DIRECTORS' REPORT

AND

ACCOUNTS

31 MARCH 1996

A26 *AXHSOUJH* 235 COMPANIES HOUSE 03/04/97 Bennett & Co Registered Auditors 16/18 Upland Road Dulwich London SE22 9EE

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 1996

The Directors present their Report and Audited Accounts for the year ended 31 March 1996.

PRINCIPAL ACTIVITIES

Marketing and distribution of vegetarian and vegan foods and drinks, food supplements and other non-animal products.

FIXED ASSETS

Movements in fixed assets are shown in Note 2 to the Accounts.

RESULTS

The results for the year are set out in the Trading and Profit and Loss Account on page 9.

DIRECTOR'S LOAN

Included in Debtors is a loan to a Director of £20,819 at the year end. Interest at the official rate has been charged on this loan.

DIVIDENDS

An interim dividend of £1.14 per share was declared payable on 31 December 1995. The Directors do not recommend a further dividend in respect of the year.

DIRECTORS' RESPONSIBILITIES

The Directors are required by law to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit or loss, total recognised gains or losses of the Company for that year. The Directors confirm their responsibility to ensure that appropriate accounting policies have been used and applied consistently, and reasonable and prudent judgements and estimates have been made, in the preparation of the financial statements.

REPORT OF THE DIRECTORS CONTINUED FOR THE YEAR ENDED 31 MARCH 1996

DIRECTORS' RESPONSIBILITIES CONTINUED

The Directors also confirm their responsibility 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 are responsible for maintaining adequate records for safeguarding the assets of the Company and for taking reasonable steps to prevent and detect fraud and other irregularities.

SHARES

The Directors and their shareholdings throughout the year were:

	31 March 1996	31 March 1995
	£1 Ordinary Shares	£1 Ordinary Shares
D. B. R. Swinstead	1,876	1,876
P. J. Tobin	1,876	1,876

AUDITORS

In accordance with Section 384 of the Companies Act 1985, a Resolution proposing the re-appointment of Bennett & Co., as Auditors of the Company will be put to the Members at the Annual General Meeting.

By Order of the Board

D. B. R. Swinstead Secretary

AUDITORS REPORT TO THE SHAREHOLDERS FOR THE YEAR ENDED 31st MARCH, 1996.

We have audited the financial statements on pages 4 to 8 which have been prepared under the historical cost convention and the Accounting Policies set out on page 6.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described in pages 1 and 2 the Company's Directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion based on our audit of those statements and to 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 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 as at 31st March, 1996, and of it's profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Bernett & Co
Registered Auditors
16/18 Upland Road
Dulwich

London SE22 9EE

February 1997

BALANCE SHEET 31 MARCH 1996.

	Note	1996		<u>1995</u>	
FIXED ASSETS	2		77,549		44,327
CURRENT ASSETS					
Stock Trade and Sundry Debtors Payments in Advance Value Added Tax Cash at Bank Cash and Stamps in Hand	8 9 9A	132,257 148,534 22,904 9,956 2,599 1,083		115,000 116,040 22,915 7,735 2,507 707	
CURRENT LIABILITIES					
Sundry Creditors Corporation Tax Bank Overdraft	10/10A	228,472 14,335 13,582		204,699 10,116 7,214	
		256,389		222,029	
NET CURRENT ASSETS			60,944		42,875
			138,493		87,202
			·		
SHARE CAPITAL					
Authorised: 5,000 Shares of £1 each			<u>5,000</u>		<u>5,000</u>
Issued and Fully Paid			3,752		3,752
GENERAL RESERVE			134,741		83,450
D. B. R. SWINSTEAD) Patrol To) DIRECT	CORS				
			138,493		87,202
			·		-

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 1996

	1996	<u>1995</u>
TURNOVER	2,335,899	1,858,785
DIRECT COSTS	1,873,054	1,493,588
GROSS PROFIT	462,845	365,197
OPERATING COSTS	392,148	342,243
NET TRADING PROFIT	70,697	22,954
OTHER INCOME (Note 7)	1,858	4,152
NET PROFIT BEFORE TAXATION	72,555	27,106
TAXATION		
Based on these Accounts Interest	16,758	7,682
Prior Year Adjustment	229 -	1,797 (727)
	16,987	8,752
NET PROFIT AFTER TAXATION	55,568	18,354
APPRIATIONS:		
District the second sec		
Dividend at £1.14 per Share	4,277	<u>30,000</u>
GENERAL RESERVE 31 MARCH 1995	51,291 83,450	(11,646) <u>95,</u> 096
GENERAL RESERVE 31 MARCH 1996	134,741	83,450
		

ALL THE ABOVE AMOUNTS RELATE TO CONTINUING ACTIVITIES

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 1996

1. ACCOUNTING POLICIES

A. Accounting Convention

The accounts are prepared under the historical cost convention.

b. <u>Depreciation</u>

Depreciation is provided as follows:

Leasehold Premises: Amoritised over the period of the lease.

Other Assets: Over estimated life of the assets on straight line basis.

c. Turnover

Turnover represents the invoiced value of the goods and services sold during the year less discounts, exclusive of Value Added Tax.

d. Deferred Taxation

Provision is made at current rates for taxation deferred in respect of all material timing differences except to the extent that there is a reasonable probability that the liability will not arise in the foreseeable future.

e. Cash Flow Statement

The Company has taken advantage of the provisions of Financial Reporting Standard No. 1 and has not prepared a Cash Flow Statement.

2.	FIXED ASSETS				Goodwill and	
		Leasehold Premises	Motor Vans	Equipment	Trade- Marks	<u>Total</u>
	Cost 1 April 1995 Additions in 1995/96 Disposals	1,393	44,268 41,364 (11,700)	•	905 -	106,973 45,523 (11,952)
	Cost at 31 March 1996	1,393	73,932	64,314	905	140,544
	Depreciation at 1 April 1995 Charged in 1995/96 On Disposals	636 56	39,593 5,430 (11,631)	6,651	- - -	62,646 12,137 (11,788)
	Depreciation at 31 March 1996	692	33,392	28,911		62,995
	Net Book Values					
	31 March 1996	701	40,540	35,403	905	77,549
	31 March 1995	757	4,675	37,990	905	44,327

NOTES TO THE ACCOUNTS CONTINUED FOR THE YEAR ENDED 31 MARCH 1996

3.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	1996	1995
	This is stated after charging:		
	Auditors' Remuneration Depreciation Directors' Emoluments	1,500 12,137 106,312	1,500 12,107 90,312
		119,949	103,919
4.	STAFF COSTS AND EMPLOYEES (including Directors)		
	Wages and Salaries Social Security Costs Pension Costs	249,765 25,367 13,596	204,710 18,970 13,556
		288,728	237,236
	The average number of employees during the year was:	<u> 15</u> _	_12
<u>5.</u>	DIRECTORS' FEES		
	Directors received emoluments in the following range:		
	40,000 - 50,000	2	_2_
6.	TAX ON PROFIT ON ORDINARY ACTIVITIES		
	Based on the profit for the year:		
	U. K. Corporation Tax at 25%	<u>16,758</u>	<u>7,682</u>
7.	OTHER INCOME		
	Interest on Director's Loan Bank Interest and Sundries	1,655 203	3,612 <u>540</u>
		1,858	4,152
			

NOTES TO THE ACCOUNTS CONTINUED FOR THE YEAR ENDED 31 MARCH 1996

8. STOCK

Stock consists of vegetarian and vegan foods, drinks, food supplements other non-animal products and containers at cost.

<u>9.</u>	DEBTORS		<u> 1996</u>	<u>1995</u>
	Trade Debtors Sundry Debtors Director's Loan Account		127,448 267 20,819	92,961 - 23,079
			148,534	116,040
	DAVIDONING THE ADVANCES			
9A.	PAYMENTS IN ADVANCE			
	Prepayments Income Tax		7,654 <u>15,250</u>	7,665 15,250
			22,904	22,915
				
10.	SUNDRY CREDITORS			
	Due within One Year:			
	Director's Loan Account Trade Creditors Social Security and Other Taxes Expenses Hire Purchase Creditor Less: Interest in Advance	11 , 013	416 179,560 8,320 6,172	10,784 172,025 7,907 13,983
	bess. Interest in advance	1,718	9,295	
			203,763	204,699
10A.	SUNDRY CREDITORS			
	Due after One Year:			
	Hire Purchase Creditor Less: Interest in Advance	29,918 <u>5,209</u>	24,709	
			228,472	,

The Hire Purchase Agreements were in respect of two Motor Vans purchased during the year. One agreement was for a period of 3 years and the other for 5 years.

TRADING AND PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 MARCH 1996

		<u>1996</u>		<u>1995</u>
SALES		2,335,899		1,858,785
COST OF SALES		1,873,054		1,493,588
GROSS PROFIT		462,845		365,197
Goods Storage Fees		_		285
Interest Received		1,858		3,867
COTADI TOUMDNO DVDDNODO		464,703		369,349
ESTABLISHMENT EXPENSES	00 1150		00.000	
Rent, Rates and Service Charge Repairs	23,450		23,899 273	
Telephone	3,874		3,604	
Light, Heat and Power Insurance	3,749 <u>5,171</u>		2,720 5,466	
Tilbut allee				
	36,244		35,962	
MARKETING EXPENSES				
Directors' Salaries	92,716		76,756	
Director's Pension Director's Pension Provision	6,312 7,284		6,312 7,244	
21.00001 5 10.002011 17.00151011	106,312		90,312	
Staff Salaries	157,049		127,954	
National Insurance	25,367		18,970	
	288,728		237,236	
Delivery Expenses	29,182		26,409	
	317,910		263,645	
GENERAL EXPENSES				-
Design	_		661	
Exhibitions	3,589		2,143	
Publicity . Postage	1,381 2,270		4,735 1,405	
Stationery and Equipment Maintenance	3,820		2,360	
Price Lists	1,876		2,275	
Trade Subscriptions Bad Debts	1,728 100		1,552	
Bad Debt Provision	100		1,225 426	
Sundry Expenses	_3,831		6,399	
	18,595		23,181	
FINANCIAL EXPENSES				
	1 000		117	
Sundry Interest Bank Charges and Interest	1,023 4,739		117 5,731	
Audit Fee	1,500		<u>1,500</u>	
	7,262		7,348	
**************************************	40.455			
DEPRECIATION AND AMORTISATION	12,137	<u>3</u> 92,148	12,107	342,243
TRADING PROFIT		72,555		27,106