the Report of the Directors and consider the implications for our report if we become aware of any apparent misstatements within it.

#### BASIC OF AUDIT OPINION

We conducted our audit in accordance with United Kingdom Auditing Standards issued by 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 judgments 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 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 Company's affairs as at 31 March 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

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Bennett & Co Registered Auditors 16/18 Upland Road Dufwich London SE22 9GG

Dated: 23 Dex 2003

## BALANCE SHEET 31 March 2003

		2003	2002
	Notes	£	£
FIXED ASSETS			
Intangible assets	2	14,105	14,105
Tangible assets	3	932,616	933,298
		946,721	947,403
CURRENT ASSETS			
Stock	4	448,468	365,817
Debtors	5	1,013,617	1,078,832
Investment	6	194,881	-
Cash at bank and in hand		356,779	207,736
		2,013,745	1,652,385
CREDITORS: Amounts falling		_	
due within one year	7	(1,456,784)	(1,225,310)
NET CURRENT ASSETS		556,961	427,075
TOTAL ASSETS LESS CURRENT			
LIABILITIES		1,503,682	1,374,478
PROVISION FOR DEFERRED	۰	(17.201)	
TAXATION	8	(17,301)	
TAXATION		4 400 204	4 274 470
		1,486,381	<u>1,374,478</u>
CAPITAL AND RESERVES			
	9	2 752	2 752
Issued Share Capital Revaluation Reserve	9 10	3,752 263,829	3,752 263,829
Retained Profits	10	•	•
	4.4	1,218,800	1,106,897
SHAREHOLDERS' FUNDS	11	1,486,381	1,374,478

ON BEHALF OF THE BOARD

**DBR** Swinstead

Director

P J Tobin Director

# PROFIT AND LOSS ACCOUNT for the Year ended 31 March 2003

		2003	2002
	Notes	£	£
SALES		10,062,916	9,357,385
Prime Cost of Sales		8,11 <u>5,</u> 671	7,633,380
GROSS PROFIT		1,947,245	1,724,005
Operating Costs		1,327,076	1,288,410
OPERATING PROFIT		620,169	435,595
Interest & Rent Receivable		14,099	17,922
		634,268	453,517
Interest & Bank Charges Payable		3,805	26,577
NET PROFIT BEFORE TAXATION		630,463	426,940
Corporation Tax			
based on this Account	15	187,359	108,778
Interest on Corp Tax Charge		784	1,175
Profit after Taxation		442,320	316,987
Dividends	16	330,417	160,000
		111,903	156,987
Retained Profits 31 March 2002		1,106,897	949,910
Retained Profits 31 March 2003		1,218,800	1,106,897

# NOTES TO THE FINANCIAL STATEMENTS for the Year ended 31 March 2003

#### 1 ACCOUNTING POLICIES

### **Accounting convention**

The financial statements have been prepared under the historical cost convention, as modified by revaluation of the Leasehold Property.

#### Sales

Sales represent the invoiced value of goods sold during the year, less cash discounts, exclusive of 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.

Leasehold Property

- Over the term of the lease

Vans

- Straight line over 6 or 5 years as deemed appropriate

Equipment

- At variable rates on straight line over estimated life

#### Stock

Stock is valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

#### Goodwill and Trade Mark

Goodwill and Trade Mark are stated in the financial statement at cost. The financial statement has departed from the requirement to amortise Goodwill and Trade Mark over a finite period for the overriding purpose of shewing a true and fair view.

The reason for this departure is that in the Directors' opinion the assets are in the financial statement at below their true market value.

#### Foreign currencies

Transactions in foreign currencies are expressed in sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### **Pensions**

The Company operates a defined contribution pension scheme for a Director. The Company introduced a voluntary grouped personal pension scheme from 1 July 1999 for staff qualified by length of service. The assets of the schemes are held separately from those of the Company in independently administered funds. The Company's contributions to both schemes are charged in the profit and loss account.

#### 2 INTANGIBLE FIXED ASSETS

Goodwill and Trade Mark	2003	2002
	£	£
Cost	14,105	14,105

# 3 TANGIBLE FIXED ASSETS

	LEASEHOLD PROPERTY £	VANS £	EQUIPMENT £	TOTAL £
COST OR VALUATION				
at 1 April 2002	817,257	176,611	135,706	1,129,574
Additions	15,629	17,500	11,621	44,750
Disposals	-	-	-	-
at 31 March 2003	832,886	194,111	147,327	1,174,324
DEPRECIATION				
at 1 April 2002	21,861	102,275	72,141	196,277
Charge for Year	8,011	24,757	12,663	45,431
Eliminated on Disposals	**	-	-	-
at 31 March 2003	29,872	127,032	84,804	241,708
NET BOOK VALUES				
at 31 March 2003	803,014	67,079	62,523	932,616
at 31 March 2002	795,396	74,336	63,565	933,297

The company's leasehold property was valued as at 31 March 2000 by Insignia Richard Ellis Ltd and the resulting surplus of £263,829 was transferred to Revaluation Reserve.

If leasehold property had not been revalued it would have been included at the following historic costs:

		2003 £	2002 £
	Historic Cost	553,428	536,171
	Aggregate depreciation	22,509	14,498
		530,919	521,673
4	STOCK	2003 £	2002 £
	Stock	448,468	365,817

#### 5 DEBTORS

### Amounts Falling Due Within One Year

	2003	2002
	£	£
Trade Debtors	892,557	981,187
Value Added Tax	53,198	48,488
Prepayments	36,278	23,233
Staff loans	28,289	23,072
Corporation Tax	2,851	2,852
Income Tax	444_	
	1,013,617	1,078,832

#### 6 INVESTMENT

This is the market value of a holding in the Corporate Bond Fund within Halifax UK Investment Funds Open-Ended Investment Company

#### 7 CREDITORS

Amounts Falling Due Within One Year

	<u> </u>	2003	2002
		£	£
	Trade Creditors	1,222,544	998,124
	Accrued expenses	27,616	57,111
	PAYE & NIC	17,719	16,202
	Directors' current accounts	18,847	45,674
	Taxation	170,058_	108,199_
		1,456,784	1,225,310
8	PROVISION FOR DEFERRED	2003	2002
	TAXATION	£	£
	Deferred Taxation	17,30 <u>1</u>	<u> </u>

This provision is made up of accelerated capital allowances.

The Company has applied FRS 19 'Deferred Taxation' for the first time in these financial statements As a result, the accounting policy for deferred taxation has been changed and full provision has been made for timing differences arising from accelerated capital allowances. The application of the new policy has not resulted in any material changes to figures reported in previous financial statements and therefore no prior year adjustment has been made.

### 9 ISSUED SHARE CAPITAL

Authorised: Number:	Class:	Nominal	2003	2002
5,000	Ordinary shares	value £1	£ 5,000	£ 5,000
issued fully pa Number: 3,752	aid: Class: Ordinary shares	Nominal value £1	2003 £ 3,752	2002 £ 3,752

10	REVALUATION RESERVE		
		2003	2002
	Develoption records	£	£
	Revaluation reserve	263,829	263,829
11	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' F	UNDS	
		2003 £	2002 £
	Profit for the financial year Dividends	442,320 330,417	316,987 160,000
	Net addition to shareholders' funds	111,903	156,987
	Opening shareholders' funds	1,374,478	1,217,491
	Closing shareholders' funds	1,486,381	1,374,478
12	PROFIT ON ORDINARY ACTIVITIES		
	This is stated after charging	2003 £	2002 £
	Directors' Remuneration	39,584	50,000
	Audit Fee	7,500	7,500
	Depreciation & Amortisation	45,431	53,313
	Loss on Disposal of Fixed Assets	<u>-</u>	2,997
13	STAFF AND DIRECTORS' COSTS		
		2003 £	2002 £
	Salaries	739,512	707,984
	National Insurance	64,869	62,269
	Pension Costs		24,478
		<u>833,168</u>	794,731
	The average number of employees during the year was:	35	30
			32
14	INTEREST PAYABLE		
		2003	2002
	Pank Internet	£	£
	Bank Interest Directors' account interest	1,598	23,039 448
	Hire purchase interest		5
		1,598	23,492

15	TAXATION		
		2003 £	2002 £
		2	<i>د</i>
	Corporation tax charge on the profit on ordinary activities for the year was	170,058	108,199
	Deferred Taxation	<u> 17,301</u>	<del>_</del>
		187,359	108,778
	UK Corporation Tax has been charged at 30% (2002 - 30%)		
16	DIVIDENDS		
		2003 £	2002 £
	Ordinary Shares	330,417	160,000
17	OBLIGATION UNDER LEASE OF LAND AND BUILDINGS		
		2003	2002
		£	£
	Within one year	21,000	21,000
	Over one year and within five years	84,000	84,000
		105,000	105,000

### 18 TRANSACTIONS WITH DIRECTORS

The current account balances of D B R Swinstead and P J Tobin are included in creditors at year end.

#### 19 RELATED PARTY DISCLOSURES

There are no related party disclosures other than those already reported under transactions with Directors.

### 20 CONTROL OF THE COMPANY

The Company is jointly controlled by its two Directors and Members, D B R Swinstead and P J Tobin.

# CASH FLOW STATEMENT for the Year ended 31 March 2003

Net cash inflow from operating activities	Notes	2003 £ 682,579	2002 £ 350,265
Returns on investments and servicing of finance	2	12,472	(6,951)
Taxation		(171,841)	(132,305)
Capital expenditure	2	(44,750)	(49,024)
Dividends paid		(330,417) 149,043	(160,000) 1,985
Financing	2	<u> </u>	(264,552)
Increase/(Decrease) in cash in the period		149,043	(262,567)
Reconciliation of net cash flow to movement in net funds			
		£	£
Increase/(Decrease) in cash in the period Cash outflow from decrease in	3	149,043	(262,567)
debt and lease financing		-	508
Change in net funds resulting from cash flows		149,043	(262,059)
Movement in net funds in the period Net funds at 1 April 2002		149,043 207,736	(262,059) 469,795
Net funds at 31 March 2003		356,779	207,736

# NOTES TO THE CASH FLOW STATEMENT for the Year ended 31 March 2003

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

	2003 £	2002 £
Operating profit	617,993	433,891
Depreciation charges	45,431	53,313
Loss on sale of fixed assets	-	2,997
Increase in stocks	(82,651)	(22,497)
Decrease in debtors	65,214	(155,409)
Investment	(194,881)	-
Increase in creditors	231,473	37,970
Net cash inflow from operating activities	682,579	350,265

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

	2003 £	2002 £
Returns on Investments and serving of finance	L	L.
Interest received Interest paid Interest element of hire purchase Net Cash inflow for returns on investment and servicing of finance	14,070 (1,598) - 12,472	16,541 (23,487) (5) (6,951)
Capital expenditure		
Purchase of tangible fixed assets Sale of tangible fixed assets	(44,750) -	(49,144) 120
Net Cash outflow for capital expenditure	(44,750)	(49,024)
Financing		
Loan repayments in year Capital elements - HP repayment Repayment on director's loan Amount withdrawn by director	- - -	(275,741) (508) (7,939) 19,636
Net cash outflow from financing		(264,552)

3	<b>ANALYSIS</b>	OF	CHANGES	IN	NET	FUNDS	
J	AILAL 1919	$\sim$	VIINIOLO		135	I UIIDU	

	2003 £	Cash Inflow £	2002 £	
Total Net Cash				
Cash at bank and in hand	356,779	149,043	207,736	
Analysed in Balance Sheet				
Cash at bank and in hand	356,779		207.736	

# **Trading Statement** for the Year ended 31 March 2003

for the real chaca 31 March 2003		2003 £		2002 £
Sales		10,062,916		9,357,385
Prime Cost of Sales		8,115,671		7,633,380
GROSS PROFIT	•	1,947,245		1,724,005
Interest Receivable		14,070		16,541
Rent Receivable		29		1,381
		1,961,344	-	1,741,927
Establishment Expenses		1,001,044		1,1 41,021
Rent and Rates	52,464		51,960	
Electricity, Gas & Water	12,472		11,961	
Insurance	11,971		8,677	
Property Maintenance	-		30,266	
	76,907		102,864	
Marketing Expenses			102,007	
Directors' Salaries	32,102		42,518	
Director's Pension Provision	7,482		7,482	
Billottor of Cholost Frovioloti	39,584		50,000	
Staff Salaries	707,410		665,466	
National Insurance	64,869		62,269	
Staff Pensions Provision	21,305_		16,996	
Stall Felisions Flovision				
Delivery Evpenses	833,168		794,731	
Delivery Expenses	175,134		178,412	
	1,008,302		973,143	
Administration Expenses	0.005		44.000	
Promotion	9,805		11,236	
Exhibition	3,586		4,007	
Design	8,474		693	
Price Lists	7,924		6,493	
Trade Subscriptions	8,402		8,586	
Computer Software Postage	47,574 2,404		14,639 2,372	
Telephone	9,928		2,372 12,863	
Stationery and Office Supplies	9,323		8,034	
Equipment Repairs	15,644		10,440	
Warehouse Expenses	13,846		9,634	
Bad Debts	11,094		30,569	
Doubtful Debts Provision	3,855		2,204	
Personnel Issues Adviser	25,811		15,028	
Sundry Expenses	11,362		11,796	
Sanary Expended	188,936		148,593	
Financial Expenses	100,000		140,000	
Interest Payable	1,598		23,492	
Bank Charges	2,207		3,085	
Audit Fee	7,500		7,500	
	11,305		34,077	
Depreciation and Amortisation	45,431			
Loss on disposal Fixed Assets	40,401		<u>53,313</u> 2,997	
Loss on disposal rixed Assets	-	4 000 004	£,331	4 044 000
	-	1,330,881	-	1,314,987
NET PROFIT	-	630,463	-	426,940

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