Company Registration No 753013 (England and Wales)

# MOUSSAIEFF JEWELLERS LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2007

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### **COMPANY INFORMATION**

Directors

A Moussaieff

S Moussaieff

Secretary

R Gupta

Company number

753013

Registered office

2nd Floor

32 Wigmore Street

London W1U 2RP

Auditors

Harold Everett Wreford

32 Wigmore Street London, W1U 2RP

Bankers

Barclays Bank Plc

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### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2007

The directors present their report and financial statements for the year ended 31 March 2007

### Principal activities and review of the business

The principal activity of the company during the year continued to be the retail and wholesale of jewellery

The results for the year were considered satisfactory by the directors

Key performance indicators

	<u>2007</u>	<u>2006</u>
Gross profit margin percentage	30%	33%
Operating profit margin percentage	17%	19%
Profit after tax	£8,123,125	£7,296,134

The financial position at the year end was considered satisfactors by the directors

### Principal risks and uncertainties

The company's principal financial instruments comprise bank balances, bank overdrafts, trade creditors, trade debtors and loans to the company. Due to the nature of the financial instruments there is no exposure to price risk. In respect of bank balances the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at affordable rates of interest. Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due. The company manages its currency risk exposure via its foreign currency bank accounts by only dealing in stable currencies.

### Results and dividends

The results for the year are set out on page 4

Interim ordinary dividends were paid amounting to £400,000. The directors do not recommend payment of a final dividend

### Future developments

There were no plans for any significant changes in the activity of the company

### Directors

The following directors have held office since 1 April 2006

A Moussaieff

S Moussaieff

### Directors' interests

The directors' interests in the shares of the company were as stated by	below
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	Ordinary shares of £1 each		
	31 March	1 April 2006	
	2007		
A Moussaieff	10,000	10,000	
S Moussaieff	-	-	
Charitable donations	2007	2006	
	£	£	
During the year the company made the following payments			
Charitable donations	1,564	20,597	

### **DIRECTORS' REPORT (CONTINUED)** FOR THE YEAR ENDED 31 MARCH 2007

#### Taxation status

The company was a close company within the provisions of the Income and Corporation Taxes Act 1988 and this position has not changed since the end of the financial year

In accordance with section 385 of the Companies Act 1985, a resolution proposing that Harold Everett Wreford be reappointed as auditors of the company will be put to the Annual General Meeting

### Directors' responsibilities

The directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) The financial statements are required by law to 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 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 that disclose with reasonable accuracy at any time the financial position of the company and 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

### Statement of disclosure to auditor

So far as the directors are aware

- (a) there is no relevant audit information of which the company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board

A Moussaieff
Director
7 January 2008

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### INDEPENDENT AUDITORS' REPORT

### TO THE SHAREHOLDERS OF MOUSSAIEFF JEWELLERS LIMITED

We have audited the financial statements of Moussaieff Jewellers I imited for the year ended 31 March 2007 set out on pages 4 to 15 These financial statements have been prepared under 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 the directors and auditors

The directors' responsibilities for prepring the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and. International Standards on Auditing (UK and Ireland)

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 whether in our opinion the information given in the directors' report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 other transactions is not disclosed

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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 in accordance with United Kingdom Crenerally Accounting Practice of the state of the company's affairs as at 31 March 2007 and of its profit for the year then ended

the financial statements have been properly prepared in accordance with the Companies Act 1985

the information given in the directors' report is consistent with the financial statements, and

Hoold Ervett Wietord

Harold Everett Wreford

Chartered Accountants

Registered Auditor

8 January 2008

32 Wigmore Street
London W1U 2RP

# PROFIT AND LOSS ACCOUNT

### FOR THE YEAR ENDED 31 MARCH 2007

	Notes	2007 £	2006 £
Turnover	2	68,918,387	54,440,717
Cost of sales		(48,218,234)	(36,349,417)
Gross profit		20,700,153	18,091,300
Distribution costs Administrative expenses Other operating income		(1,488,283) (7,075,995) 290,676	(1,431,685) (5,931,504) 141,181
Operating profit	3	12,426,551	10,869,292
Interest payable and similar charges	4	(927,081)	(520,658)
Profit on ordinary activities before taxation		11,499,470	10,348,634
Tax on profit on ordinary activities	5	(3,376,345)	(3,052,500)
Profit for the year	13	8,123,125	7,296,134

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

### **BALANCE SHEET**

### AS AT 31 MARCH 2007

		200	07	200	6
	Notes	£	£	£	£
Fixed assets					
Tangible assets	7		3,011,283		2,199,761
Current assets					
Stocks	8	103,087,857		87,051,360	
Debtors	9	7,170,081		5,664,487	
Cash at bank and in hand		178,588		22,911	
		110,436,526		92,738,758	
Creditors amounts falling due within one					
year	10	(39,572,169)		(28,786,004)	
Net current assets			70,864,357		63,952,754
Total assets less current habilities			73,875,640		66,152,515
Capital and reserves					
Called up share capital	12		10,000		10,000
Profit and loss account	13		73,865,640		66,142,515
Shareholders' funds	14		73,875,640		66,152,515

Approved by the Board and authorised for issue on 7 January 2008

A Moussaieff

Director

### CASH FLOW STATEMENT

# FOR THE YEAR ENDED 31 MARCH 2007

	£	2007 £	£	2006 £
Net cash inflow/(outflow) from operating activities		4,219,559		(1,449,773)
Returns on investments and servicing of finance				
Interest paid	(927,081)		(520,658)	
Net cash outflow for returns on investments and servicing of finance		(927,081)		(520,658)
Taxation		(4,387,755)		(380,000)
Capital expenditure				
Payments to acquire tangible assets	(1,282,195)		(2,031,132)	
Receipts from sales of tangible assets	-		15,301	
Net cash outflow for capital expenditure		(1,282,195)		(2,015,831)
Equity dividends paid		(400,000)		(900,000)
Net cash outflow before management of liquid resources and financing		(2,777,472)		(5,266,262)
Decrease in cash in the year		(2,777,472)		(5,266,262)

# NOTES TO THE CASH FLOW STATEMENT

### FOR THE YEAR ENDED 31 MARCH 2007

1	Reconciliation of operating profit to net cas	sh inflow/(outflow) from	operating	2007	2006
	activities			£	£
	Operating profit			12,426,551	10,869,292
	Depreciation of tangible assets			469,102	33,728
	Loss on disposal of tangible assets			1,571	7,090
	Increase in stocks Increase in debtors Increase in creditors within one year			(16,036,497) (1,505,594) 8,864,426	(17,685,377) (1,307,756) 6,633,250
	Net cash inflow/(outflow) from operating	activities		4,219,559	(1,449,773)
2	Analysis of net debt	1 <b>A</b> pnl 2006	Cash flow	Other non-cash changes	31 March 2007
		£	£	£	£
	Net cash				
	Cash at bank and in hand	22,911	155,677	-	178,588
	Bank overdrafts	(12,259,329)	(2,933,149)		(15,192,478)
		(12,236,418)	(2,777,472)		(15,013,890)
	Bank deposits	_	_	_	_
	Net debt	(12,236,418)	(2,777,472)	-	(15,013,890)
			-	=====	
3	Reconciliation of net cash flow to moveme	nt in net debt		2007	2006
				£	£
	Decrease in cash in the year			(2,777,472)	(5,266,262)
	Movement in net debt in the year			(2,777,472)	(5,266,262)
	Opening net debt			(12,236,418)	(6,970,156)
	Closing net debt			(15,013,890)	(12,236,418)

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2007

### 1 Accounting policies

### 11 Accounting convention

The financial statements are prepared under the historical cost convention

### 12 Comphance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

### 13 Turnover

I urnover represents amounts receivable for goods and services net of VAT and trade discounts

### 14 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Improvements to premises10% Reducing balanceFixtures, fittings & equipment20% Reducing balanceMotor vehicles20% Reducing balance

### 15 Leasing

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

#### 16 Stock

Stock is valued at the lower of cost and net realisable value

### 17 Pensions

The costs of providing pension benefits are charged to the profit and loss account as they are incurred

### 18 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

### 19 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

### 1 10 Debtors

Known bad debts are written off and provision is made for any considered to be doubtful

### 2 Turnover

	2007	2006
	£	£
Geographical market		
United Kingdom	4,673,442	2,442,269
Rest of the World	64,244,945	51,998,448
	68,918,387	54,440,717
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Turnover is the total amount, excluding value added tax, receivable by the company in the ordinary course of business for goods supplied and services provided as a principal. An analysis of turnover by geographical market is provided above

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

3	Operating profit	2007	2006
		£	£
	Operating profit is stated after charging		
	Depreciation of tangible assets	469,102	33,728
	Loss on disposal of tangible assets	1,571	7,090
	Loss on foreign exchange transactions	-	1,153,592
	Operating lease rentals		
	- Plant and machinery	9,707	-
	- Other assets	1,468,806	1,400,273
	and after crediting		
	Profit on foreign exchange transactions	(3,260,872)	-
	Auditors' remuneration  Fees payable to the company's auditor for the audit of the company's annual accounts	19,000	33,500
	Tax advice		10,000
		19,000	43,500
4	Interest payable	2007	2006
		£	£
	On bank loans and overdrafts	757,750	406,006
	On overdue tax	169,331	114,652
		927,081	520,658

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

5	Taxation	2007	2006
		£	£
	Domestic current year tax	2 41 4 0 47	2.020.000
	UK corporation tax	3,414,846	3,039,000
	Adjustment for prior years	(38,501)	13,500
	Current tax charge	3,376,345	3,052,500
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	11,499,470	10,348,634
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00% (2006 - 30 00%)	3,449,841	3,104,590
	Criporation (ax 6) 50 00% (2000 - 50 00%)		
	Effects of		a= an4
	Non deductible expenses	20,493	27,292
	Depreciation add back	140,731	10,118
	Capital allowances	(196,219)	(103,000)
	Adjustments to previous periods	(38,501)	13,500
		(73,496)	(52,090)
	Current tax charge	3,376,345	3,052,500
6	Dividends	2007	2006
		£	£
	Ordinary interim paid 8 December 2006	150,000	100,000
	Ordinary interim paid 26 January 2007	150,000	50,000
	Ordinary interim paid 1 February 2007	100,000	400,000
	Ordinary interim paid 29 November 2005	-	100,000
	Ordinary interim paid 7 February 2006	-	250,000
		400,000	900,000

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

7	Tangible fixed assets	Improvements to premises	Fixtures, fittings & equipment	Motor vehicles	Total
		£	£	£	£
	Cost				
	At 1 April 2006	1,809,892	851,482	106,249	2,767,623
	Additions	595,669	665,308	21,218	1,282,195 (35,720)
	Disposals			(35,720)	(33,720)
	At 31 March 2007	2,405,561	1,516,790	91,747	4,014,098
	Depreciation				
	At 1 April 2006 On disposals	184,533	315,738	67,591 (34,149)	567,862 (34,149)
	Charge for the year	222,103	235,338	11,661	469,102
	At 31 March 2007	406,636	551,076	45,103	1,002,815
	Net book value				
	At 31 March 2007	1,998,925	965,714	46,644	3,011,283
	At 31 March 2006	1,625,359	535,744	38,658	2,199,761
8	Stocks Finished goods and goods for resale			2007 £ 103,087,857	2006 £ 87,051,360
9	Debtors			2007 £	2006 £
	Trade debtors			6,032,539	4,355,738
	Other debtors			585,065 553,177	840,142
	Prepayments and accrued income			552,477	468,607
				7,170,081	5,664,487

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

10	Creditors amounts falling due within one year	2007	2006
		£	£
	Bank loans and overdrafts	15,192,478	12,259,329
	Trade creditors	10,333,991	7,879,948
	Corporation tax	3,613,603	4,625,013
	Other taxes and social security costs	161,147	131,619
	Directors' current accounts	22,486	58,971
	Amounts owed to Kevess S A	9,624,685	3,320,847
	Accruals and deferred income	623,779	510,277
		39,572,169	28,786,004
		39,572,169	28,7

The bank loans, overdrafts and other loans are secured by fixed and floating debentures on the assets of the company

### 11 Pension costs

### Defined contribution

		2007 £	2006 £
	Contributions payable by the company for the year	51,623	42,322
12	Share capital	2007 £	2006 £
	Authorised 10,000 Ordinary shares of £1 each	10,000	10,000
	Allotted, called up and fully paid 10,000 Ordinary shares of £1 each	10,000	10,000

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

13	Statement of movements on profit and loss account		Profit and loss account
			£
	Balance at 1 April 2006		66,142,515
	Profit for the year		8,123,125
	Dividends paid		(400,000)
	Balance at 31 March 2007		73,865,640
14	Reconciliation of movements in shareholders' funds	2007	2006
		£	£
	Profit for the financial year	8,123,125	7,296,134
	Dividends	(400,000)	(900,000)
	Net addition to shareholders' funds	7,723,125	6,396,134
	Opening shareholders' funds	66,152,515	59,756,381
	Closing shareholders' funds	73,875,640	66,152,515

### 15 Contingent liabilities

The company has contingent liabilities in respect of guarantees of £600,000 (2006 £600,000) given to H M. Customs and Excise

### 16 Financial commitments

At 31 March 2007 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 March 2008

	Land a	Land and buildings	
	2007	2006	
	£	£	
Operating leases which expire			
Within one year	180,303	-	
Between two and five years	-	360,605	
In over five years	1,025,000	1,025,000	
	1,205,303	1,385,605	
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# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

17	Directors' emoluments	2007 £	2006 £
	Emoluments for qualifying services	504,456	520,841
	The number of directors for whom retirement benefits are accruing under money purcha to 2 (2006 - 2)	se pension schen	nes amounted
	Emoluments disclosed above include the following amounts paid to the highest paid director		
	Emoluments for qualifying services	264,356	280,841
18	Employees		
	Number of employees The average monthly number of employees (including directors) during the year was	2007 Number	2006 Number
	Administration Selling	18 14	14
		<u>====</u>	=======================================
	Employment costs	2007 £	2006 £
	Wages and salaries Social security costs Other pension costs	2,975,458 360,149 51,623	2,603,010 317,246 42,322
		3,387,230	2,962,578

### 19 Control

The ultimate controlling party is Mrs. A Moussaieff who wholly owns the ordinary share capital of the company

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2007

### 20 Related party transactions

During the year the company entered into the following material transactions with related parties

Kevess S A	2007	2006
IKVESS 571	£	£
Sales	28,280	4,220,514
Purchases	8,137,138	3,792,978

Kevess S.A. is a company registered in Switzerland of which Mr. S. Moussaieff and Mrs.A. Moussaieff are directors and shareholders

Any balances outstanding with the above at the year end are shown in relevant notes

The directors have provided the company with an unlimited personal guarantee in respect of amounts due to Barclays Bank PLC