

### **HIGHLIGHTS**

- > GROUP REVENUE FOR THE YEAR INCREASED BY 48% TO £262.1M (2005 £176.9M)
- > PROFIT BEFORE TAX UP BY 34% TO £37.8M (2005 £28.3M)
- > UNDERLYING PROFIT BEFORE TAX\* INCREASED BY 38% TO £39.7M (2005 - £28.7M)
- > ADJUSTED EARNINGS PER SHARE\* INCREASED BY 25% TO 39.1P (2005 - 31.3P)

<sup>\*</sup>Stated before amortisation of intangible assets

	2006	2005
Vehicle fleet - UK	65,300	52,400
– Spain	51,000	21,500
Group profit from operations	£53.1m	£37.2m
Profit before tax	£37.8m	£28.3m
Earnings per share	37.1p	30.7p
Dividend per share	<b>10</b> p	9р
Net assets per Ordinary share	475p	372p

#### **DIRECTORS**

Philip Rogerson Stephen Smith ACA Jan Astrand Tom Brown Phil Moorhouse FCCA

Gerard Murray ACA Alan Noble Non-executive Chairman Chief Executive Officer Non-executive Non-executive Managing Director UK Rental Finance Director

Executive Director

#### SECRETARY AND REGISTERED OFFICE

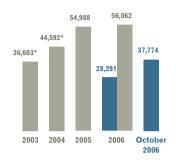
David Henderson, FCIS Norflex House, Allington Way, Darlington DL1 4DY Tel: 01325 467558

#### **REGISTRARS**

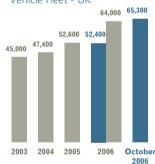
Capita Registrars
The Registry, 34 Beckenham Road, Beckenham,
Kent BR3 4TU Tel: 0870 1623100

#### Group profit before tax (£000)

\* UK GAAP basis

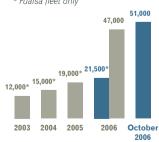


Vehicle Fleet - UK



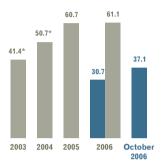
#### Vehicle Fleet - Spain

\* Fualsa fleet only



#### Earnings per share (p)

\* UK GAAP basis





IN THE SIX MONTHS TO 31 OCTOBER 2006, THE GROUP CONTINUED TO EXECUTE THE KEY ELEMENTS OF ITS THREE YEAR STRATEGIC PLAN, ANNOUNCED IN JANUARY 2006, AND AIMED AT MAINTAINING ANNUAL DOUBLE-DIGIT EARNINGS GROWTH. IN THE UK THE STRATEGIC PLAN ENVISAGED UTILISING THE CAPACITY IN THE GROUP'S NETWORK TO INCREASE THE FLEET BY BOTH SELECTIVE ACQUISITIONS, IN WHAT IS STILL A FRAGMENTED MARKET, AND THROUGH ORGANIC GROWTH. AT THE SAME TIME THE INTRODUCTION OF FLEET MANAGEMENT PRODUCTS WAS AIMED AT ENHANCING RETURNS.



The acquisition of Arriva Vehicle Rental ("AVR") on 3 February 2006 was in line with this stated strategy. The integration of AVR was completed at the beginning of this financial year enabling a restructuring of the UK business to commence. This restructuring, which is now complete, has created a functional, rather than geographic, management structure for the business. As well as improving productivity, as evidenced by higher utilisation in the period, it leaves us better able to deliver improved and consistent customer service.

In May 2006 the Group successfully concluded the purchase of the remaining 51% of Record Rent a Car S.A. ("Record" or "Record Rent") thus strengthening its leading position in the growing Spanish vehicle rental market. Demand for our product in Spain continues to be strong and we remain confident of achieving the 15% annual fleet growth targeted in our Strategic Plan. Having now appointed a single management team we expect to make further progress in integrating the operations of our two Spanish businesses in the second half of the financial year.

The Group's financial results for the six months to 31 October 2006 are summarised as follows:

- Vehicle rental and associated revenue up by 48% to £262.1m (2005 – £176.9m);
- Underlying profit before tax\* up by 38% to £39.7m (2005 – £28.7m); and
- Adjusted earnings per share\* up by 25% to 39.1p (2005 – 31.3p).

The Board has declared an 11% increase in the interim dividend to 10p per share (2005 – 9p) indicating its confidence in the Group's future prospects. This dividend is payable on 8 February 2007 to shareholders on the register at the close of business on 19 January 2007.

As announced on 14 November 2006, Martin Ballinger retired from the Board due to ill health. His personal contribution to the success of the business was significant and my colleagues and I wish to express our warmest thanks to him. I have assumed the Chairmanship of the Group on a temporary basis until such time as a successor is appointed.

#### RESULTS

UK revenue increased by 23.9% reflecting the strategic acquisitions of Fleet Technique Limited ("FTL") and AVR coupled with organic growth represented by an increase of 3.4% in vehicles on hire. The UK fleet size, as at 31 October 2006, was 65,300 vehicles (2005 – 52,400). Margins have improved as a consequence of obtaining operational gearing benefits from integrating the AVR fleet, achieving utilisation of 91% and as a result of residual values being better than the prior period. These benefits have been offset to some extent by a lower average hire rate and by costs associated with implementing the restructuring of the UK business.

From now onwards, the Spanish operations will be reported on as one enlarged business. The current period's results therefore represent both Fualsa and Record Rent, whereas the prior period financial results represent Fualsa only. The Group's share of profit after tax from its investment in Record for the prior period is shown in the consolidated income statement as 'Share of profit of associate'. Spain's revenue has increased by 151% as a result of the acquisition of the remaining 51% of Record Rent in May 2006 and further organic fleet growth in both Record Rent and Fualsa, the Group's original Spanish subsidiary. The fleet size of the enlarged Spanish business was 51,000 vehicles at 31 October 2006. The blended operating margin for the enlarged Spanish business is 21.6% (2005 - 22.9%).

<sup>\*</sup>Stated before amortisation of intangible assets.

The composition of Group revenue and profit from operations is set out below:

	2006	2005
	£000	£000
Revenue		
UK Rental	170,609	143,218
UK Fleet management	6,799	_
Spain Rental	84,714	33,772
	262,122	176,990
Profit from operations		
UK Rental	36,450	29,850
UK Fleet management	370	_
Spain Rental	18,294	7,723
Intangible amortisation	(1,969)	(374)
	53,145	37,199
Operating margins (excluding intangible amortisation)		
UK Rental	21.4%	20.8%
UK Fleet management	5.4%	_
Spain Rental	21.6%	22.9%

The Group's results have been impacted by the increasing costs of debt finance for both Sterling and Euros with Euribor increasing by 0.75% and Sterling Libor by 0.5% since the start of the financial year. In December 2006 the Group concluded a Private Placement in the United States of America by issuing a series of unsecured loan notes with maturity periods of between seven and ten years in order to raise \$335m of new finance. All of this new finance was immediately converted to a Sterling equivalent debt of £175m and the Group entered into a series of financial instruments to fix the rate of interest at an effective rate of 5.78% per annum for the period of the loan notes. This exercise has diversified the Group's source of debt finance and also increased the length of the overall term of its debt repayment profile. If these loan notes had been in issue at 31 October 2006 the proportion of the Group's net debt covered by fixed rate loans on a pro forma basis would have been 50%.

#### **OPERATIONAL REVIEW**

#### United Kingdom and Republic of Ireland

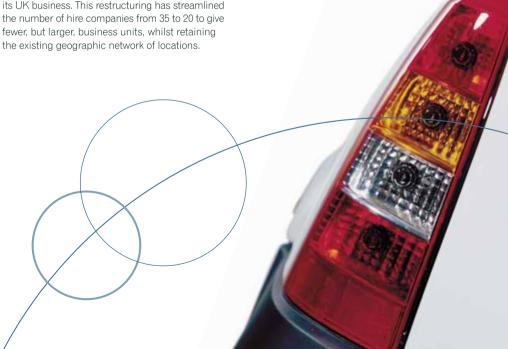
In the six months to 31 October 2006, the Group has benefited from the synergies arising out of the acquisition and integration of AVR and from restructuring the network in order to produce further efficiencies.

The acquisition of AVR became unconditional on 3 February 2006 and in the three months to 30 April 2006 the acquired business was integrated into the core UK operation. This involved a net reduction of some 21 locations and 400 employees acquired with the AVR business. Customer retention since the acquisition, both through the transitional phase and subsequently, has been excellent. The portfolio of non-utilised properties that arose from the integration process has steadily been reduced such that by 31 December 2006 there remained only seven leasehold properties to be disposed.

In June 2006 the Group announced a restructuring of its UK business. This restructuring has streamlined the number of hire companies from 35 to 20 to give fewer, but larger, business units, whilst retaining

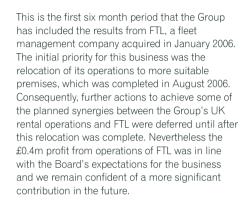
The restructuring was complete by the end of the calendar year 2006. The costs associated with the streamlining changes effected by 31 October 2006 and recognised in the income statement were £0.5m. The Board expects a number of efficiencies to accrue in future periods as a result of this restructuring, the most important being an overall improvement in fleet utilisation. The current period saw some improvement with an average fleet utilisation in the UK of 91% (2005 – 90%).

The average number of vehicles on hire has increased by 3.4% since the beginning of the financial period broadly in line with the assumption in the Group's Strategic Plan of 5% per annum growth in the UK. The growth is made up of a combination of the improvement in the utilisation rate and growth in the vehicle fleet. Vehicles on hire in the UK have continued to grow throughout November and December 2006 in line with our expectations.



Competitive pressures on hire rates have always existed in the UK market place but were particularly evident in the prior financial year when the average revenue per vehicle decreased by 3%. Whilst the situation improved from February 2006 with the decline in hire rates abating, some of the reduction in rates in the prior financial year automatically fed through to this period. In addition to this effect, the acquired AVR business had lower average hire rates than the core Northgate business because of its different mix of fleet and customers. Consequently it was expected that the assimilation of this business would lower the overall hire rate being achieved in the UK. The combined effect of these two issues is that hire rates are, as expected, on average 3% lower than in the prior period.

We sold 11.400 vehicles (2005 – 11.300) in the six months under review. The Group has continued to concentrate on developing its retail and semiretail channels to market in order to maximise the residual values that it can achieve on disposal. The proportion of vehicle disposals that were made through these channels increased to 16% (2005 – 11%) exceeding the Group's medium term objective of 15%. The market for used light commercial vehicles has been favourably influenced by the shortage of new product in some sectors of the market. This is as a consequence of the majority of manufacturers delaying the introduction of their new vehicle models in order to introduce Euro IV compliant engines with regard to fuel emissions. The new models were introduced towards the end of the period being reported. As a result, fleet operators retained more of their existing fleet than normal in order to acquire the Euro IV compliant models when they became available. The combined effect of favourable market conditions created by the short supply of used product and the Company's achievement in increasing the proportion of retail and semi-retail sales, gave rise to a profit of £2.4m (2005 - loss of £0.4m) which under IAS 16 was adjusted against the vehicle depreciation charge for the period.



#### **CONTINENTAL EUROPE**

The Group acquired the remaining 51% of the share capital of Record Rent on 11 May 2006 for a consideration of €72.7m (£49.8m) to add to the initial 49% of the share capital that had been acquired on 5 August 2005. The total consideration paid for Record Rent was, therefore, €128.1m (£88.7m). This acquisition strengthened the Group's position as the leader in the growing Spanish vehicle rental market with a combined fleet size for Fualsa and Record of 47,000 vehicles at that time.

Following the acquisition of Record Rent, a process was begun to consider both internal and external candidates for the position of CEO of the enlarged Spanish business. In September 2006 Fernando Pemartin, formerly Managing Director of Record Rent, was appointed as CEO for Spain. Subsequent to his appointment he has structured a management team to take the business forward. Certain vehicle purchasing and disposal synergies are currently being achieved but some of the more substantial efficiencies will only be realised when Fualsa and Record operate on common IT platforms. This is expected to be achieved in the second half of the calendar year 2007.

Since May 2006 the fleet size has increased by 8.5% to 51.000 vehicles in line with the Board's expectations of 15% per annum organic growth. At the same time fleet utilisation has averaged over 90% (2005 – 88%). Hire rates are not experiencing the same competitive pressures as the UK since the market in Spain is growing at a much faster rate. The residual value market remains steady and in line with the levels experienced at the end of the last financial year. The disposal proceeds for the 6,300 vehicles sold (2005 – 2,200) were therefore in line with our expectations and gave rise to a profit on disposal of £0.96m (2005 - £0.98m) which has been adjusted against vehicle depreciation in accordance with IAS 16.

Whilst there have been no locations added to the network in the period, we have relocated our branches in Cadiz and Malaga to larger premises and have further relocations planned to accommodate future growth.

#### CURRENT TRADING AND OUTLOOK

Trading in both the UK and Spain is in line with expectations and the Board remains confident of a satisfactory outcome for the full financial year.

Philip Rogerson Chairman



# CONSOLIDATED INCOME STATEMENT

#### FOR THE SIX MONTHS ENDED 31 OCTOBER 2006

No	otes	Six months to 31.10.06 (Unaudited) £000	Six months to 31.10.05 (Unaudited) £000	Year to 30.4.06 (Audited) £000
Revenue Cost of sales	2	262,122 (177,102)	176,990 (116,326)	372,609 (248,051)
Gross profit		85,020	60,664	124,558
Administrative expenses (excluding amortisation) Amortisation		(29,906) (1,969)	(23,091) (374)	(50,733) (1,227)
Total administrative expenses		(31,875)	(23,465)	(51,960)
Profit from operations	2	53,145	37,199	72,598
Investment income Finance costs		1,072 (16,443)	1,009 (11,108)	2,047 (22,125)
Share of profit before taxation of associate Share of taxation of associate			1,702 (511)	4,964 (1,422)
Share of profit of associate		_	1,191	3,542
Profit before taxation		37,774	28,291	56,062
Taxation	3	(11,200)	(8,345)	(15,468)
Profit for the period		26,574	19,946	40,594
Profit for the period is wholly attributable to equity holders of the parent Company.  All results arise from continuing operations.				
Basic earnings per Ordinary share Diluted earnings per Ordinary share	4 4	37.1p 37.0p	30.7p 30.5p	61.1p 60.6p

# CONSOLIDATED STATEMENT OF RECOGNISED INCOME AND EXPENSE

#### FOR THE SIX MONTHS ENDED 31 OCTOBER 2006

	Six months to 31.10.06 (Unaudited) £000	Six months to 31.10.05 (Unaudited) £000	Year to 30.4.06 (Audited) £000
Foreign exchange differences on retranslation	( )		
of net assets of subsidiary undertakings	(2,281)	365	1,303
Foreign exchange differences on retranslation			
of interest in associate	_	(237)	413
Foreign exchange differences on revaluation reserve	(11)	_	_
Net foreign exchange differences on long term			
borrowings held as hedges	1,875	(91)	(1,571)
Net fair value gains on cash flow hedges	435	1,027	2,956
Share options fair value amount (charged)			
credited directly to equity	(202)	63	20
Net deferred tax (charge) credit recognised			
directly in equity	(159)	807	882
Actuarial (losses) gains on defined benefit			
pension scheme	(112)	_	356
Net (expense) income recognised directly			
in equity	(455)	1,934	4,359
Profit attributable to equity holders	26,574	19,946	40,594
Total recognised income			
and expense for the period	26,119	21,880	44,953

# CONSOLIDATED BALANCE SHEET

#### 31 OCTOBER 2006

	31.10.06 (Unaudited) £000	31.10.05 (Unaudited) £000	30.4.06 (Audited) £000
Non-current assets			
Goodwill Other intangible assets Property, plant and equipment: vehicles for hire Other property, plant and equipment	72,247 28,288 812,753 65,039	12,599 4,533 545,517 40,080	44,582 18,208 643,824 50,236
Total property, plant and equipment	877,792	585,597	694,060
Interest in associate	_	38,915	41,927
	978,327	641,644	798,777
Current assets			
Inventories Trade and other receivables Cash and cash equivalents	8,065 164,144 12,231	8,443 99,728 7,288	8,918 116,939 24,048
	184,440	115,459	149,905
Non-current assets held for sale	18,110	10,588	14,705
TOTAL ASSETS	1,180,877	767,691	963,387
Total current liabilities	207,022	77,023	107,323
Non-current liabilities			
Long term borrowings Deferred tax liabilities Retirement benefit obligation	606,496 28,034 1,429 <b>635,959</b>	441,716 9,270 – 450,986	518,485 15,846 1,444 <b>535,775</b>
TOTAL LIABILITIES	842,981	528,009	643,098
NET ASSETS	337,896	239,682	320,289
Equity			
Share capital Share premium account Revaluation reserve Merger reserve Own shares reserve Hedging reserve Translation reserve	3,555 66,746 1,043 67,463 (3,755) 3,391 1,221	3,223 63,980 1,054 4,721 (2,582) 1,027 1,519	3,538 64,998 1,054 67,463 (3,331) 2,956 1,627
Retained earnings	198,232	166,740	181,984
TOTAL EQUITY	337,896	239,682	320,289

Total equity is wholly attributable to equity holders of the parent Company.

# CONSOLIDATED CASH FLOW STATEMENT

#### FOR THE SIX MONTHS ENDED 31 OCTOBER 2006

	lotes	Six months to 31.10.06 (Unaudited) £000	Six months to 31.10.05 (Unaudited) £000	Year to 30.4.06 (Audited) £000
Net cash from operating activities	6(a)	104,582	72,250	172,178
Investing activities				
Interest received		744	1,046	1,931
Proceeds from disposal of vehicles for hire		91,591	69,795	150,849
Purchases of vehicles for hire		(205,433)	(151,023)	(306,273)
Proceeds from disposal of other property,				
plant and equipment		1,523	218	3,307
Purchases of other property, plant and equipmen	t	(5,348)	(3,804)	(12,208)
Purchases of intangible assets		(741)	(41)	(927)
Payment of Fualsa deferred consideration		(10,290)	_	_
Acquisition of subsidiary undertakings, including	7	(40 540)		(120.047)
net cash and bank overdraft balances acquired Purchase of interest in associate	7	(49,540)	(37,961)	(130,047) (37,972)
Net cash used in investing activities		(177,494)	(121,770)	(331,340)
		(177,434)	(121,770)	(331,340)
Financing activities				
Dividends paid		(9,848)	(7,665)	(13,459)
Repayments of obligations under finance leases		(38,828)	(21,260)	(36,994)
Repayments of bank loans and other borrowings		-	(48,660)	_
Increase in bank loans and other borrowings		105,753	94,258	130,988
Proceeds from issue of share capital		1,765	1,450	65,525
Proceeds from sale of own shares		23	- (4.4.4)	511
Payments to acquire own shares		(447)	(111)	(1,371)
Net cash from financing activities		58,418	18,012	145,200
Net decrease in cash and cash equivalents		(14,494)	(31,508)	(13,962)
Cash and cash equivalents at the beginning				
of the period		20,259	34,057	34,057
Effect of foreign exchange movements		(227)	46	164
Cash and cash equivalents				
at the end of the period	6(b)	5,538	2,595	20,259

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

#### FOR THE SIX MONTHS ENDED 31 OCTOBER 2006

	Six months to 31.10.06 (Unaudited) £000	Six months to 31.10.05 (Unaudited) £000	Year to 30.4.06 (Audited) £000
Amounts attributable to equity holders of the parent Company			
Foreign exchange differences on retranslation of net assets of subsidiary undertakings Foreign exchange differences on retranslation	(2,281)	365	1,303
of interest in associate	-	(237)	413
Foreign exchange differences on revaluation reserve Net foreign exchange differences on long term	(11)	_	_
borrowings held as hedges	1,875	(91)	(1,571)
Net fair value gains on cash flow hedges Share options fair value amount (charged)	435	1,027	2,956
credited directly to equity	(202)	63	20
Actuarial (losses) gains on defined benefit pension scheme  Net deferred tax (charge) credit recognised	(112)	-	356
directly in equity	(159)	807	882
Net (expense) income recognised directly in equity Profit attributable to equity holders	<b>(455)</b> 26,574	<b>1,934</b> 19,946	<b>4,359</b> 40,594
Total recognised income and expense for the period	26,119	21,880	44,953
Dividends	(9,853)	(7,645)	(13,437)
Issue of Ordinary share capital (net of expenses)  Net increase in own shares held	1,765 (424)	1,450 (111)	65,525 (860)
Net changes in total equity	17,607	15,574	96,181
	27,000		
Opening total equity	320,289	225,031	225,031
Transitional adjustment on adoption of IAS 32 & IAS 39	_	(923)	(923)
Opening total equity after adoption of IAS 32 & IAS 39	320,289	224,108	224,108
Closing total equity	337,896	239,682	320,289

## **UNAUDITED NOTES**

#### 1. Basis of preparation and accounting policies

The interim financial information for the six months ended 31 October 2006, including comparative financial information, has been prepared on the basis of the accounting policies set out in the last annual report and accounts and in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board, that are endorsed, or are expected to be endorsed, by the European Commission.

Northgate plc ("the Group") has adopted all IFRS in issue, with the exception of IAS 34 (Interim Financial Reporting) which is not mandatory for UK groups.

The accounts for the year ended 30 April 2006 were prepared under IFRS and have been filed with the Registrar of Companies. They contained an unqualified audit report and did not include a statement under Section 237 (2) or (3) of the Companies Act 1985.

## **UNAUDITED NOTES**

#### 2. Segmental analysis

#### **Business segments**

For management purposes, the Group currently has one material business segment, which is the hire of vehicles.

As such, the Directors consider that this is the only business segment on which the Group should report.

#### **Geographical segments**

The Group's operations are located in the United Kingdom, Republic of Ireland and Spain.

The Directors consider the United Kingdom and Republic of Ireland to be a single geographical segment on the grounds that the results and net assets of operations in the Republic of Ireland are immaterial to the Group as a whole.

	Six months	Six months	Year to
	to 31.10.06	to 31.10.05	30.4.06
	(Unaudited)	(Unaudited)	(Audited)
	£000	£000	£000
United Kingdom and Republic of Ireland	177,408	143,218	300,771
Spain	84,714	33,772	71,838
Total revenue	262,122	176,990	372,609
United Kingdom and Republic of Ireland	35,791	29,744	58,149
Spain	17,354	7,455	14,449
Total profit from operations	53,145	37,199	72,598

#### 3. Taxation

The charge for taxation for the six months to 31 October 2006 is based on the estimated effective rate for the year.

#### 4. Earnings per share

	Six months to 31.10.06 (Unaudited)	Six months to 31.10.05 (Unaudited)	Year to 30.4.06 (Audited)
(a) Basic and diluted earnings per share The calculation of basic and diluted earnings per share is based on the following data:			
Earnings	£000	£000	£000
Earnings for the purposes of basic and diluted earnings per share, being net profit attributable to equity holders of the parent Company	26,574	19,946	40,594
Number of shares	Number	Number	Number
Weighted average number of Ordinary shares for the purposes of basic earnings per share	71,631,826	64,981,565	66,481,499
Effect of dilutive potential Ordinary shares:  – share options	242,103	489,231	464,060
Weighted average number of Ordinary shares for the purposes of diluted earnings per share	71,873,929	65,470,796	66,945,559
Basic earnings per share Diluted earnings per share	37.1p 37.0p	30.7p 30.5p	61.1p 60.6p
(b) Earnings per share before amortisation and non-recurring restructuring costs	£000	£000	£000
Earnings for the purposes of basic and diluted earnings per share (above) Amortisation (net of tax) Non-recurring restructuring costs (net of UK corporation tax at 30%)	26,574 1,427	19,946 374	40,594 1,227 1,825
Earnings for the purposes of basic and diluted earnings per share before amortisation and non-recurring restructuring costs	28,001	20,320	43,646
Basic earnings per share before amortisation and non-recurring restructuring costs Diluted earnings per share before amortisation	39.1p	31.3p	65.7p
and non-recurring restructuring costs	39.0p	31.0p	65.2p

## **UNAUDITED NOTES**

#### 5. Dividends

The proposed interim dividend of 10p per Ordinary share was approved by the Board of Directors on 8 January 2007 and has not been included as a liability as at 31 October 2006.

#### 6. Notes to the consolidated cash flow statement

#### (a) Net cash from operating activities

	Six months to 31.10.06 (Unaudited) £000	Six months to 31.10.05 (Unaudited) £000	Year to 30.4.06 (Audited) £000
Profit from operations	53,145	37,199	72,598
Adjustments for:			
Depreciation of property, plant and equipment	98,022	65,674	136,209
Exchange differences	-	_	(16)
Amortisation of intangible assets	1,969	374	1,227
Gain on disposal of property, plant and equipment	(695)	(2)	(209)
Defined benefit pension credit	(236)	_	(386)
Share options fair value amount (charged) credited			
directly to equity	(202)	63	20
Operating cash flows before movements			
in working capital	152,003	103,308	209,443
Decrease (increase) in inventories	3,592	(1,725)	(2,191)
Increase in receivables	(10,401)	(6,195)	(1,131)
(Decrease) increase in payables	(13,093)	(3,948)	3,139
Cash generated by operations	132,101	91,440	209,260
Income taxes paid	(11,282)	(8,658)	(15,156)
Interest paid	(16,237)	(10,532)	(21,926)
Net cash from operating activities	104,582	72,250	172,178

#### 6. Notes to the consolidated cash flow statement (continued)

#### (b) Cash and cash equivalents

Cash and cash equivalents consist of cash in hand and at bank, investments in money market instruments and bank overdrafts.

Bank overdrafts are included within cash equivalents on the grounds that they are repayable on demand and form an integral part of the Group's cash management.

Cash and cash equivalents, as described above, included in the cash flow statement comprise the following balance sheet amounts:

	31.10.06	31.10.05	30.4.06
	(Unaudited)	(Unaudited)	(Audited)
	£000	£000	£000
Cash in hand and at bank	10,348	5,500	22,201
Short term investments	1,883	1,788	1,847
Gross cash and cash equivalents as reported	12,231	7,288	24,048
Bank overdrafts	(6,693)	(4,693)	(3,789)
Net cash and cash equivalents	5,538	2,595	20,259

### **UNAUDITED NOTES**

#### 7. Acquisitions of subsidiary undertakings

#### (a) Record Rent a Car S.A.

On 5 August 2005 the Group acquired a 49% share in Record Rent a Car S.A. ("Record"), a Company registered in Spain, for a cash consideration, payable to the vendors, of €54,800,000. In accordance with IAS 28, this investment, including associated costs, was accounted for as an associate under the equity method of accounting.

On 11 May 2006 the Group acquired the remaining 51% of the issued share capital of Record for a consideration of €72,700,000, payable to the vendors, under the share purchase agreement. The transaction has been accounted for under the purchase method of accounting in the six months ended 31 October 2006.

The detail relating to the 100% share of Record is shown below:

	(Unaudited) £000
Fair value of net assets acquired Goodwill	59,106 29,584
Acquisition cost (including expenses)	88,690
Fair value of consideration:	
Cash payment for 100% share of Record (including expenses) Net cash with subsidiary undertaking acquired Purchase of investment in associate as at 30 April 2006	88,690 (299) (38,385)
Cash outflow in the period on acquisition of Record	50,006

#### 7. Acquisitions of subsidiary undertakings (continued)

#### (b) Northgate (AVR) Limited

On 3 February 2006 the Group acquired the entire issued share capital of Northgate (AVR) Limited (formerly Arriva Vehicle Rental Limited) ("AVR") for an original cash consideration of £50,316,000, including goodwill of £28,055,000. The transaction was accounted for in accordance with the purchase method of accounting in the year ended 30 April 2006.

In the six months ended 31 October 2006 the Group paid a further £3,699,000 to the vendor under the terms of the sale and purchase agreement and further fair value adjustments were made totalling £4,028,000 as follows:

	(Unaudited) £000
Fair value of net assets acquired as originally stated in 2006 Annual Report Further fair value adjustments made	22,261 4,028
Fair value of net assets acquired	26,289
Acquisition cost (including expenses) as originally stated in 2006 Annual Report Net consideration adjustments with the vendor in the period	50,316 3,699
Acquisition cost (including expenses)	54,015
Goodwill as originally stated in 2006 Annual Report	28,055
Goodwill as at 31 October 2006	27,726
Proceeds from disposal of intangible assets to the vendor Consideration adjustment offset against disposal proceeds of intangible assets	4,165 (3,699)
Net cash inflow in the period relating to the acquisition of AVR	466

In both of the above acquisitions, the fair values represent the Directors' current estimates of the net assets acquired. In accordance with IFRS 3, the values attributed may be revised as further information becomes available.

# INDEPENDENT REVIEW REPORT TO NORTHGATE PLC

#### Introduction

We have been instructed by the Company to review the financial information for the six months ended 31 October 2006 which comprise the income statement, the balance sheet, the statement of changes in equity, the statement of recognised income and expense, the cash flow statement and related Notes 1 to 7. We have read the other information contained in the interim report and considered whether it contains any apparent misstatements or material inconsistencies with the financial information.

This report is made solely to the Company in accordance with Bulletin 1999/4 issued by the Auditing Practices Board. Our work has been undertaken so that we might state to the Company those matters we are required to state to them in an independent review 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 for our review work, for this report, or for the conclusions we have formed.

#### **Directors' responsibilities**

The interim report, including the financial information contained therein, is the responsibility of, and has been approved by, the Directors. The Directors are responsible for preparing the interim report in accordance with the Listing Rules of the Financial Services Authority which require that the accounting policies and presentation applied to the interim figures are consistent with those applied in preparing the preceding annual accounts except where any changes, and the reasons for them, are disclosed.

#### Review work performed

We conducted our review in accordance with the guidance contained in Bulletin 1999/4 issued by the Auditing Practices Board for use in the United Kingdom. A review consists principally of making enquiries of Group management and applying analytical procedures to the financial information and underlying financial data and, based thereon, assessing whether the accounting policies and presentation have been consistently applied unless otherwise disclosed. A review excludes audit procedures such as tests of controls and verification of assets, liabilities and transactions. It is substantially less in scope than an audit performed in accordance with International Standards on Auditing (UK and Ireland) and therefore provides a lower level of assurance than an audit. Accordingly, we do not express an audit opinion on the financial information.

#### **Review conclusion**

On the basis of our review we are not aware of any material modifications that should be made to the financial information as presented for the six months ended 31 October 2006.

**Deloitte & Touche LLP** Chartered Accountants Leeds 8 January 2007

