

**ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED**

**REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008**

Company Registration No. 1511481

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## COMPANY DETAILS

### DIRECTORS

Air Chief Marshal Sir John Day, KCB, OBE  
Lord Evans of Watford  
Dr. M. A. Fopp, MA, FMA, FRAeS  
S. Gornall (resigned (27.02.08))  
J. Field (appointed 27.02.08)  
K. Ifould, CBE, AFC, FRAeS, MIL, (RAF ret'd)  
J. Kitchen, MA, Mst

### COMPANY NUMBER

1511481 (England and Wales)

### REGISTERED OFFICE

The Royal Air Force Museum,  
Grahame Park Way,  
Hendon,  
London,  
NW9 5LL

### AUDITORS

Hillier Hopkins LLP,  
Chartered Accountants,  
64 Clarendon Road,  
Watford,  
Herts. WD17 1JF

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## DIRECTORS' REPORT

The Directors submit their report and the financial statements of Royal Air Force Museum Enterprises Limited for the year ended 31st March 2008.

### PRINCIPAL ACTIVITIES

The principal activity of the Company during the period was conducting trading operations for the Royal Air Force Museum at Hendon and at Cosford.

### REVIEW OF THE BUSINESS AND FUTURE DEVELOPMENTS

The Board reports that the profit for the year was £61,466 (2007: £79,020). The performance of the individual parts of the business has been consistent with the exception of the Alternative Marketing programme which has, to date, not captured the imagination. Retail sales at the Cosford shop were considerably in excess of expectations following the opening of the National Cold War Exhibition at the site in February 2007.

#### Retail

The number of visitors to the Museum has increased since last year from almost 460,000 to almost 540,000, also a result of the opening of the National Cold War Exhibition.

#### Conference & Corporate Hire

The performance at both sites has been solid and this represents a recovery for Cosford which had experienced a difficult year in 2006 as a result of the abnormal amount of construction work at the site.

#### Simulators

The number of visitors using the three simulators has remained at previous levels and this is reflected in the financial performance.

#### Alternative Marketing

The Company continues to be heavily involved in the promotion of the Royal Air Force. The Board remains positive about the future of this part of the business, but by the nature of its activities, the investment will take time to show a return.

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## DIRECTORS' REPORT

- continued -

### RESULTS AND DIVIDENDS

The trading profit for the year was £61,466 (2007: £79,020). The profits chargeable to corporation tax were covenanted to the parent undertaking, a registered charity.

### DIRECTORS

The following Directors have held office since 1<sup>st</sup> April 2007.

Air Chief Marshal Sir John Day, KCB, OBE  
Lord Evans of Watford  
Dr. M.A. Fopp, MA, FMA, FRAeS  
S. Gornall (resigned 27.02.08)  
J. Field (appointed 27.02.08)  
K. Ifould CBE, AFC, FRAeS, MIL, RAF (ret'd)  
J. Kitchen, MA, Mst

No Director held any beneficial interest in the shares of the Company at any time during the year.

### CHARITABLE CONTRIBUTIONS

During the year the company made charitable contributions totalling £119,735 (2007: £74,289).

### DIRECTORS' RESPONSIBILITIES IN PREPARATION OF THE FINANCIAL STATEMENTS

#### Statement of disclosure to auditor

- (a) so far as the Directors are aware, 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

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## DIRECTORS' REPORT

- continued -

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:

- (a) select suitable accounting policies and then apply them consistently;
- (b) make judgements and estimates that are reasonable and prudent;
- (c) 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 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 requirements of 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.

This report has been prepared in accordance with the special provision of Part VII of the Companies Act 1985 relating to small companies.

BY ORDER OF THE BOARD

Director:

A handwritten signature in black ink, appearing to be 'P. Day' or similar, written over a large, stylized scribble or signature.

Date:

8<sup>th</sup> December 2008

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

We have audited the financial statements of Royal Air Force Museum Enterprises Limited for the year ended 31 March 2008, set out on pages 7 to 13. These financial statements have been prepared in accordance with the accounting policies set out therein and the requirements of the Financial Reporting Standard for Smaller Entities (effective January 2007).

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

The directors' responsibilities for preparing 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 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 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.

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

- continued -


### OPINION

In our opinion:

the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, of the state of the company's affairs as at 31. March 2008 and of its profit for the year then ended;

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

the information given in the Directors' report is consistent with the financial statements.



**Hilier Hopkins LLP,**  
Chartered Accountants  
and Registered Auditor  
64 Clarendon Road  
Watford, Herts. WD17 1DA

Date: 11 December 2008

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

	<u>Notes</u>	<u>2008</u>	<u>2007</u>
		£	£
TURNOVER	2	1,720,980	1,469,266
Cost of sales		(648,236)	(552,946)
		1,072,744	916,320
Other operating expenses (net)	3	(1,001,095)	(842,829)
<b>OPERATING PROFIT</b>		71,649	73,491
Investment income	4	10,274	6,566
Interest payable and similar charges	5	(20,457)	(1,037)
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	6	61,466	79,020
Taxation	8	-	-
<b>PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION</b>		61,466	79,020
Covenanted payments to the RAF Museum		(119,735)	(74,289)
<b>(Loss)/ PROFIT FOR THE YEAR</b>	15	(58,269)	4,731

The notes on pages 9 to 13 form part of these accounts

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2008

	<u>Notes</u>	<u>2008</u>		<u>2007</u>	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	9		222,092		307,898
<b>CURRENT ASSETS</b>					
Stocks	10	144,416		115,762	
Debtors	11	124,185		132,151	
Cash at bank and in hand		227,749		103,026	
			496,350		350,939
<b>CREDITORS: Amounts falling due within one year</b>	12	(491,568)		(539,406)	
			4,782		(188,467)
<b>NET CURRENT ASSETS/ (LIABILITIES)</b>					
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			226,874		119,431
<b>CREDITORS: Amounts falling due after more than one year</b>	13		(186,218)		(20,506)
			40,656		98,925
<b>CAPITAL AND RESERVES</b>					
Called up share capital	14		100,000		100,000
Profit and loss account	15		(59,344)		(1,075)
<b>SHAREHOLDERS' FUNDS</b>			40,656		98,925

These financial statements have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies and with the Financial Reporting Standard for Smaller Entities (effective January 2007).

Approved by the Board on

**Sir John Day - Director**

**Dr M. A. Fopp - Director**

The notes on pages 9 to 13 form part of these accounts.

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2008

	<u>Notes</u>	<u>2008</u>		<u>2007</u>	
		£	£	£	£
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These financial statements have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies and with the Financial Reporting Standard for Smaller Entities (effective January 2007).

Approved by the Board on *8<sup>th</sup> December 2008*

Sir John Day - Director



Dr M. A. Fopp - Director

The notes on pages 9 to 13 form part of these accounts.

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### 1. ACCOUNTING POLICIES.

#### BASIS OF ACCOUNTING

The financial statements have been prepared under the historical cost convention, which assumes the continued support of the Trustees of the RAF Museum, and have been prepared in accordance with the Financial Reporting Standard for Smaller Entities (effective January 2007).

#### TANGIBLE FIXED ASSETS

Fixed assets are stated at historical cost.

Depreciation is provided on all tangible fixed assets at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life, as follows:

Flight simulators	5 years straight line basis
Furniture, fixtures and fittings	5 years straight line basis
Motor vehicles	4 years straight line basis
Office & Computer equipment	3 to 5 years straight line basis

#### STOCKS

Stocks are valued on bases which are consistent from one year to another. Stocks of goods purchased for resale and consumable stores are valued at the lower of cost and net realisable value.

#### TURNOVER

Turnover represents the invoiced value, net of Value Added Tax, of goods sold and services provided to customers.

#### LEASED ASSETS AND OBLIGATIONS

Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments during the lease term. The corresponding leasing commitments are shown as obligations to the lessor.

Lease payments are treated as consisting of capital and interest elements, and the interest is charged to the profit and loss account in proportion to the remaining balance outstanding.

All other leases are 'operating leases' and the annual rentals are charged to the profit and loss account on a straight line basis over the lease term.

#### RECHARGE OF COSTS

The Royal Air Force Museum, the Company's ultimate parent undertaking, has since 1<sup>st</sup> January, 1997, charged the Company at cost, for all services provided to it. The Company has raised a charge on the Museum on a similar basis. This has resulted in a net charge of £232,675 for the year to 31<sup>st</sup> March, 2008. The net charge for the year end 31<sup>st</sup> March, 2007 was £215,060.

### 2. TURNOVER

The Company's turnover was derived from its principal activity. Sales were made in the United Kingdom only.

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008 - continued -

	<u>2008</u>	<u>2007</u>
	£	£
<b>3. OTHER OPERATING EXPENSES (NET)</b>		
Administration expenses	1,001,095	842,829
	<u>1,001,095</u>	<u>842,829</u>
<b>4. INVESTMENT INCOME</b>		
Bank interest received	<u>10,274</u>	<u>6,566</u>
<b>5. INTEREST PAYABLE AND SIMILAR CHARGES</b>		
Finance lease interest	1,887	1,037
Other interest paid	1,866	-
Bank loan interest	16,704	-
	<u>20,457</u>	<u>1,037</u>
<b>6. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		
Profit on ordinary activities before taxation is stated after charging:		
Profit on disposal of fixed assets	-	5,305
Depreciation and amounts written off tangible fixed assets:		
Charge for the period:		
owned assets	80,309	61,383
leased assets	10,347	862
Auditors' remuneration	<u>6,350</u>	<u>6,500</u>
<b>7. EMPLOYEES</b>		
The number of persons at the year end (including Directors) employed by the Company was:		
	No.	No.
Directors	7	6
Retailing	30	27
Conference	6	5
Alternative Marketing	1	1
Finance	1	1
	<u>44</u>	<u>40</u>
Staff costs for the above persons:		
	£	£
Wages and salaries	498,645	417,552
Social security costs	40,905	29,473
	<u>539,550</u>	<u>447,025</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008 - continued -

### 7. EMPLOYEES - continued

#### DIRECTORS' REMUNERATION

No Director received remuneration during the year (2007: £Nil)

### 8. TAXATION

The Company is party to a deed of covenant under which all taxable profits are paid over to the parent undertaking, which is a registered charity. Therefore no liability to corporation tax arises in this Company's results.

### 9. TANGIBLE FIXED ASSETS

	Flight Simulators	Office and Computer Equipment	Furniture, Fixtures and Fittings	Motor Vehicles	Total
	£	£	£	£	£
<b>Cost or valuation:</b>					
1 <sup>st</sup> April, 2007	253,542	217,284	372,095	52,903	895,824
Additions	-	1,870	10,176	-	12,046
Disposals	-			(11,514)	(11,514)
	<u>253,542</u>	<u>219,154</u>	<u>382,271</u>	<u>41,389</u>	<u>896,356</u>
31 <sup>st</sup> March 2008	<u>253,542</u>	<u>219,154</u>	<u>382,271</u>	<u>41,389</u>	<u>896,356</u>
<b>Depreciation:</b>					
1 <sup>st</sup> April 2007	229,239	186,142	167,365	5,180	587,926
Charged in year	23,496	12,111	44,702	10,347	90,656
Disposals	-	-	-	(4,318)	(4,318)
	<u>229,239</u>	<u>198,253</u>	<u>212,067</u>	<u>11,209</u>	<u>674,264</u>
At 31 <sup>st</sup> March 2008	<u>252,735</u>	<u>198,253</u>	<u>212,067</u>	<u>11,209</u>	<u>674,264</u>
Net book value: 31 <sup>st</sup> March 2008	<u>807</u>	<u>20,901</u>	<u>170,204</u>	<u>30,180</u>	<u>222,092</u>
Net book value: 31 <sup>st</sup> March 2007	<u>24,303</u>	<u>31,142</u>	<u>204,730</u>	<u>47,723</u>	<u>307,898</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008 - continued -

		<u>2008</u> £	<u>2007</u> £
10.	<b>STOCKS</b>		
	Goods for resale	<u>144,416</u>	<u>115,762</u>
11.	<b>DEBTORS</b>		
	Trade debtors	78,599	74,779
	Prepayments and accrued income	<u>45,586</u>	<u>57,372</u>
		<u>124,185</u>	<u>132,151</u>
12.	<b>CREDITORS:</b> Amounts falling due within one year		
	Trade creditors	69,401	30,900
	Other taxation and social security costs	11,002	9,210
	Bank Loan	30,255	172,626
	Amounts owed to parent undertaking	101,023	111,097
	Covenanted payment due to parent undertaking	119,735	74,289
	Other creditors incl VAT	29,374	17,522
	Net obligations under hire purchase contracts	10,341	9,613
	Accruals and deferred income	<u>120,437</u>	<u>114,149</u>
		<u>491,568</u>	<u>539,406</u>
13.	<b>CREDITORS:</b> Amounts falling due after more than one year		
	Bank loan	176,053	-
	Net obligations under hire purchase contracts	<u>10,165</u>	<u>20,506</u>
		<u>186,218</u>	<u>20,506</u>
14.	<b>SHARE CAPITAL</b>		
	Authorised:		
	100,000 Ordinary shares of £1 each	<u>100,000</u>	<u>100,000</u>
	Allotted, issued and fully paid:		
	100,000 Ordinary shares of £1 each	<u>100,000</u>	<u>100,000</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008 - continued -

	<u>2008</u>	<u>2007</u>
	£	£
<b>15. PROFIT AND LOSS ACCOUNT</b>		
At 1 <sup>st</sup> April 2007	(1,075)	(5,806)
(Loss)/Profit for the financial year after covenanted payment	<u>(58,269)</u>	<u>4,731</u>
At 31 <sup>st</sup> March 2008	<u><u>(59,344)</u></u>	<u><u>(1,075)</u></u>
<b>16. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS</b>		
(Loss)/Profit for the year	(58,269)	4,731
Opening shareholders funds	98,925	94,194
	<u>          </u>	<u>          </u>
Closing shareholders funds	<u><u>40,656</u></u>	<u><u>98,925</u></u>
<b>17. ULTIMATE CONTROLLING PARTY</b>		
The ultimate controlling party are the Trustees of the RAF Museum.		
<b>18. RELATED PARTY TRANSACTIONS</b>		
The Company has taken advantage of the exemption in Financial Reporting Standard Number 8 from the requirements to disclose transactions with group companies on the grounds that consolidated financial statements are prepared by the ultimate parent undertaking.		

**MANAGEMENT INFORMATION**

The following pages do not form part of the statutory financial statements

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### NET PROFIT FOR THE YEAR

		<u>2008</u>	<u>2007</u>
	Page	£	£
<b>HENDON</b>			
Shop	16	128,764	88,288
Conferences and corporate hire	17	96,715	164,413
Flight simulator	18	33,956	41,753
		<u>259,435</u>	<u>294,454</u>
 <b>COSFORD</b>			
Shop	19	69,593	43,842
Conferences and corporate hire	20	27,357	11,548
Flight Simulator	21	28,121	8,925
		<u>125,071</u>	<u>64,315</u>
 <b>ALTERNATIVE MARKETING</b>	 22	 (36,812)	 (28,972)
 <b>OPERATING PROFIT</b>		 <u>347,694</u>	 <u>329,797</u>
Less: Central expenses	23	53,553	35,717
Less: Recharges from RAF Museum			
Salaries		150,397	138,078
Light, heat, rent and rates		21,317	20,332
Maintenance		29,071	26,733
Cosford rent and utilities		17,283	17,238
Cleaning		14,607	12,679
		<u>232,675</u>	<u>215,060</u>
 <b>NET PROFIT FOR THE YEAR BEFORE TAXATION</b>		 <u>61,466</u>	 <u>79,020</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### HENDON SHOP

	<u>2008</u>	<u>2007</u>
	£	£
<b>SALES</b>	554,987	539,425
<b>LESS: COST OF SALES:</b>		
Stock at commencement	49,348	43,916
Purchases & carriage	258,345	271,997
Stock at close	(62,482)	(49,348)
	<u>245,211</u>	<u>266,565</u>
<b>GROSS PROFIT</b> 55.8% (2007: 50.6%)	<u>309,776</u>	<u>272,860</u>
<b>LESS: EXPENSES</b>		
Salaries, wages and national insurance	151,641	148,054
Repairs, renewals, maintenance & equipment	1,231	748
Telephone	691	818
Printing, stationery and postage	3,828	4,797
Bank and credit card charges	11,386	11,321
Computer Expenses	575	6,928
General expenses	4,651	3,158
Travel	310	1,369
Depreciation: furniture, fixtures and equipment	5,576	6,787
Interest on lease	964	314
Licences	159	278
	<u>181,012</u>	<u>184,572</u>
<b>NET PROFIT FOR THE YEAR</b>	<u>128,764</u>	<u>88,288</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### HENDON CONFERENCES AND CORPORATE HIRE

	<u>2008</u>	<u>2007</u>
	£	£
<b>SALES</b>		
	223,955	250,153
Catering concession income	56,264	52,254
	<hr/>	<hr/>
	280,219	302,407
<b>LESS: COST OF SALES</b>		
Purchases & Commission	60,408	18,929
	<hr/>	<hr/>
<b>GROSS PROFIT</b> 78.4% (2007: 93.8%)	219,811	283,478
	<hr/>	<hr/>
<b>LESS: EXPENSES</b>		
Salaries, wages and national insurance	100,502	93,443
Printing, stationery and postage	529	383
Telephone	1,030	912
Publicity and advertising	9,446	8,125
Bank and Credit Card charges	580	272
General Expenses	1,479	320
Travel	249	208
Depreciation: furniture, fixtures and equipment	4,504	4,919
Display equipment hire	4,402	10,116
Licences	375	-
Legal and professional	-	367
	<hr/>	<hr/>
	123,096	119,065
	<hr/>	<hr/>
<b>NET PROFIT FOR THE YEAR</b>	96,715	164,413
	<hr/>	<hr/>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### FLIGHT SIMULATORS HENDON

	<u>2008</u> £	<u>2007</u> £
<b>SALES</b>		
Other income	62,859	69,801
	5,000	-
	<u>67,859</u>	<u>69,801</u>
<b>LESS: EXPENSES</b>		
Salaries, wages and national insurance	20,652	20,561
Repairs and maintenance	11,942	6,417
General Expenses	239	-
Depreciation: flight simulator	1,070	1,070
	<u>33,903</u>	<u>28,048</u>
<b>NET PROFIT FOR THE YEAR</b>	<u>33,956</u>	<u>41,753</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### COSFORD SHOP

	<u>2008</u>	<u>2007</u>
	£	£
<b>SALES</b>	572,587	380,172
	<hr/>	<hr/>
<b>LESS: COST OF SALES</b>		
Stock at commencement	51,409	42,222
Purchases & Carriage	286,640	209,646
	<hr/>	<hr/>
Stock at close	(69,813)	(51,409)
	<hr/>	<hr/>
	268,236	200,459
	<hr/>	<hr/>
<b>GROSS PROFIT</b> 53.1% (2007: 47.3%)	304,351	179,713
	<hr/>	<hr/>
<b>LESS: EXPENSES</b>		
Salaries, wages and national insurance	132,799	98,071
Telephone	465	299
Printing, stationery and postage	11,611	4,564
Catalogue Costs	9,386	4,686
Bank and credit card charges, interest	25,276	7,925
Computer & Equipment expenses	5,832	7,023
Depreciation: furniture, fixtures, equipment	46,097	11,836
Travel	501	1,049
General expenses	2,791	418
	<hr/>	<hr/>
	234,758	135,871
	<hr/>	<hr/>
<b>NET PROFIT FOR THE YEAR</b>	69,593	43,842
	<hr/>	<hr/>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### COSFORD CONFERENCES AND CORPORATE HIRE

	<u>2008</u> £	<u>2007</u> £
<b>SALES</b>	129,374	80,722
Catering Concession income	38,901	25,480
	<u>168,275</u>	<u>106,202</u>
<b>LESS: COST OF SALES</b>	71,312	41,282
<b>GROSS PROFIT</b> 57.6% (2007: 61.1%)	96,963	64,920
<b>LESS: EXPENSES</b>		
Wages and salaries	57,630	41,645
Publicity and advertising	6,429	8,341
Telephone	573	715
General expenses	1,204	563
Travel	384	402
Display equipment	1,646	955
Printing, stationery and postage	734	315
License	570	-
Depreciation	436	436
	<u>69,606</u>	<u>53,372</u>
<b>NET PROFIT FOR THE YEAR</b>	<u>27,357</u>	<u>11,548</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### FLIGHT SIMULATOR COSFORD

	<u>2008</u>	<u>2007</u>
	£	£
<b>SALES</b>	66,422	48,070
	<u>66,422</u>	<u>48,070</u>
<b>LESS: EXPENSES</b>		
Salaries, wages and national insurance	7,200	7,200
Repairs and maintenance	8,675	5,024
Lease interest	-	229
Depreciation: flight simulator	22,426	26,692
	<u>38,301</u>	<u>39,145</u>
<b>NET PROFIT FOR THE YEAR</b>	<u>28,121</u>	<u>8,925</u>

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### ALTERNATIVE MARKETING

	<u>2008</u>	<u>2007</u>
	£	£
<b>SALES</b>		
Faberge Eggs and Propellers	336	689
Royalty Income	10,295	-
Other Income	-	22,500
	10,631	23,189
<b>LESS: COST OF SALES:</b>		
Stock at commencement	15,005	17,889
Purchases & carriage	185	22,887
Commission	-	(60)
Stock at close	(12,121)	(15,005)
	3,069	25,711
<b>GROSS PROFIT</b> 71.1% (2007:-10.8%)	7,562	(2,522)
<b>LESS: EXPENSES</b>		
Salaries	41,466	24,562
Publicity and Advertising	752	-
Insurance	1,331	1,030
Travel & Hospitality	-	384
General Expenses	825	474
	44,374	26,450
<b>NET (LOSS)/PROFIT FOR THE YEAR</b>	(36,812)	(28,972)

# ROYAL AIR FORCE MUSEUM ENTERPRISES LIMITED

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## TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2008

### CENTRAL EXPENSES

	<u>2008</u>	<u>2007</u>
	£	£
<b>EXPENSES</b>		
Salary Costs	27,660	13,489
Vehicle expenses	148	2,851
Depreciation: motor vehicles & equipment	10,547	10,505
Interest on Car Lease	1,887	1,064
Profit on Disposal of motor vehicles	-	(5,305)
Audit and accountancy	12,645	9,540
Insurance	9,140	9,839
General expenses	1,800	299
	<u>63,827</u>	<u>42,282</u>
<b>INTEREST RECEIVED</b>	10,274	6,565
	<u>          </u>	<u>          </u>
<b>NET EXPENDITURE FOR THE YEAR</b>	<u>53,553</u>	<u>35,717</u>