



## Identification & Summary

### D & B SAMPLE CO LTD

#### Risk Evaluation

D&B Rating					2A 3
D&B Risk Indicator	1	2	3	4	-
D&B Failure Score					47
D&B Delinquency Score					44
D&B Maximum Credit					£165.000

#### Legal Events

Number of Court Judgments	3
Value of all Court Judgments	£ 560
Number of Mortgages and Charges	5

#### Associations

Parent Company	No
Number of Principals	8

#### Financial Summary

Latest Accounts Date	31 Dec 2004
Tangible Net Worth	£2.978.191
Turnover	£15.445.000

#### Identification

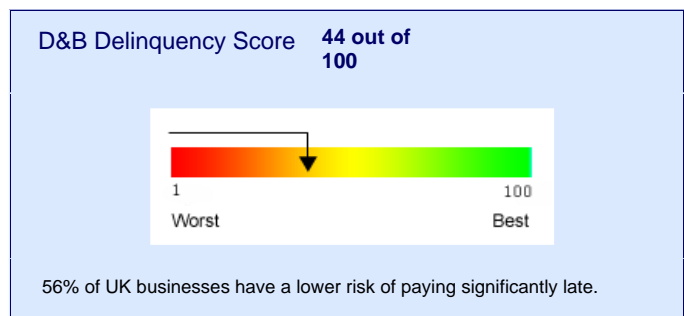
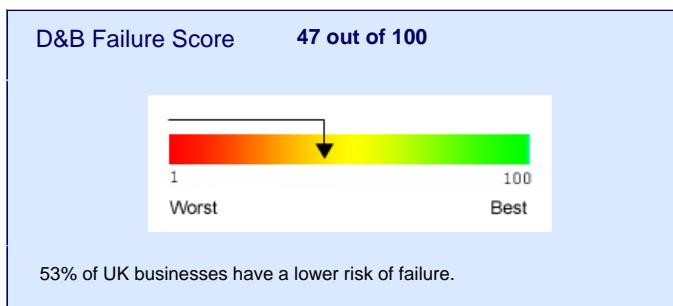
Main Trading Address	MARLOW INTERNATIONAL PARKWAY MARLOW BUCKINGHAMSHIRE SL7 1AJ UNITED KINGDOM
Telephone Number	01628-492000
Fax Number	01628-492260
D-U-N-S® Number	21-456-7885
Registration Number	434567
Web Address	www.dnb.com.uk
Registered Address	11th Floor, Centre City Tower, 7 Hill St, Birmingham B5 4UN UNITED KINGDOM
Line of Business (SIC)	TELEPHONE COMMUNICATION SERVICES (4811)

## D&B Risk Assessment

### RISK OF BUSINESS FAILURE: HIGHER THAN AVERAGE

D&B Rating	2A 3	
Financial Strength	2A	(based on tangible net worth) £ 2.978.191
Risk Indicator	3	Represents a greater than average risk of business failure.

D&B Maximum Credit	£165.000
Maximum amount on monthly open credit terms.	



- D&B Delinquency Score predicts the likelihood that a business will pay delinquently (90 days+) within the next 12 months

## My e-Portfolio Data

My Credit Limit	Not avail.	My Account Number	Not avail.
Notes to Account	Not avail.	My Reference	CS

## Payment Information

D&B collects in excess of 100 million payment experiences on European businesses each year. The information shown below indicates how D & B SAMPLE CO LTD has been paying its bills.

Of all experiences received on this business:

% paid within terms	1-30 days	31-60 days	61-90 days	91+ days
50	50	0	0	0

In some instances, payment beyond terms can be the result of overlooked or disputed invoices

## Public Notice Information

Public Notice information is added to the D&B Database and, if present, will appear in this section. This section was last updated from public sources on 11 Apr 2007.

### Judgements

Year	Total Judgments	Total Value	Closed Judgements	Value (Closed)
2007	0	0	0	0
2006	2	£500	0	£0
2005	1	£60	0	£0
2004	0	0	0	0
2003	0	0	0	0
2002	0	0	0	0
Total	3	£560	0	£0

Date Registered	Name Quoted	Value	Court	Plaint Number	Judgment Type	Date Closed
29 Sep 2006	D & B SAMPLE CO LTD	-	Birmingham	-	Absence Decrees	-
29 Sep 2006	D & B SAMPLE CO LTD	500	Birmingham	KC135792	County Court Judgement	-
10 Jun 2005	D & B SAMPLE CO LTD	60	BIRMINGHAM	KC789101	County Court Judgement	-

### Mortgages and Charges

Number of registered charges: 5

Date Registered	CRO Number	Charge Type
20 Mar 1997	434567	A dummy mortgage created 20.03.97/Midland Dummy Bank plc.
20 Mar 1997	434567	A dummy mortgage created 20.03.97 to Midland Dummy Bank

		plc.
1993	-	A Debenture to National Westminster Bank PLC
05 May 1992	434567	Debenture created 01.05.92/D. & B. Sample Holding Co/all moneys/general charge.
1992	-	A Mortgage to Barclays Bank PLC

Number of satisfied charges: 1

Date Registered	CRO Number	Charge Type
09 Mar 1998	434567	20.3.97

**On 290906 an account in the amount of 100 was placed against subject with Dun & Bradstreet for collection. Accounts are sometimes placed for collection even though the existence or amount of the debt may be disputed.**

### Legal Filing Summary

Registration Number 434567  
Accounts Reference Date 3103

All public notice information has been obtained in good faith from the appropriate public sources.

## Current Principals

### Miss Julie Whittaker, President, Company Secretary

Address 20 Hurford Rd , Leeds , West Yorkshire , LS11 9PS  
Date of Birth 02 Aug 1967

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	31 Dec 1995
D & B SAMPLE HOLDING CO LTD	Before 1991

### Mr Jonathan McCready, Chairman

Address Craven Cottage , New Denson Rd , Willenhall , West Midlands , WV23 2XB , UNITED KINGDOM  
Date of Birth 22 Jun 1936

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	16 Jan 1994
D & B SAMPLE HOLDING CO LTD	Before 1991

### Mrs Joan Beatrix Culloden, Managing Director

Address 16B Lundy Ho , Evergreen La , St. Johns , Edinburgh , EH11 1FH , UNITED KINGDOM  
Date of Birth 01 Sep 1961

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	01 Dec 1995
D & B SAMPLE HOLDING CO LTD	Before 1991

### Mr Paul Shelley, Financial Director

Address 116a Upper High St , Long Meadow Bank , Edgbaston , Birmingham , B62 9PL , UNITED KINGDOM  
Date of Birth 16 Sep 1962

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	01 Jan 1985

D & B SAMPLE HOLDING CO LTD	Before 1991
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#### Mr Guy Jacques-Pierot, Sales Director

Address 11 Rue De Poulenc , Boulon-Devion , Paris , 75006 , FRANCE  
Date of Birth 01 Nov 1967

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	24 Feb 1996
D & B SAMPLE HOLDING CO LTD	Before 1991

#### Mr Paul Vert, Marketing Director

Date of Birth 24 Feb 1965  
Nationality French  
Occupation Director  
Date Appointed 29 Apr 1998

#### No other current associations

#### Mr Klaus Preston, Personnel Director

Address "Johnstone Step" , Blackheath Way , Coventry Rd , Sheffield , South Yorkshire , S16 9LL , UNITED KINGDOM  
Date of Birth 16 Feb 1956

#### Other Current Associations

Company Name	Date Appointed
D & B SAMPLE SUBSIDIARY CO LTD	16 Sep 1989
D & B SAMPLE HOLDING CO LTD	Before 1991

#### Mrs Lauren Jenny Franklyn, Non-Executive Director

Address 7 Hill St , Birmingham , B5 4UN , UNITED KINGDOM  
Date of Birth 29 Aug 1968  
Nationality British

#### No other current associations

## Subsidiaries

Company Name	Operates As	Year Started	% Shares owned
D & B SAMPLE SUBSIDIARY CO LTD	GENERAL RETAILERS	1984	-
D & B SAMPLE SUBSIDIARY CO LTD	-	1984	-

## Legal Structure

Legal Form Private limited company  
Date Started 1984  
Date of Registration 01 Nov 1984  
Registration Number 434567  
Registered office 11th Floor, Centre City Tower, 7 Hill St, Birmingham B5 4UN

## History

- www.dnb.com

## Operations

Operating as	SIC Code	NACE Code	UK SIC Code
TELEPHONE COMMUNICATION SERVICES	4811	64.20	64.200

Telecommunications distributors

### Other Operating Details

Exports to U S A; Germany; France; Italy  
Employees 50

## Banks

Name	Address	Bank Sort Code
Barclays Bank PLC	P O Box 65, 56 New St, Birmingham West Midlands B2 4EF.	20-07-71
National Westminster Bank PLC	25 High St, Colchester Essex CO1 1DG.	56-00-34

## Management Comments

During our investigation:

Julie Whittaker submitted the following  
Turnover for 31.12.04

:4.000.000.000

## Financial Summary

	Fiscal Non consolidated GBP 31 Dec 2004	Fiscal Non consolidated GBP 31 Dec 2003	Fiscal Non consolidated GBP 31 Dec 2002
Sales Turnover	15.445.000	15.545.000	14.545.000
Exports	24.975	24.975	24.975
Profit / (Loss) Before Taxes	115.120	115.120	114.120
Equity Shareholders Funds	2.978.191	2.978.191	2.978.191
Tangible Net Worth	2.978.191	2.978.191	2.978.191
Total Fixed Assets	1.692.710	1.692.710	1.692.710
Total Assets	5.870.707	5.770.707	5.779.707
Total Current Assets	4.177.997	4.077.997	4.086.997
Total Current Liabilities	2.718.009	2.618.009	2.627.009
Net Current Assets (Liabilities)	1.459.988	1.459.988	1.459.988
Long Term Debt	174.507	174.507	174.507
Employees	50	50	50

## Profit And Loss Accounts

	Fiscal Non consolidated GBP 31 Dec 2004	Fiscal Non consolidated GBP 31 Dec 2003
Net Sales	15.445.000	15.545.000

Including Exports of	24.975	24.975
Cost of sales	8.741.801	8.841.801
<b>Gross Profit / (loss)</b>	<b>6.703.199</b>	<b>6.703.199</b>
Advertising & Commercial Distribution costs	261.495	361.495
General Expenses	6.419.893	6.219.893
<b>Net Operating Income</b>	<b>21.811</b>	<b>121.811</b>
Other financial income	101.000	1.000
<b>Total Financial Income</b>	<b>101.000</b>	<b>1.000</b>
Interest Payable	7.691	7.691
<b>Total Financial Expenses</b>	<b>7.691</b>	<b>7.691</b>
<b>Profit / (Loss) Before Taxes</b>	<b>115.120</b>	<b>115.120</b>
Total Corporation Tax	230.000	130.000
Total Other Tax	0	0
<b>Profit / (Loss) After Taxes</b>	<b>(114.880)</b>	<b>(14.880)</b>
Dividends	0	0
Retained Profit for the year	<b>(114.880)</b>	<b>(14.880)</b>
<b>Reconciliation</b>		
Retained Earnings at start of year	2.388.328	2.288.328
Retained Profit for the year	<b>(114.880)</b>	<b>(14.880)</b>
Retained Earnings at end of year	2.273.448	2.273.448
<b>NOTES</b>		
Number of Employees	50	50
Directors Remuneration	115	115
Payroll	4.752.649	3.752.649
Depreciation	327.953	427.953

## Balance Sheet

	<b>Fiscal Non consolidated GBP 31 Dec 2004</b>	<b>Fiscal Non consolidated GBP 31 Dec 2003</b>
<b>FIXED ASSETS</b>		
Land & Buildings	619.865	719.865
Fixtures & Equipment	1.072.845	972.845
<b>TANGIBLE FIXED ASSETS</b>	<b>1.692.710</b>	<b>1.692.710</b>
<b>CURRENT ASSETS</b>		
Stock & work in progress	2.588.845	2.588.845
Cash at bank / in hand	393.659	343.659
Trade Debtors	603.879	553.879
Other receivables	15.649	15.649
Prepayments	469.281	469.281
Tax recoverable	106.497	106.497
Other Current assets	187	187
<b>Total Current Assets</b>	<b>4.177.997</b>	<b>4.077.997</b>
<b>TOTAL ASSETS</b>	<b>5.870.707</b>	<b>5.770.707</b>
<b>Net Worth / Shareholders Funds</b>		
Issued Share Capital	379.743	479.743

Reserves	325.000	225.000
Net Worth	2.978.191	2.978.191
Retained Earnings / Profit & Loss Account	2.273.448	2.273.448
Equity Shareholders Funds	2.978.191	2.978.191
Tangible Net Worth	2.978.191	2.978.191
HP due after 1 year	160.258	160.258
Other long term liabilities	14.249	14.249
Accruals / Deferred Income	519.653	469.653
Bank loans & overdrafts	546.150	496.150
Amounts due to directors	3.500	3.500
Tax & Social Security	1.506.230	1.506.230
HP/Lease payments due in 1 year	21.726	21.726
Other Current Liabilities	120.750	120.750
<b>Total Current Liabilities</b>	<b>2.718.009</b>	<b>2.618.009</b>
Net Current Assets (Liabilities)	1.459.988	1.459.988
Total Assets less Current Liabilities	3.152.698	3.152.698
<b>TOTAL LIABILITIES</b>	<b>5.870.707</b>	<b>5.770.707</b>
<b>Notes to the Balance Sheet</b>		
Guarantees given to pay off indebtedness	No	No

## Key Financial Ratios

	31 Dec 2004	31 Dec 2003
<b>Profitability</b>		
Profit Margin (%)	0,7	0,7
<b>Financial Status</b>		
Acid Test (x)	0,4	0,3
Current Ratio (x)	1,5	1,6
Solvency Ratio (%)	97,1	93,8
Fixed Assets/Net Worth (%)	56,8	56,8
<b>Asset Utility</b>		
Stock Turnover Rate	6,0	6,0
Collection Period (days)	14,3	13,0

## Growth Rates

	2004 vs 2003
Turnover	(0,64)
Gross Profit	0
Net Operating Profit	(82,09)
Profit Before Tax	0
Profit After Tax	(672,04)
Net Profit for the year	(672,04)
Number of Employees	0
Current Assets	2,45
Total Assets	1,73
Current Liabilities	3,82

Net Current Assets (Liabilities)	0
Total Assets less Current Liabilities	0
Long Term Liabilities	0
Net Assets	0

## ☐ Auditors Opinions / Qualifications

Year	Qualified	Auditors Opinions
31 Dec 2004	No	-
31 Dec 2003	No	-
31 Dec 2002	No	-

## ☐ Customer Service and Support

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### Contact Information

e-mail Address                      customerhelp@dnb.com  
 Telephone Number                0870 243 2344 (UK) / 1 890 923296 (IR)

LANGUAGE: In certain circumstances information in this report may be quoted in the local language. In case of difficulty, please contact your D&B local Customer Service Department.

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