Directors' report and financial statements

31 December 1995

Registered number 53419



Directors' report and financial statements

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Directors' report

The directors have pleasure in presenting their report and the audited financial statements for the year ended 31 December 1995.

Principal activities

The company continues to provide a wide range of information technology based services, to customers in both the private and public sectors.

Review of business and future developments

It was another very good year for the UK operations, with revenues growing by 48% and profit on ordinary activities before taxation by 21%. This growth was due mainly to sales contracts signed late in 1994. The company continues to win contracts based upon the Government's private finance initiatives, where the strength of the UK and parent company balance sheets enables cost effective bids to customers. During 1994 the concept of outsourcing was developed further in the UK and resulted in significant sales which will produce revenue in future years.

Results

The results for the year are set out in the profit and loss account on page 6. The directors do not recommend the payment of a dividend. The profit for the year retained in the company is £14,948,000 (1994: £11,547,000).

Changes in fixed assets

The movements in fixed assets during the year are set out in notes 9, 10 and 11 to the financial statements.

Directors

The directors who held office during the year, together with those subsequently appointed, were as follows:

JA Bateman (resigned 31 October 1995) TM Butler (resigned 31 October 1995)

RT Shelton

DA Thorpe (appointed 1 July 1995)

JV Burke (resigned 31 October 1995)

AC Stevens (appointed 11 September 1996)

Directors' report (continued)

Directors' interests

According to the register of directors' interests, no director in office at 31 December 1995 had any interest notifiable to the company in the share or loan capital of group companies at the beginning or at the end of the year.

Employment of disabled persons

The company recognises its responsibility to employ disabled persons in suitable employment, and gives full and fair consideration to applications for employment made by such persons, having regard for their particular aptitudes and abilities.

Any employee who becomes disabled is encouraged to remain in the company's employment, in the same job if this is practicable. If a change of job is necessary, such an employee is considered for any suitable alternative work which is available, and any necessary training is arranged.

Disabled employees are treated equally with all other employees in respect of their eligibility for training, career development and promotion.

Employee involvement

The company is a service organisation with a highly trained and qualified team of personnel. Due to the complex technical nature of its business, the most valuable assets are its employees. People are the key to success in the computer services industry and every endeavour is made to ensure they are well prepared to take advantage of the opportunities offered by the company and individual effort is rewarded on that basis.

The company offers excellent opportunities for employee development and training. As an example, the systems engineering development programme encompasses formal classroom training together with practical experience.

Communication is enhanced by the in-house publications to which all employees are encouraged to contribute.

Political and charitable contributions

The company made no political contributions during the year (1994: £nil). Donations to UK charities amounted to £26,000 (1994: £17,000).

Directors' report (continued)

Directors' and officers' liability

Directors' and officers' liability insurance has been recharged to the company by its parent company, Electronic Data Systems Corporation, a company incorporated in the United States of America.

Auditors

Pursuant to a shareholders' resolution, the company is not obliged to reappoint its auditors annually and KPMG will therefore continue in office.

By order of the board

DM Roy

Deputy Secretary

4 Roundwood Avenue Stockley Park Uxbridge Middlesex UB11 1BQ

29 october 1996

Statement of directors' responsibilities

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 for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and 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 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 Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.



PO Box 695 8 Salisbury Square London EC4Y 8BB

Auditors' report to the members of Electronic Data Systems Limited

We have audited the financial statements on pages 6 to 25.

Respective responsibilities of directors and auditors

As described on page 4 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with Auditing Standards 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 of the state of the company's affairs as at 31 December 1995 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Chartered Accountants Registered Auditors

Kmes

29 October 1996

Profit and loss account

for the year ended 31 December 1995

	Note	1995 £000	1994 £000
Turnover	2	515,218	347,896 (286,548)
Cost of sales		(447,296)	(280,348)
Gross profit		67,922	61,348
Administrative expenses		(36,504)	(34,693)
Operating profit		31,418	26,655
Interest receivable and similar income	5	508	388
Amounts written off investments	11	(1,559)	(1,157)
Interest payable and similar charges	6	(10,212)	(9,273)
Profit on ordinary activities			
before taxation	7	20,155	16,613
Taxation	8	(5,207)	(5,066)
Profit on ordinary activities			
for the financial year		14,948	11,547
Retained profit brought forward		23,317	11,770
Retained profit carried forward		38,265	23,317

The results for this and the prior year are all derived from continuing activities.

The company has no recognised gains or losses other than those reported in the profit and loss account. Accordingly a statement of total recognised gains and losses has not been prepared.

The results for this and the prior year disclosed in the profit and loss account are on a historical cost basis.

Balance sheet

at 31 December 1995

at 31 December 1993	Note		1995		1994
		£000	£000	£000	£000
Fixed assets					
Intangible assets	9	77,387		75,836	
Tangible assets	10	185,842		107,787	
Investments	11	20,355		10,097	
					
			283,584		193,720
Current assets					
Stocks	12	1,645		313	
Debtors - amounts due within one year	13	237,054		134,222	
Debtors - amounts due after more than one	13	11,367		10,867	
year					
Total debtors		248,421		145,089	
Cash at bank and in hand		240,421		2,581	
Cash at bank and in hand					
		250,066		147,983	
Creditors: amounts falling due				•	
within one year	14	(328,402)		(143,015)	
Net current (liabilities)/assets			(78,336)		4,968
					
Total assets less current liabilities			205,248		198,688
Creditors: amounts falling due after					
more than one year	15		(53,566)		(58,781)
more than one your			(00,000,		(, - ,
Provisions for liabilities and charges	16		(26,837)		(30,010)
Net assets			124,845		109,897
					
Capital and reserves					
Called up share capital	17		86,580		86,580
Profit and loss account	18		38,265		23,317
m., 1	10		104.045		100 007
Total equity shareholders' funds	18		124,845		109,897
			=		

These financial statements were approved by the board of directors on 290 clobs 1996 and were signed on its behalf by:

RT Shelton

Director

Notes

(forming part of the financial statements)

1 Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the company's financial statements.

Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards and under the historical cost accounting rules. As the company is a wholly owned subsidiary of another company incorporated in England and Wales it is exempt by virtue of s228 of the Companies Act 1985 from the requirement to prepare group accounts and to deliver them to the Registrar of Companies. These financial statements present information about the company as an individual undertaking and not about its group.

Cash flow statement

The company is exempt from the requirement of Financial Reporting Standard No 1 to prepare a cash flow statement as it is a wholly owned subsidiary of EDS International Limited, and its cashflows are included within the consolidated cash flow statement of that company.

Tangible and intangible fixed assets

Tangible and intangible fixed assets are stated at cost.

Depreciation is calculated on a straight line basis to write the assets down to their estimated net realisable values over their estimated useful lives.

The rates of depreciation generally used are as follows:-

Leasehold improvements - shorter of 5 years or

life of lease

Plant and machinery - 1.5 to 5 years or over the life of

any lease or specific contract

Intangibles (software licences) - 5 years

Goodwill

Goodwill arising on the purchase of businesses is capitalised and amortised over its estimated useful economic life. The following rates are used:-

EDS Defence Limited (formerly SD Scicon UK Ltd) - 30 years
DVOIT Limited - 5 years

Notes (continued)

1 Accounting policies (continued)

Stocks

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

Long term contracts

The amount of profit attributable to the state of completion of a long term contract is recognised when the outcome of the contract can be foreseen with reasonable certainty. Turnover for such contracts is stated at cost appropriate to their stage of completion plus attributable profits less amounts recognised in previous years. Provision is made for any loss which is foreseen.

Contract work in progress is stated at costs incurred, less those transferred to the profit and loss account, after deducting foreseeable losses and payments on account not matched with turnover.

Amounts recoverable on contracts are included in debtors and represent turnover recognised in excess of amounts invoiced.

Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Provision is made for deferred tax only to the extent that it is probable that an actual liability will crystallise.

Foreign currencies

Transactions denominated in foreign currencies are translated into sterling and recorded at the rates of exchange ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rate of exchange ruling on the balance sheet date and gains or losses arising on translation are included in the profit and loss account.

Pensions

The company operates a number of defined benefit and defined contribution pension schemes. Contributions to the defined benefit pension schemes are charged to the profit and loss account so as to spread the cost of pensions over employees' working lives with the company. Contributions to the defined contribution schemes are charged to the profit and loss account in the year in which they are incurred.

Notes (continued)

1 Accounting policies (continued)

Leases

Where the company enters into a lease which entails taking substantially all the risks and rewards of ownership of an asset, the lease is treated as a 'finance lease'. The asset is recorded in the balance sheet as a tangible fixed asset and is depreciated over its estimated useful life or the term of the lease, whichever is shorter. Future instalments under such leases, net of finance charges, are included within creditors. Rentals payable are apportioned between the finance element, which is charged to the profit and loss account, and the capital element which reduces the outstanding obligation for future instalments.

All other leases are accounted for as 'operating leases' and the rental charges are charged to the profit and loss account on a straight line basis over the life of the lease.

Government grants

Government grants are recognised in the profit and loss account so as to match them with the expenditure towards which they are intended to contribute. Any unrecognised amounts are capitalised in the balance sheet as deferred revenue.

2 Turnover

Turnover represents amounts (excluding value added tax) invoiced and accrued by the company in respect of services supplied during the year. Turnover relates to a single class of business and arises solely in Western Europe.

Notes (continued)

3 Directors' emoluments

Emoluments of the directors, including benefits in kind and pension contributions, amounted to £1,237,785 (1994: £938,738). Total pension contributions amounted to £49,026 (1994: £42,155). Benefits in kind relate to medical insurance, car benefits and stock incentives.

The chairman, who was also the highest paid director, received emoluments, excluding pension contributions, of £622,168 (1994: £544,827).

The emoluments, excluding pension contributions of the directors who served during the year (including the chairman and highest paid director) were within the following ranges:

			1995	1994
			_	•
£0	-	£ 5,000	1	2
£50,001	-	£55,000	1	-
£115,001	-	£120,000	-	1
£125,001	-	£130,000	1	-
£235,001	-	£240,000	-	1
£385,001	-	£390,000	1	-
£540,001	-	£545,000	-	1
£620,001	-	£625,000	1	-

The emoluments in 1994 have been restated to account for stock incentives.

4 Staff numbers and costs

The average number of persons employed by the company (including directors) during the year, analysed by category, was as follows:-

	Number of employees	
	1995	1994
Data processing	6,526	4,458
Marketing, selling and distribution	186	185
Administration	321	336
Administration		
	7,033	4,979
		124

Notes (continued)

4 Staff numbers and costs (continued)

The aggregate payroll costs of these employees were as follows:-

	1995	1994
	£000	£000
Wages and salaries	159,345	107,391
Social security costs	12,197	8,865
Other pension costs (see note 22)	17,386	8,534
	188,928	124,790

The above figures exclude certain persons employed by fellow subsidiary companies who are also engaged in the activities of the company and the employment costs of whom are borne by the company. The average number of such persons during the period was 211 (1994: 219) and the related aggregate payroll costs were £11,072,480 (1994: £10,452,322).

5 Interest receivable and similar income

	1995 £000	1994 £000
Foreign exchange gains Other	176 332	226 162
	508	388

No interest receivable has been netted off against interest payable on loans to the same group company (1994: £1,331,000).

Notes (continued)

6	Interest payable and similar charges	1995 £000	1994 £000
	Amounts payable to group undertakings Amounts payable to third parties	8,786 150	9,066 63
	Finance charges payable in respect of finance leases	1,276	144
		10,212	9,273
7	Profit on ordinary activities before taxation	1995 £000	1994 £000
	Profit on ordinary activities before taxation is stated after charging:		
	Auditors' remuneration: Audit Other services	192 112	190 89
	Depreciation of tangible fixed assets: owned assets leased assets	33,363 2,172	18,578 216
	Rentals under operating leases: hire of plant and machinery hire of other assets Amortisation of intangible fixed assets	11,348 13,268 4,285	6,005 20,367 3,632

The total amount charged to revenue for the hire of plant and machinery amounted to £14,796,000 (1994: £6,365,000). This comprises rentals payable under operating leases as well as depreciation on plant and machinery held under finance leases together with the related finance charges.

8 Taxation on profit on ordinary activities

Taxation on profit on ordinary activities	1995 £000	1994 £000
United Kingdom corporation tax at 33% (1994: 33%) based on taxable profit for the year Adjustment relating to an earlier year	4,329 878	3,576 1,490
	5,207	5,066

The corporation tax charge for the year has been reduced by losses brought forward relating to the business of SD Scicon UK Limited.

Notes (continued)

9 Intangible fixed assets

	Goodwill	Software licences	Total
	£000	£000	£000
Cost:	00 504	4.070	05 602
At beginning of year	80,704	4,979	85,683
Additions	-	5,836	5,836
Disposals	-	-	
			
At end of year	80,704	10,815	91,519
Amortisation:			
At beginning of year	6,414	3,433	9,847
Charge for the year	3,170	1,115	4,285
On disposals	-	-	-
	 	<u></u>	
At end of year	9,584	4,548	14,132
Net book value:			
At 31 December 1995	71,120	6,267	77,387
		<u> </u>	
At 31 December 1994	74,290	1,546	75,836
	· *		

Goodwill arose from the purchase of the business of a fellow subsidiary, EDS Defence Limited (formerly SD Scicon UK Limited) on 1 October 1993. This goodwill is being amortised over its useful economic life of 30 years.

Goodwill also arose on the purchase of the net assets of DVOIT Limited on 1 January 1994 for the consideration of £5,500,000. This goodwill is being amortised over its useful economic life of 5 years.

Notes (continued)

10 Tangible fixed assets

	Freehold land and buildings	Leasehold improvements	Plant & machinery	Total
	£000	£000	£000	£000
Cost:				
At beginning of year	800	27,914	144,635	173,349
Additions	44	7,396	142,170	149,610
Disposals		(5)	(37,324)	(37,329)
At end of year	844	35,305	249,481	285,630
Depreciation:				
At beginning of year	-	6,933	58,629	65,562
Charge in the year	_	2,420	33,435	35,855
Disposals	-	(5)	(1,624)	(1,629)
At end of year	-	9,348	90,440	99,788
Net book value: At 31 December 1995	844	25,957	159,041	185,842
At 31 December 1994	800	20,981	86,006	107,787

Assets under freehold land and buildings are not depreciated.

Notes (continued)

10 Tangible fixed assets (continued)

Included in the tangible fixed assets are items held under finance leases. These are as follows:

	Plant & machinery
	000£
Cost:	
At beginning of year	2,111
Additions	60,826
At end of year	62,937
Depreciation	
At beginning of year	2,111
Charge in the year	2,172
At end of year	4,283
Net book value:	
At 31 December 1995	58,654
At 31 December 1994	-

Notes (continued)

11 Fixed asset investments

	Shares in group undertakings	Shares in non-group undertakings	Total
	000£	£000	£000
Cost:			
At beginning of year	5,526	5,728	11,254
Additions	•	11,817	11,817
. 144.43.5			
At end of year	5,526	17,545	23,071
Provisions:			
At beginning of year	-	1,157	1,157
Charge for year	••	1,559	1,559
Charge for your			
As and of your	-	2,716	2,716
At end of year			
Net book value:	E 526	14,829	20,355
At 31 December 1995	5,526	14,027	
4004	5 576	4,571	10,097
At 31 December 1994	5,526	4,571	10,057
			

The additions during the year relate to the acquisition of a 42.8% share in EDS Africa Limited.

In the opinion of the directors the aggregate value of the assets of the subsidiary undertakings are not less than the aggregate of the amounts at which those assets are included in the company's balance sheets.

Notes (continued)

11 Fixed asset investments (continued)

The companies in which the company's interest is more than 10% are as follows:

Name of undertaking	Country of incorporation	Principal activity	Class and percentage of shares held
DVOIT Limited	England and Wales	Technology and information services	£1 ordinary shares 100%
Interbank On-Line System Limited	England and Wales	Technology and information services	£1 ordinary shares 24.1%
IBOS Limited (100% subsidiary of Interbank On-Line System Limited)	England and Wales	Technology and information services	£1 ordinary shares 24.1%
EDS Africa Limited	South Africa	Technology and information services	Ordinary shares 42.8%

The nominal value of each ordinary share in EDS Africa Limited is one cent of a South African Rand.

In November 1995, the group interest in Interbank On-Line System Limited was diluted from 31.6% to 24.1% as a result of a subscription by a third party shareholder for new shares.

12 Stocks

Stocks comprise consumables.

Notes (continued)

13	Debtors		
		1995	1994
		£000	£000
	Due within 1 year:		
	Trade debtors	68,308	32,909
	Amounts owed by parent and	42 007	20.426
	subsidiary undertakings Amounts recoverable on contracts	43,997	30,436
		84,748	38,135
	Current amounts due in respect of sales type leases	305	312
	Other debtors	5,434	4,738
	Prepayments and accrued income	34,262	27,692
	11-p-ly month (LLC account)		
		237,054	134,222
	Due after more than 1 year:	10.740	0.614
	Amounts recoverable on contracts	10,749	9,614
	Non-current amounts due in respect of sales type leases	77	472
	Prepayments and accrued income	541	781
	repayments and accrace meetic		
		11,367	10,867
14	Creditors: amounts falling due within one year		
		1995	1994
		£000	£000
	Bank overdraft	882	-
	Payments on account	17,570	19,872
	Trade creditors	15,026	5,617
	Amounts owed to group undertakings	176,280	45,804
	Obligations under finance leases	7,757	272
	Other creditors including taxation and social security	29,636	11,543
	Accruals and deferred income	81,251	59,907
		328,402	143,015

Notes (continued)

14 Creditors: amounts falling due within one year (continued)

Other creditors including taxation and social security:

	1995	1994
	£000	£000
Mainstream corporation tax	5,077	3,576
PAYE	1,573	2,546
Social security	2,566	1,936
VAT	20,022	3,381
Other	398	104
	29,636	11,543
The amounts owed to group undertakings comprise:		
	1995	1994
	£000	£000
Parent and fellow subsidiary undertakings	170,780	40,304
Subsidiary undertakings	5,500	5,500
	176,280	45,804

Notes (continued)

15	Creditors: amounts falling due after more than one y	year	
		1995	1994
		£000	£000
	Amounts owed to parent and fellow		
	subsidiary undertakings	-	57,994
	Obligations under finance leases	53,566	_
	Accruals and deferred income		787
		53,566	58,781
	Obligations under finance leases:		
	Amounts falling due:		
	within 1 year	7,757	272
	between 2 and 5 years	32,994	-
	after 5 years	20,572	
		61,323	272

16 Provisions for liabilities and charges

	Contract related	Other	Pension related	Total
	£000	£000	£000	£000
At beginning of year	14,595	7,809	7,606	30,010
Charge for year	1,874	8,136	8,548	18,558
Utilisation in year	(3,470)	(7,282)	(10,979)	(21,731)
				- ,,,
At end of year	12,999	8,663	5,175	26,837

Other provisions includes costs related to refurbishment of leased properties, certain relocation costs and employee health care.

Notes (continued)

18

17	Called	up	share	capital
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			1995	1994
			£000	£000
Authorised:				
87,000,000 ordinary shares of £	1 each		87,000	87,000
Allotted, called up and fully pa	id:			
86,580,000 ordinary shares of £	1 each		86,580	86,580
Reconciliation of movements in	Share capital	funds Profit and loss account £000	1995 Total £000	1994 Total £000
Profit for the financial year	-	14,948	14,948	11,547
New share capital subscribed	-	-	-	80,000
Net addition to shareholders' funds		14,948	14,948	91,547
Opening shareholders' funds	86,580	23,317	109,897	18,350
Closing shareholders'				
funds	86,580	38,265	124,845	109,89

Notes (continued)

19 Operating lease commitments

At 31 December 1995 the company had annual commitments under non-cancellable operating leases as set out below:

	199	95		1994
	Land and buildings	Other	Land and buildings	Other
	£000	£000	£000	£000
Operating leases which expire:				
within one year	1,286	1,740	267	2,382
in the second to fifth				
years inclusive	5,014	13,060	2,346	7,795
over five years	9,935	-	11,109	-
				
	16,235	14,800	13,722	10,177

20 Government grants

The company has received the following government grants in the year:

	1995	1994
	£000	£000
Cash received in year	206	594
Accrued at the year end and reflected in the profit for the year	259	606
in the profit for the year	239	

21 Contingent liabilities

At 31 December 1995 the company had contingent liabilities relating to employee stock grants of £10,418,690 (1994: £8,009,234).

Notes (continued)

22 Pension costs

The company operates a number of pension schemes, the details of which are as follows:

(a) Defined benefit schemes

- (i) Electronic Data Systems 1994 Pension Scheme
- (ii) Electronic Data Systems Retirement Plan
- (iii) Electronic Data Systems UK Pension Plan and Life Assurance Scheme
- (iv) SD Scicon Pension Plan

For all of the above schemes the following details apply:

- the schemes are funded;
- pension cost and provision is assessed in accordance with a qualified independent actuary's advice;
- provisions resulting from the difference between the pension cost amounts recognised as cost and the amounts paid directly to the pension fund are disclosed in note 16;
- the charge for the period is included within pension costs for the year (see note 4);
- particulars of the actuarial valuation of the pension scheme are available in the accounts of the holding company, EDS International Limited.

(b) Defined contribution schemes

- (i) Electronic Data Systems Investment Plan
- (ii) SD Scicon Money Purchase Scheme
- the charge for the period is included within pension costs for the year (see note 4).

Notes (continued)

23 Immediate holding company

The immediate holding company and parent undertaking which heads the smallest group of undertakings in which the results of the company are consolidated is EDS International Limited, a company registered in England and Wales. The accounts may be obtained from the following address:

EDS International Limited 4 Roundwood Avenue Stockley Park Uxbridge Middlesex UB11 1BQ

24 Ultimate holding company

The ultimate holding company at 31 December 1995 was General Motors Corporation, a company incorporated in the United States of America. The consolidated accounts may be obtained from the following address:

General Motors Corporation Rooms 11-128 General Motors Building 3044 West Grand Blvd Detroit Michigan 48202 USA.

On 7 June 1996 the ultimate holding company became Electronic Data Systems Corporation, a company incorporated in the United States of America and quoted on the New York and London Stock Exchanges, following a split-off from General Motors Corporation.