

Company Number: 0887798

**CONJOINT EXPORT SERVICES (NEAR EAST)
LIMITED**

REPORT AND ACCOUNTS

FOR THE YEAR ENDED

31 MARCH 2005

**PRIDIE BREWSTER
CHARTERED ACCOUNTANTS**
29-39 London Road
Twickenham
Middlesex
TW1 3SZ



28 October 2005

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED**DIRECTORS' REPORT****FOR THE YEAR ENDED 31 MARCH 2005**

The directors present their report and the unaudited accounts of the company for the year ended 31 March 2005.

PRINCIPAL ACTIVITIES

The principal activity of the company during the year was that of Export Sales Consultants and Commercial Sales Representatives engaged in the direct export of goods.

THE DIRECTORS AND THEIR INTERESTS IN SHARES OF THE COMPANY


The directors who served the company during the year together with their beneficial interests in the shares of the company were as follows:

	Ordinary Shares of £1 each	
	At 31 March 2005	At 1 April 2004
Mr L.B.J Sargrove	25	25
Mrs C.I Sargrove	25	25
Mr P Wohanka	1	1
Mr R Gasston	<u>38</u>	<u>38</u>

SMALL COMPANY PROVISIONS

This report has been prepared in accordance with the special provisions for small companies under Part VII of the Companies Act 1985.

Signed by order of the directors



MRS. C.I. SARGROVE
Company Secretary

28 October 2005

Approved by the directors on

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED
PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2005

	Note	2005 £	2004 £
TURNOVER		2,725,242	2,788,361
Cost of sales		2,343,065	2,375,547
GROSS PROFIT		<u>382,177</u>	<u>412,814</u>
Administration expenses		354,279	365,402
Other operating income	2	10,368	20,722
OPERATING PROFIT	4	<u>17,530</u>	<u>26,690</u>
Interest receivable		5,687	1,508
Interest payable		(99)	(121)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		<u>23,118</u>	<u>28,077</u>
Tax on profit on ordinary activities		3,620	3,984
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		<u>19,498</u>	<u>24,093</u>
Dividends (including non-equity)	5	13,000	13,000
RETAINED PROFIT FOR THE FINANCIAL YEAR		<u>6,498</u>	<u>11,093</u>
Balance brought forward		85,355	74,262
Balance carried forward		<u>91,853</u>	<u>85,355</u>

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED

BALANCE SHEET

AS AT 31 MARCH 2005

	Note	2005 £	2004 £
FIXED ASSETS			
Tangible assets	6	19,945	21,347
CURRENT ASSETS			
Stocks		7,233	15,310
Debtors	7	254,522	307,187
Cash at bank and in hand		185,664	69,305
		<u>447,419</u>	<u>391,802</u>
CREDITORS: Amounts falling due within one year	8	<u>245,411</u>	<u>197,694</u>
NET CURRENT ASSETS		<u>202,008</u>	<u>194,108</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>221,953</u>	<u>215,455</u>
CAPITAL AND RESERVES			
Called-up share capital	10	130,100	130,100
Profit and loss account		91,853	85,355
SHAREHOLDERS' FUNDS (including non-equity interests)		<u>221,953</u>	<u>215,455</u>

The balance sheet continues on the following page.
The notes on pages 5 to 8 form part of these accounts.

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED**BALANCE SHEET** *(continued)***AS AT 31 MARCH 2005**

The directors are satisfied that the company is entitled to exemption from the provisions of the Companies Act 1985 (the Act) relating to the audit of the accounts for the year by virtue of section 249A(1), and that no member or members have requested an audit pursuant to section 249B(2) of the Act.

The directors acknowledge their responsibilities for:

- (i) ensuring that the company keeps proper accounting records which comply with section 221 of the Act, and
- (ii) preparing accounts 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 accounts, so far as applicable to the company.

These accounts have been prepared in accordance with the special provisions for small companies under Part VII of the Companies Act 1985 and with the Financial Reporting Standard for Smaller Entities (effective June 2002).

28 October 2005

These accounts were approved by the directors on the and are signed on their behalf by:



MR L.B.J SARGROVE
Director

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2005

1. ACCOUNTING POLICIES

Basis of accounting

The accounts have been prepared under the historical cost convention, and in accordance with the Financial Reporting Standard for Smaller Entities (effective June 2002).

Turnover

Turnover represents the amounts invoiced for sales of goods and services, inclusive of freight and packing charges and commissions receivable, and exclusive of Value Added Tax.

Fixed assets

All fixed assets are initially recorded at cost.

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Furniture, Fittings & Equipment	-	25% reducing balance
Computer Installations	-	33% reducing balance
Office Improvements	-	10% reducing balance

Stocks

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

Foreign currencies

Income and expenditure incurred in foreign currency is converted at the rate applicable at the date of the receipt or payment.

Foreign currency held at the year end is converted at the rate applicable at the year end.

2. OTHER OPERATING INCOME

	2005	2004
	£	£
Exchange losses	(10,368)	(20,722)

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2005

3. TURNOVER

The geographical analysis of turnover in the year was as follows:

	2005	2004
	£	£
Near & Middle East	2,412,088	2,386,958
Far East	47,582	75,004
South America	66,563	70,119
Asia	21,368	40,972
European Union, excluding UK	18,010	51,067
United Kingdom	144,041	159,605
Africa	14,828	4,246
United States of America	762	—
	<u>2,725,242</u>	<u>2,787,971</u>

4. OPERATING PROFIT

Operating profit is stated after charging:

	2005	2004
	£	£
Directors' emoluments	32,664	60,220
Depreciation	6,125	6,201
Loss on disposal of fixed assets	—	1,230
	<u>—</u>	<u>—</u>

5. DIVIDENDS

The following dividends have been proposed in respect of the year:

	2005	2004
	£	£
Proposed dividend on preference shares	<u>13,000</u>	<u>13,000</u>

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2005

6. TANGIBLE FIXED ASSETS

	Fixtures & Fittings £	Office Improvements £	Total £
COST			
At 1 April 2004	40,472	12,427	52,899
Additions	4,723	—	4,723
At 31 March 2005	<u>45,195</u>	<u>12,427</u>	<u>57,622</u>
DEPRECIATION			
At 1 April 2004	29,191	2,361	31,552
Charge for the year	5,118	1,007	6,125
At 31 March 2005	<u>34,309</u>	<u>3,368</u>	<u>37,677</u>
NET BOOK VALUE			
At 31 March 2005	<u>10,886</u>	<u>9,059</u>	<u>19,945</u>
At 31 March 2004	<u>11,281</u>	<u>10,066</u>	<u>21,347</u>

7. DEBTORS

	2005 £	2004 £
Trade debtors	206,847	270,688
Other debtors	47,675	36,499
	<u>254,522</u>	<u>307,187</u>

8. CREDITORS: Amounts falling due within one year

	2005 £	2004 £
Trade creditors	200,740	145,973
Corporation tax	3,624	4,071
Other taxation and social security	4,984	5,812
Other creditors	36,063	41,838
	<u>245,411</u>	<u>197,694</u>

9. RELATED PARTY TRANSACTIONS

The Company occupies offices owned by one of the directors, Mr. L.B.J. Sargrove. The rent payable, which is considered to be the open market rent, amounted to £18,000 (2004 - £18,000) in the year.

CONJOINT EXPORT SERVICES (NEAR EAST) LIMITED

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2005

10. SHARE CAPITAL

Authorised share capital:

	2005	2004
	£	£
100 Ordinary shares of £1 each	100	100
130,000 Preference shares of £1 each	130,000	130,000
	<u>130,100</u>	<u>130,100</u>

Allotted, called up and fully paid:

	2005		2004	
	No.	£	No.	£
Ordinary shares of £1 each	100	100	100	100
Preference shares of £1 each	130,000	130,000	130,000	130,000
	<u>130,100</u>	<u>130,100</u>	<u>130,100</u>	<u>130,100</u>

The Preference Shares carry the right to fixed cumulative dividends in preference to dividends payable on Ordinary Shares and to repayment of capital on a winding-up. They do not carry voting rights at any general meeting unless the fixed, cumulative, preferential dividend is six months or more in arrears, or the meeting includes a resolution for the sale of the company, or for reducing the capital of the company or abrogating or otherwise dividing or adversely modifying any rights, privileges or conditions attached to the Preference Shares.