

# 94632

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# CHAIRMAN'S STATEMENT

The year ended 31 March 1997 was one of great significance for your company. Group turnover increased by 11% to £25.5 million. Pre-tax Profit before exceptional and one off costs increased to £1.94 million. After deducting one off costs of £177,000 relating to general reorganisation measures implemented by the new executive Directors, the profit increased by 94% to £1.76 million compared to £906,000 for the previous financial year. The one off costs were foreshadowed at the time of the Board restructuring in June 1996 and were estimated to be £250,000. The remaining £70,000 will be spent in the current year. Earnings per share before exceptional costs increased 61% to 2.30p.

The Board is recommending a final dividend of 1.0p net per share as compared with 0.85p for last year which represents an increase in total of 11%. This increase reflects the Board's previously stated intention to institute a progressive dividend policy commensurate with the trading performance. The final recommendation together with the interim payment gives a full year dividend of 1.5p net per share.

The new Board has implemented your Group's strategy and a number of objectives have been achieved. Enco Products' performance was significantly improved.

The Group's financial position has been considerably strengthened. Cash on hand at the year end amounted to £1.6 million and is available for both working capital requirements and any small "bolt on" acquisitions. Further expansion into the ethnic and speciality food sector was realised just after the year end when the Group successfully acquired Chadha International, a Chinese Food distributor. The disposal of Red Rose Velvets, the last remaining textile company, was completed and this gave rise to an exceptional cost of £360,000.

The results for the year, to which all subsidiaries contributed, are outstanding and demonstrate that your Group Is now beginning to fulfil its potential and is well on course to achieving its aim of becoming a major force in the rapidly growing ethnic and speciality food sector. The prospects for the current year are very encouraging.

PHILIP LOVEGROVE CHAIRMAN 19 JUNE 1997





# CHIEF EXECUTIVE'S REVIEW

The new executive board has now been in place for a year and the results have been achieved against a background of considerable change and restructuring. It is a tribute to the Group's managers and staff that the changes have been so effective and that the Group has been refocused and is firmly back on track.

BART SPICES' turnover has increased by 23% and margin has been maintained. Once again due to innovation and the strength of the brand, Bart has continued to progress well in the supermarket sector. New product launches continue and additional supermarket own label business has been secured through the year. This demonstrates Bart's competitive nature as well as the strength of its reputation and expertise i.. this sector.

Sales of Vecraswamy branded products have increased following the relaunch of the range with new packaging and additional products. Listings have been achieved both in the UK and export markets.

I.A MEXICANA has increased turnover by 17% with a commensurate increase in net profit. Despite sterling strength, export sales have done particularly well. Our aims to develop new products and broaden the product range have achieved initial success with the introduction of the ambient tortilla range. Further products are due to be launched during the next year and the programme to broaden the product range will be ongoing. This Company has performed well in a growing but increasingly competitive sector. Your Board has decided that the future development of La Mexicana should centralise upon ensuring its competitiveness. To this end capital expenditure in new and more efficient machinery and additional manufacturing space is planned for the current year.

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ENCO PRODUCTS' turnover increased by 5% although this followed the intended range rationalisation which when taken into account gives an underlying increase of 12%. Net profits, before one off costs, increased by 280%. One of the major problems of last year was the underperformance at Enco. This problem was dealt with during the first half of the year by restructuring both management and information systems; the reduction of excess stock, and strict financial disciplines. Gross margins were increased by more effective product sourcing and a stricter control on selling prices. This company is now running well with an improved management structure.

RED ROSE VELVETS - The Board intended to restore profits to this business in the first half and sell the business in the second half; both were achieved.

SUMMARY - Your new Board set out with a number of initial objectives and I am pleased to report that these have all been met in the past year and have had such a positive impact on the performance of the Group. We expect the year ahead to be an exciting one. The objectives for the coming year include the successful integration of Chadha International; the improvement of production facilities at La Mexicana; the strengthening of all our Brands through increased consumer awareness and growth of our businesses in the food service and catering sector.

The market for ethnic and speciality foods continues to grow. Our Brands are strong. We will continue to develop new products. We will increase our product ranges. We will endeavour to increase our customer base. These actions together with further acquisitions will maintain our growth and continue our future development.

KEITH STOTT CHIEF EXECUTIVE 19 JUNE 1997





# DIRECTORS, OFFICERS AND ADVISORS

#### DIRECTORS

P A Lovegrove

KJ Stott

R I Gardand

J E Brennan

EC V Shaw

S Bard

R J Battlam

Philip Lovegrove, aged 59, was appointed the non-executive Chairman of WT Foods in April 1988. He is the Chairman of Associated British Engineering plc and Video Tape Recording plc and his other directorships include Ashtead Group pic, English & Caledonian Investments ple and Rexmore ple.

Keith Stott, aged 38, became Chief Executive in June 1996, having previously been a director of B.B. International Foods Limited.

Red Garland, aged 44, was appointed Finance Director in June 1996, having previously been Finance Director of B.E. International Foods Limited.

John Brennan, aged 52 became Marketing Director in June 1996, having previously held positions with RHM Foods Limited and B.E. International Foods Limited.

Edward Shaw, aged 48, became a director in January 1995 having previously had a long association with Bart Spices Limited.

Stanley Bard, aged 70, became a non-executive director in February 1993. He has had a long career in the food industry including having been Chairman and Managing Director of Hazelwood Confectionery and Snacks.

Reg Bartlam, aged 67, became a director in 1992 with the acquisition of Bart Spices Limited. He was appointed Chief Executive in January 1995 and became a non-executive director in June 1996.

#### SECRETARY AND REGISTERED OFFICE

A R Martin FCA

2 Apex Point, Travellers Lane

Welham Green, Hatfield

Hentfordshire AL9 7HF

Tel 01707 261770

Fax 01707 260193

Registered Number 94632

#### BANKERS

National Westminster Bank PLC 16 South Parade

Nottingham NG1 2JX

#### **AUDITORS**

**BDO Stoy Hayward** 

7-9 Irwell Terrace, Bacup

Lancashire OL13 9AJ

#### **STOCKBROKERS**

Bell Lawrie White & Co

7 Drumsheugh Gardens

Edinburgh EH3 7QH

#### REGISTRARS

Connaught St Michaels Limited

CSM House, Victoria Street, Luton

Bedfordshire LU1 2PZ

#### **SOLICITORS**

Edge & Ellison

18-19 Southampton Place

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# FINANCIAL PR

Haggie Financial Limited

Roman House, Wood Street

London EC2Y 5BA Tel 0171 417 8989

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# REPORT OF THE DIRECTORS

Year ended 31 March 1997

The directors present their report, together with the audited accounts of the group, for the year ended 31 March 1997.

## PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal companies in the group and their activities are detailed on page 31. A review of the year and comments on future developments are contained in the Chairman's Statement and Chief Executive's Review on pages 3 to 5.

## RESULTS AND DIVIDENDS

The results for the year are set out in the group profit and loss account on page 12.

An interim dividend of 0.5p per share was paid on 1 January 1997 (1996: 0.5p).

The directors recommend a final dividend of 1.0p per share (1996: 0.85p). Subject to approval by the members at the Annual General Meeting, the dividend will be paid on 1 August 1997, to shareholders on the register at 4 July 1997.

#### SHARE CAPITAL

Movements in the share capital during the year are disclosed in note 23 to the accounts.

#### FIXED ASSETS

The directors are of the opinion that the current value of the group's land and buildings is not significantly different from their net book value.

#### POST BALANCE SHEET EVENTS

At an Extraordinary General Meeting held on 2 April 1997, approval was given by shareholders for, inter-nlia:

- the acquisition of 95% of Chadha International Foods Limited for a consideration of £6.7 million before expenses;
- the sale of Red Rose Velvets Limited for a consideration of £600,000;
- an increase in the authorised share capital of the company from £18,012,900 to £27,100,229, by the creation of:
  - · 36,335,400 ordinary shares of 25p each; and
  - 6.957,280 non-voting deferred convertible redeemable shares of 0.05p each;
- a Placing and Open Offer of 26,824,261 ordinary shares of 25p each at 30p per share;
- a renewal of the directors' power to allot shares pursuant to Section 95 of the Companies Act 1985;
- the introduction of a new Group Incentive Scheme; and
- the adoption of new articles of association.

Subsequent to the Extraordinary General Meeting, the Placing and Open Offer was successfully completed and raised a sum of approximately £7.55 million after expenses.

## **DIRECTORS AND THEIR INTERESTS**

The beneficial shareholdings, including family interests, of the directors who held office at 31 March 1997 were as follows:

	31 Ms	31 Much 1997		ะท 1996 รวงไทธภะยะ	
<del></del>	Shares	Options	Shares	Options	
P A Lovegrove	449,666	•	355,000	-	
K J Stott	91,579	90,000	-		
R J Garland	91,579	90,000		_	
J E Brennan	123,579	90,000	•		
ECV Shaw	440,000	90,000	400,000	50,000	
S Bard	1,726,682	•	1,420,053		
R J Bartlam	1,304,685	100,000	1,403,585	105,251	

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# REPORT OF THE DIRECTORS

Year ended 31 March 1997

## DIRECTORS AND THEIR INTERESTS CONTINUED

Mr Bard's shareholding includes 49,083 shares held non-beneficially.

Mr Bartlam's shareholding includes 267,185 shares held non-beneficially.

Mr Brennan's shareholding includes 32,000 shares held non-beneficially.

Mr B II Kapadia resigned as a director on 13 May 1996.

Messrs K J Stott, R J Garland and J E Brennan were appointed as directors on 7 June 1996.

Pollowing the Placing and Open Offer, the directors were allotted shares on 2 April 1997 as follows:

	Number of Ordinary Shares	Numbers of nea-vodag deferred convertible redectable shares
P A Lovegrove	224,833	•
R J Bartlam	300,000	•
S Bard	346,941	•
K J Stott		1,391,456
R J Garland	_	1,391,456
J E Brennan	45,789	1.391,455
E C V Shaw	•	1,391,455

Except as disclosed in note 7 to the accounts no contracts of significance subsisted during the year in relation to the group's husiness in which a director was materially interested.

In accordance with the company's Articles of Association, Mr P A Lovegrove is retiring by rotation, and will seek re-election at the forthcoming Annual General Meeting.

#### SUBSTANTIAL SHAREHOLDINGS

The company has been notified of the following holdings which at 10 June 1997 represented 3% or more of the company's issued share capital following the Placing and Open Offer in April 1997:

	Number of ordinary shares	% of jassed abuse capital
The Second Causeway Smaller Quoted Companies Fund	10,310,267	12.81
M & G Capil Fund	4,125,033	5.13
Morgan Grenfell UK Small Co. Exempt Fund	4,100,483	5.10
Friends Provident Unit Trust	3,799,999	4.72
Montanaro UK Smaller Companies Investment Trust	3,095,548	3.85
Williams Holdings Pension Fund	3,072,609	3.82

#### CREST

The Company's ordinary shares were granted permission to join the Crest system on 3 March 1997.

#### SUPPLIER PAYMENT POLICY

The group's policy is normally to pay suppliers according to agreed terms of business. These terms are agreed with suppliers upon entering into binding contracts and the group's policy is to adhere to the payment terms providing the relevant goods or services have been supplied in accordance with the contracts. At 31 March 1997 the trade creditors represented 54 days' purchases.

# POLITICAL CONTRIBUTIONS AND CHARITABLE DONATIONS

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There have been no political contributions during the year and charitable donations amounted to £1,146.

#### AUDITORS

In accordance with Section 385 of the Companies Act 1985, a resolution proposing that BDO Stoy Hayward be re-appointed as auditors of the company will be put to the Annual General Meeting.

APPROVED BY THE BOARD ON 19 JUNE 1997

ALAN MARTIN

SECRETARY

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# CORPORATE GOVERNANCE

## 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 group, and of the profit or loss of the group for the period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed
  and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group 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 the group and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### THE CADBURY CODE

The company has complied throughout the accounting period with those paragraphs of the Cadbury Code of Best Practice ('the Code') and those matters relating to Corporate Governance, specified by The Listing Rules of the London Stock Exchange, except during a three week period in May 1996 when there were only two non-executive directors.

#### COMPLIANCE WITH CORPORATE GOVERNANCE

#### Going Concern

Having considered the guidance given in the document 'Going Concern and Financial Reporting: guidance for directures of listed companies' issued in November 1994 by the Going Concern Working Group of the Auditing Practices Board, the directors have formed a judgement at the time of approving these financial statements that there is a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future, and therefore continue to adopt the going concern basis in preparing the financial statements.

#### Internal Financial Control

The Board of directors has overall responsibility for the group's systems of internal financial control, which are designed to provide reasonable, but not absolute, assurance against material mis-statement or loss. They include:

- detailed budgets and plans which are approved by subsidiary and group boards;
- regular consideration by the Board of actual results compared with budgets and forecasts;
- compliance by subsidiaries with group operating procedures and policies;
- annual review of the group's insurance cover;
- defined procedures for the appraisal and authorisation of capital expenditure; and
- regular reporting of borrowing and facilities to the Board.

The Board reviews the effectiveness of the group's systems of internal financial control.

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# CORPORATE GOVERNANCE

#### Remuneration Policy

The principal function of the Remuneration Committee is to set the remuneration and other terms of employment of the executive directors. Remuneration levels are set by reference to individual performance, experience and market conditions with a view to providing a package which is appropriate for the responsibilities involved. The Committee consists wholly of non-executive directors and is currently chaired by Mr Philip Lovegrove.

In determining the remuneration policy the Committee has complied with Section A and has given full consideration to Section B of the Best Practice provisions annexed to the Stock Exchange Listing Rules. Remuneration for executives comprises basic salary, performance related bonus, pension benefits and other benefits in kind. The executive directors, in common with other senior staff in the Group, have been awarded share options at the prevailing market prices at the time of the grant, under the company's Executive Share Option Scheme. No further options may now be granted under that scheme. Subsequent to the year end a new Group Incentive Scheme has been introduced following approval by the Committee. This new scheme seeks to enable executives to share in the added value created for shareholders through increases in the carnings per share performance over a four year period. Details of directors' remuneration and share options are given in notes 7 and 8 to the financial statements respectively on pages 19 and 20.

The executive directors each have service agreements with the company, which can be terminated by the company giving one year's notice. The non-executive directors do not have service agreements and their remuneration is determined by the executive directors.

## Auditors' Statement Regarding Corporate Governance

The auditors have confirmed that, in their opinion; with respect to the directors' statements above on going concern and internal financial control, the directors have provided the disclosures required by The Listing Rules of the London Stock Exchange and such statements are not inconsistent with the information of which they are aware from their audit work on the financial statements; and that the directors' other statement on page 9 appropriately reflects the company's compliance with the other paragraphs of the Code specified for their review by Listing Rule 12.43(j). They were not required to perform the additional work necessary to, and did not, express any opinion on, the effectiveness of either the group's system of internal financial control or its corporate governance procedures nor on the ability of the group to continue in operational existence.

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# AUDITORS' REPORT

to the members of WI Foods ple

We have audited the financial statements on pages 12 to 31 which have been prepared on the basis of the accounting policies set out on pages 16 and 17.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 9 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 finud 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 affairs of the company and of the group as at 31 March 1997 and of the group's profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

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BDO STOY HAYWARD

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CHARTERED ACCOUNTANTS
REGISTERED AUDITORS

19 JUNE 1997

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# GROUP PROFIT AND LOSS ACCOUNT

Year ended 31 March 1997

	Notes	Continuing activities 1997 £'649	Discretioned nethritien 1997 £*666	Tetal 1997 £'000	Total 1996 1900
Turnover	2	24,178	1,362	25,540	22,983
Cost of # des		(17,614)	(1,032)	(18,646)	(17,273)
Gross profit		6,564	330	6,894	5,710
Distribution costs and administrative expenses	2	(4,678)	(269)	(4,947)	(4,586)
Trading profit		1,886	61	1,947	1,124
Restructuring costs	2	(177)	•	(177)	-
Operating profit	2	1,709	61	1,770	1,124
Exceptional items	4	•	(360)	(360)	(402)
Interest receivable and similar income	5	66	-	66	19
Interest payable and similar charges	5	(55)	(17)	(72)	(237)
Profit on ordinary activities before taxation	6	1,720	(316)	1,464	504
Taxation on profit on ordinary activities	10			(580)	(300)
Profit for the financial year attributable to					
shareholders				824	204
Dividends	11			(960)	(572)
Retained Deficit for the year	27			(76)	(368)
Earnings per share	12				
- Basic				1.60p	0.48p
- Before exceptional items				2.30p	1.43p

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

Year ended 31 March 1997

	 1997 1'000	1996 1996
Profit for the financial year and total recognised gains	524	204

There is no material difference between the results reported above and those on a historical basis.

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# GROUP BALANCE SHEET

31 March 1997

	N.~s	1997	1997 E'000	1996 £'060	1994 £'000
Fixed Assets	<del></del> -	<del></del>			* * .
Tangible assets	13		2,399		2,392
Current Assets					
Stocks	16	2,074		1,718	
Debtors	17	5,285		4,818	
Cash at bank and in hand		1,587		285	
		8,946		6,821	
Creditors (amounts falling due within one year)	18	(5,393)		(4,558)	
Net Current Assets			3,553		2,263
Total Assets Less Current Liabilities			5,952	<del></del>	4,655
Creditors (amounts falling due after more than one year)	19		(92)		(1,766)
Net Assets		<del></del> -	5,860		2,889
Capital and Reserves					<del></del>
Called :are capital	23		13,412		10,589
Share premium account	24		1,161		1,232
Revaluation reserve	25		58		59
Other reserves	26		(8,020)		(8,315)
Profit and loss account	27		(751)		(676)
Equity Shareholders' Funds	28		5,860	· · · · · ·	2,889

APPEAR 'SD BY THE BOARD ON 19 JUNE 1997

KISTOTT

R J GARLANS

DIRECTORS

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# PARENT COMPANY BALANCE SHEET 31. March 1997

	Notes	1907 £'094	1997 1'000	2000 2000	1996 2000
Fixed Assets		·	· · · · · · · · · · · · · · · · · · ·		
Tangible assets	13		107		21
Investments	15		12,305		12,595
			12,412	· · · · · · · · · · · · · · · · · · ·	12,616
Current Assets					
Debtors	17	3,886		3,773	
Cash at bank and in hand		1,406		22	
		5,292		3,795	
Creditors (amounts falling due within one year)	18	(900)		(1,084)	
Not Current Assets			4,392		2,711
Total Assets Less Current Liabilities			16,804		15,327
Creditors (amounts falling due					
after more than one year)	19		(511)		(2,166)
Not Assets			16,293		13,161
Capital and Reserves					
Called up share capital	23		13,412		10,589
Share premium account	24		1,161		1,232
Revaluation reserve	25		1,049		761
Profit and loss account	27		671		579
Equity Shareholders' Funds			16,293		13,161

APPROVED BY THE BOARD ON 19 JUNE 1997

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# GROUP CASH FLOW STATEMENT YEAR CALLED JE MARCH 1997

	Notes	1997 £'000	1997 1900	1996 £°000	\$65E
Net Cash Inflow from Operating Activities	30	<del> </del>	1,661		986
Returns on Investments and Servicing of Fina	nce				
Interest received		65		29	
Interest paid		(85)		(226)	
Hire purchase and finance lease interest		(17)		(14)	
Net Cash Outflow from Returns on Investment and Servicing of Finance	its		(37)		(211)
Taxation			(274)		(426)
Capital Expenditure and Financial Investmen	<u> </u>				<del> </del>
Purchase of tangible fixed assets		(313)		(374)	
Proceeds on disposal of tangible fixed assets		55		11	
Repayment of loan by former subsidiary		•		189	
Net Cash Outflow from Capital Expenditure and Financial Investment			(258)		(174)
Acquisitions and disposals				-	
Deferred consideration received			405		360
Equity Dividends paid			(936)		(1,058)
Net Cash Inflow/(Outflow) before Financing			561		(523)
Financing					
Issue of ordinary share capital (net of expenses)		2,752		6	
Decrease in debt 3	1 & 32	(2,011)		(305)	
Net Cash Inflow/(Outflow) from Financing	-		741		(299)
Increase/(Decrease) In Cash	31		1,302		(822)





# NOTES TO THE ACCOUNTS

Year ended 31 March 1997.

#### 1 STATEMENT OF ACCOUNTING POLICIES

#### (a) Accounting Convention

The accounts have been prepared using the historical cost convention of accounting, modified by the revaluation of certain fixed assets.

#### (b) Busis of Consolidation

Group accounts have been prepared in the form of consolidated accounts incorporating those of the parent company and all of its subsidiary undertakings. Results of subsidiary undertakings required are included from the date of acquisition. Results of subsidiary undertakings disposed of are included up to the date of disposal. The separable net assets of subsidiary undertakings acquired are included in the group accounts at their fair value to the group as at the date of acquisition. Goodwill arising on consolidation, representing the excess of the cost of the investments in subsidiary undertakings over the fair value of net assets acquired, is charged to reserves. As permitted by Section 230 of the Companies Act 1985, a separate profit and loss account for the parent company is not presented.

#### (c) Fixed Asset Investments

Investments in subsidiary undertakings are stated at cost or directors' valuation.

The cost of the subsidiary undertakings comprises the aggregate of cash consideration, costs, and the nominal value of shares issued. Costs include attributeble overheads of the company incidental to the acquisitions.

#### (d) Fixed Assets

In the group balance sheet tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation, less the estimated residual value, of each asset on a straight line basis over its expected useful life as follows:

Prechold land	Nil.
Freehold buildings	2% per annum,
Leasehold promises	Over the term of the lease,
Plant and machinery	10% - 20% per annum.
Motor vehicles	20% - 25% per annum.

# (c) Stocks

Stocks have been valued at the lower of cost and net realisable value. Cost includes the cost of materials, together with appropriate costs of production, being direct labour and production overheads.

## (f) Deferred Taxation

Provision for deferred taxation arising from timing differences between the treatment of certain items for taxation and accounting purposes, and the revaluation of certain fixed assets, is only made where there is reasonable evidence that such deferred taxation will be payable in the foreseeable future.

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## 1 STATEMENT OF ACCOUNTING POLICIES CONTINUED

#### (g) Leased Assets

Motor vehicles and plant subject to finance leases and hire purchase contracts are shown as fixed assets and depreciated as indicated above. The corresponding liability for the capital element is recorded as a loan and the interest element, which is calculated on the basis of the amount of loan outstanding, is charged against income over the primary lease period.

Rentals paid under operating leases are charged against profits on a straight line basis over the lease term,

#### (h) Foreign Currencies

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

#### (I) Thermover

Turnover, which is all derived from the United Kingdom, represents the amount receivable, excluding value added tax, from the group's food manufacturing and distribution and textile manufacturing activities.

#### (i) Pension Costs

The group operates defined contribution pension schemes for employees of group undertakings and all pension costs have been charged to the profit and loss account as incurred.

## (k) Compliance with Accounting Standards

The accounts have been prepared in accordance with applicable accounting standards.

# 2 TURNOVER AND ANALYSIS OF CONTINUING AND DISCONTINUED ACTIVITIES

	1997 Contlaving Activities £'000	1997 Disconlinued Activities 1'000	1997 Total £'000	9961 gainaitaco cotheiro coos	1996 Discontinued Activities £'000	1996 Total E000
Turnover by Geographical Area:				-		
United Kingdom	22,470	1,008	23,478	20,607	941	21,548
Europe	1,481	354	1,835	1,158	2	1,160
Rest of the World	227	•	227	254	21	275
Total Turnover	24,178	1,362	25,540	22,019	964	22,983
Cost of Sales	(17,614)	(1,032)	(18,646)	16,493	(780)	(17,273)
Gross Profit	6,564	330	6,894	5,526	184	5,710
Distribution Costs	(1,986)	(38)	(2,024)	(1,721)	(31)	(1,752)
Administrative Expenses	(2,869)	(231)	(3,100)	(2,610)	(224)	(2,834)
Operating profit/(loss)	1,709	61	1,770	1,195	(71)	1,124

The amounts shown as discontinued relate to the group's textile activities.



# NOTES TO THE ACCOUNTS

Year endel 31 March 1997

#### 3 SEGMENTAL ANALYSIS

The net assets antibutable to each activity excluding intra-group balances are as follows:

	TAGE 500.7	£000
Perent company	839	(1,742)
Food manufacturing and distribution	4,531	4,180
Textiles	490	451
	5,860	2,889
4 EXCEPTIONAL ITEMS		
	1997	1996

	1997 £'000	£'000
Provision for loss on sale of subsidiary undertaking		<del></del>
Goodwill previously written off (note 26)	295	
Excess of book value of net assets over sales proceeds	65	
Provision against a loan made to a former subsidiary undertaking		402
	360	402

The exceptional item in 1997 comprises a loss arising on the sale of Rod Rose Valvets Limited on 2 April 1997 (note 34).

## 5 NET INTEREST

Interest Receivable and Similar Income	1997 £1000	1996 £'000
Bank and other interest	66	19
Interest Payable and Similar Charges		
Interest payable on bank loans and overdrafts:		
- repayable within five years	55	34
- not wholly repayable within five years	-	187
Hire purchase and finance lease interest	17	16
	72	237

The allocation of interest payable and similar charges between continuing and discontinued activities in the profit and loss account is based on the actual amounts paid.

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# 6 PROFIT ON ORDERARY ACTIVITIES BEFORE TAXATION

is stated after charging/(crediting):	1947 £*046	4996 £7000
Depreciation of owned assets	352	304
Depreciation of leased assets	49	64
Operating lease rentals		
- land and buildings	295	210
- other	16	24
Rent receivable	(20)	(2)
Auditors' remuneration	41	44
Termination payments to directors and staff	36	69

Amounts paid to the auditors by the group in respect of non-audit services were £33,000 (1996: £6,000).

# 7 DIRECTORS' EMOLUMENTS

					T.	1997 tal emolumenta	1996	1996 Malemahamena
	Seteries Sees E*000	Performance Bonus £'000	Benefits £'000	Total esecueloses 000°2	Petarios contributions £'000	nobnequae anoisedume 000'1	Total alesaneloure 000°3	and penelon contributions £'000
Executive directors								
K J Stott	49	12	4	65	5	70		
R J Garland	49	12	4	65	5	70	•	
J E Brennan	49	12	4	G5	5	70		
E C V Shaw	59	12	8	79	6	85	58	63
R J Bartlam	8	-	•	8	ı.	9	51	56
Former directors		-	-	•			33	36
Non-executive direc	tors							
P A Lovegrove	20			20		20	20	20
S Bard	15	-		15		15	15	15
R J Bartlam	12		_	12		12		
B H Kapadia		•					10	10
	261	48	20	329	22	351	187	200
Compensation for los	s of offic	e - Former e	lirectors			~~~		50
								250

Mr R I Bartlam became a non-executive director on 1 June 1996.

	900°1 7997	1996 € 000
Executive directors' emoluments	282	142
Non-executive directors' emoluments	47	45
Pension contributions	22	13
Compensation for loss of office	•	50
	351	250

Directors' remuneration shown above (excluding pension contributions) includes amounts paid to the Chairman of £20,000 (1996: £20,000).

# Related Party Transactions

In addition to the directors' emoluments stated above, Messrs Stott, Gatland and Brennan each received consultancy fees of £9,000 in respect of the period from 23 April 1996 to 6 June 1996.

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# Notes to the Accounts

Year ended 31 March 1997

## 8 DIRECTORS' SHARE OPTIONS

Details of the movements on share options available to the directors under the company's executive share option scheme are set out below:

	Αt		of Options			Date from	
	I April 1996 or due of appointment	Granted	Lapsed	At 31 March 1997	Exercise Price	which encountries	Exply:
K J Stott	-	90,000	•	\$0,000	29.82	1 Aug 1999	31 Jul 2006
R J Garland		90,000	-	90,000	29.8p	1 Aug 1999	31 Jul 2005
J E Brennan	-	90,000	-	90,000	29.80	1 Avg 1999	31 Jul 2006
R J Bartlam	54,054	•		54,054	37.0p	1 May 1995	30 Apr 2002
	5,251	-	(5,251)	-	•	I Aug 1996	31 Jul 2003
	25,735		-	25,735	43.3p	1 Mar 1997	29 Feb 2004
	20,211	-		20,211	38.5p	1 Jul 1998	30 Jun 2005
<del></del>	105,251		(5,251)	100,000			· · · · · · · · · · · · · · · · · · ·
RCV Shaw	16,216		-	16,216	37.0p	1 May 1995	30 Apr 2002
	5,251	-		5,251	38.1p	1 Aug 1996	31 Jul 2003
	9,559	•	-	9,559	35.3p	I Jan 1998	31 Dec 2004
	18,974	•	-	18,974	38.5p	I Jul 1998	30 Jun 2005
	-	40,000	-	40,000	29.8ր	l Aug 1999	31 Jul 2006
·	50,000	40,000		90,000			
Former Director	30,000	-	(30,000)	-	35.3p	1 Jan 1998	31 Dec 2004
	20,000	<b>.</b>	(20,000)	•	38,5p	1 Jul 1998	30 Jun 2005
	50,000	•	(50,000)	-	<del></del>		
Total	205,251	310,000	(55,251)	460,000			
			_				

The quoted price of the company's shares at 31 March 1997 was 30.5p, and the quoted price ranged during the year between 25.0p and 35.0p.

# 9 EMPLOYEES

(a) Staff costs

1997 #1000	1996 000'3
2,732	2,373
241	211
94	93
3,067	2,677
1997	1996
Number	Number
170	136
52	53
222	189
1997 £1000	1996 £'000
<del></del>	
608	310
(28)	(10)
580	300
	2,732 241 94 3,067  1997 Number 170 52 222  1997 1997 1990 608 (28)

Had full provision been made for deferred taz, the tax charge for the year would have decreased by £57,000 (1996; increase of £13,000).

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## 11 Dividende

	2997 £'000	£990
Final paid in respect of prior year not provided	96	
Interim paid - 0.5p per share (1996: 0.5p)	268	212
Final proposed - 1.0p per share (1996; 0.85p)	536	360
	900	572

In addition to the proposed final dividend on the share capital in issue at the year end, there will be an amount of £268,000 payable to the holders of the shares issued pursuant to the Placing and Open Offer in April 1997.

#### 12 EARNINGS PER SHARE

The earnings and weighted average number of ordinary shares in issue used in calculating the earnings per ordinary share were as follows:

	1997 £***********************************	
Earnings - Baxic	824	204
- Before exceptional items	1,184	606
	1997 Number	1996 Number
Weighted average number of shares in issue	51,428,468	42,349,432

In the opinion of the directors, the presentation of the earnings per share before the exceptional item provides a better understanding of the underlying trading performance of the group.

Fully diluted earnings per share are not materially different from the basic earnings per share stated above.

# 13 TANGIBLE FIXED ASSETS

Group		Land and buik	lines			
	Freehold C'000	Long leasthold £'000	Short lessehold £'000	Plant and machinery £'000	Motor vehicles £000	Total £'000
Cost or Valuation				······································		
At I April 1996						
- Cort	-	489	325	2,321	567	3,702
- 1990 Valuation	150			•		150
Additions	-	-	2	283	182	467
Disposals		-		(11)	(129)	(140)
At 31 March 1997	150	489	327	2,593	620	4,179
Depreciation			7			
At I April 1996	18	39	50	1,148	205	1,460
Charge for the year	3	8	20	232	138	401
Adjustments for disposuls	•	•	-	(7)	(74)	(81)
At 31 March 1997	21	47	70	1,373	269	1,780
Net Book Value						
At 31 March 1997	129	442	257	1,220	351	2,399
At 31 March 1996	132	450	275	1.173	362	2,392

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# NOTES TO THE ACCOUNTS

Year endotric (#### 1997

# 13 TANGINUE FIXED ASSETS

# **Group сонтение**

The historical cost of the freehold property at 31 March 1997 was:

	Total £****
Cont	86
Depreciation	(16)
Net Book Value	70
Depreciation charge for the year	2

At 31 March 1997 fixed assets with a net book value of £257,000 (1996: £206,000) were held under finance leases and hire purchase agreements.

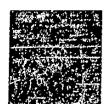
# Perent Company

	Plant and Machinery £1000	Meter vehicles £'000	Toul coor
Cost			
At 1 April 1996	7	21	28
Additions	47	60	107
At 31 March 1997	54	81	135
Depreciation			
At 1 April 1996	2	5	7
Charge for the year	6	15	21
At 31 March 1997	8	20	28
Net Book Value	· · · · · · · · · · · · · · · · · · ·		
At 31 March 1997	46	61	107
At 31 March 1996		16	21

# 14 CAPITAL COMMITMENTS

	Group 1997 1'000	1994 1994 Groop	Parent Company 1997 £'000	Parent Company 1996 £'000
Capital expenditure contracted for ixet not provided	565	Nil	Nii	Nil

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## 15 FIXED ASSETS - INVESTMENTS

Summary	Parent Company 1977 £'409	Perrot Company 1996 £000
Loan to subcidiary undertaking	•	378
Subsidiary undertakings	12,305	12,217
	12,305	12,595
(a) Loan to subsidiary undertaking (Red Rose Velvets Limited)		
At 1 April 1996	578	
Provision as at 1 April 1996	(200)	
Net repaid in year	(36)	
Increase in provision on disposal	(342)	
At 31 March 1997	<del></del>	
(b) Investment in subsidiary undertakings	<del></del>	
Cost or valuation		
At 1 April 1996 and at 31 March 1997	12,669	
Provision for diminution in value		
At 1 April 1996 and at 31 March 1997	(452)	
Revaluation adjustment	88	
At 31 March 1997	(364)	
Net Book Value		
Stated at cost	7,978	
Stated at 1993 valuation	4,327	
At 31 March 1997	12,305	

The historical cost of investments in subsidiary undertakings at 31 March 1997 was £11,621,000 (1996: £11,621,000). Details of the company's principal subsidiary undertakings are given on page 31.

## 16 STOCKS

	Croup 1997 1'000	Grosp 1996 £'060
Raw materials	756	515
Work in progress	150	142
Finished goods	1,168	1,061
	2,074	1,718

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# NOTES TO THE ACCOUNTS

Year eroled 31 March 1997

# 17 Dearors

	Group 1997 27000	Group 1996 £000	Parist Company 1997 1700	Parent Content 1906 1'000
Trade debtors	4,782	3,828	-	•
Other debtors	93	505	11	405
Amounts owed by subsidiary undertakings			3,636	3,010
Advance corporation tax recoverable	220	349	220	345
Prepayments and accraed income	190	136	19	13
	5,285	4,818	3,886	3,773
Arthunts recoverable after more than one year inc	ciuded in debiors	roce roce	£1044	(,000
Advance corporation tax recoverable	134	143	134	143

# 18 CREDITORS (AMOUNTS FALLING DUE WITHIN ONE YEAR)

	Group 1997 £*800	Croses 1996 £000	Parest Company 1997 £'000	Company 1996 £'000
Bank loans (note 21)	•	234	•	234
Hire purchase and finance lease creditors (note 21)	105	65	32	-
Amounts due to subsidary undertakings	•	-	2	36
Trade creditors	3,447	2,911		
Other creditors	85	13		-
Corporation tax	248	124	•	
Advance corporation tax	201	149	201	143
Other taxes and social security costs	98	110	15	23
Accruals	673	380	114	76
Interim dividend		212		212
Proposed final dividend (note 11)	536	360	536	360
	5,393	4,558	900	1,084

# 19 Creditors (amounts falling due after more than one year)

Group 1997 £'000	Group 1996 E'00rp	Company 1997 £7000	Company 1996 1000
•	1,681	•	1,681
82	64	26	
	-	485	485
10	21		•
92	1,766	511	2,166
	1997 1900 - 82 ,	1997 1996 1000 1000 - 1,681 82 64 	Group Group 1997 1996 1997 1906 1997 1900 1997 1900 1997 1900 1997 1900 1997 1900 1997 1900 1900

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20 Provision for Liabilities and Charges

#### Deferred Taxation

Deferred taxation is only provided to the extent that, in the opinion of the directors, a liability will crystallise in the foresceable future. The potential liability at 31 March 1997 for which provision has not been made, is as follows:

	Group 1997 £'000	Oroup 1996 £*200	Parent Company 1997 (*000	Parent Company 1996 £'000
Accelerated capital allowances	144	208	•	•
Other timing differences	(48)	(44)	-	
	96	164	-	
Revaluation of fixed assets	•	10	-	
	96	174	-	<del></del>

At 31 March 1997 there were unutilised trading losses available to be carried forward of approximately £23,000 (1996: £258,000).

## 21 BORROWINGS

	Group 1997 2'000	Group 1996 £'000	Parent Company 1997 £'000	Parent Company 1976 £'000
(a) Obligations under hire purchase and finance leases				
These are repayable as follows:				
Within 1 year	105	65	32	
Between 1 and 5 years	82	64	26	•
	187	129	58	•
(b) Bank loans		-		
These are repayable as follows:				
Within 1 year	-	234		234
Between 1 and 2 years	-	237	•	237
Between 2 and 5 years	-	733	-	733
* * · years	-	711	-	711
	-	1,915	•	1,915

Hire purchase and finance leases are secured against the assets to which they relate (note 13).

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# NOTES TO THE ACCOUNTS

Year ended 31 March 1997

#### 22 FINANCIAL COMMITMENTS

The group is committed to the following annual payments under operating leases, which expire as follows:

	Land and buildings 1997 £'000	Land and buildings 1990 £'000	Other 1997 £'006	Other 1995 6*000
Within I year	•	•		5
Between 1 and 5 years	42	35	1	4
After 5 years	254	276		1
	296	311	5	10
23 CALLED UP SHARE CAPITAL				
			Group and Farmi Cempany 1997 1'000	Greep and Partot Company 1992 £'000
Authorised:				
72,051,600 (1996: 56,452,000) ordinary shares of 25p of	ench		18,013	14,113
		Number	1,000	£'000
Allotted and fully paid:				
Ordinary shares of 25p each				
At 1 April 1996		42,354,097	10,589	10,585
Placing and Open Offer		11,294,425	2,823	
Exercise of share option		•		4
At 31 March 1997		53,648,522	13,412	10,589

On 10 June 1996, 11,294,425 ordinary shares were allotted at 27p per share under a Placing and Open Offer.

Resolutions were passed at the Extraordinary General Meeting held on 2 April 1997 authorising an increase in the authorised share capital of the company to £27,100,229 by the creation of 36,335,400 ordinary shares of 25p each, and by the creation of 6,957,280 new non-voting deferred convertible redeemable shares of 0.05p each. Subsequently on 2 April 1997, 26,824,261 ordinary shares were allotted under a Placing and Open offer to finance the acquisition of Chadha International Foods Limited (note 34).

On the same date 5,565,822 of the new non-voting deferred convertible redeemable shares of 0.05p each were allotted to the four executive directors at the par value of 0.05p under the terms of the new Group Incentive Scheme, which was also approved on 2 April 1997.

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## 23 CALLED UP SHARE CAPITAL

# Share Option Schemes:

The Board has granted options to certain directors and employees in accordance with the rules of the Share Option Scheme established by the company. Options outstanding at 31 March 1997 were as follows:

Number of ordinary states of	25p each	Frice per share	Exercise period
129,728		37.0p	1 May 1995 - 30 Apr 2002
10,502		38.1p	1 Aug 1996 - 31 Jul 2003
40,000		42.7p	1 Feb 1997 - 31 Jan 2004
25,735		43.3p	1 Mar 1997 - 29 Feb 2004
79,412		35.3p	I Jan 1998 - 31 Dec 2004
164,623		38.5p	1 Jul 1998 - 30 Jun 2005
640,000 (gr	anted 24 July 1996)	29.8p	1 Aug 1999 - 31 Jul 2006
1,090,000	· · · · · · · · · · · · · · · · · · ·		

Details of the options granted to directors are included above and are disclosed in note 8.

# 24 SHARE PREMIUM ACCOUNT

	Group & Facest Company 1997 1°000	Group & Parent Company 1995 £'000
At 1 April 1996	1,232	1,230
Premium arising on shares allotted	226	2
Expenses of issue	(297)	
At 31 March 1997	1,161	1,232

# 25 REVALUATION RESERVE

	Group £'000	Parent Company £*000
At 1 April 1996	59	761
Profit and loss account transfer	(1)	200
Revaluation adjustment (note 15)	-	28
At 31 March 1997	58	1,049

## 26 OTHER RESERVES

	Group £'000	Parent Company £'000
At 1 April 1996	(8,315)	
Transfer of a provision for goodwill on disposal of subsidiary undertaking (note 4)	295	•
At 31 March 1997	(8,020)	-

At 31 March 1997 other reserves included cumulative goodwill written off on acquisitions of subsidiary undertakings, amounting to £11,075,000 (1996: £11,370,000).

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# NOTES TO THE ACCOUNTS

Year ended 31 March 1997

# 27 PROTITAND LOSS ACCOUNT

	E000 Group	Parent Company £'000
Ai 1 April 1996	(676)	579
(Deficit)/retained profit for the year	(76)	292
Revaluation reserve transfer (note 25)	1	(200)
At 31 March 1997	(751)	671

The profit for the year attributable to the Parent Company was £1,192,000 (1996: £1,021,000) after crediting intragroup dividends of £1,476,910 (1996: £1,332,500).

## 28 RECONCILIATION OF MOVEMENTS IN EQUITY SHAREHOLDERS' FUNDS

	Group 1997 £'000	Orosp 1996 £ 000
At 1 April 1996	2,889	3,251
Profit for the financial year	824	204
Dividends	(900)	(572)
New strare capital subscribed	2,752	6
Transfer of goodwill on disposal of subsidiary undertaking	295	-
At 31 March 1997	5,860	2,889

# 29 CONTINGENT LIABILITIES

## Parent Company

At 31 March 1997, the company has guaranteed the annual rental commitment of a subsidiary undertaking amounting to £130,000 (1996: £130,000) in the ordinary course of business. Also the company has guaranteed bank overdrafts of subsidiary undertakings amounting in aggregate to £207,000 (1995: £ Nil).

# Group

At 31 March 1997, there was a letter of credit amounting to £65,000 given in the normal course of business in favour of a supplier to a subsidary undertaking.

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# 30 Reconciliation of Operating Profit to Operating Cash Flows

	Constraint £'000	Discontinued £'000	Greep 1997 27000	Group 1996 £7000
Operating profit	1,709	61	1,770	1,124
Depreciation of tangible fixed assets	341	60	401	368
Loss on sale of tangible fixed assets	5	-	5	6
Increase in stocks	(315)	(41)	(356)	(25)
Increase in debtors	(991)	(10)	(1,001)	(53)
Increase/(Decrease) in creditors	814	28	842	(434)
Net cash inflow from continuing operating activities	1,563			986
Net cash inflow in respect of discontinued activities		98		-
Net eash inflow from operating activities		<del></del>	1,661	986

## 31 RECONCILIATION OF NET CASHFLOW TO MOVEMENT IN NET DEBT

	Group 1997 £*000	1996 £'000
Increase/(decrease) in cash in the year	1,302	(822)
Cash outflow from decrease in debt and lease financing	2,011	305
Change in net debt resulting from eash flows	3,313	(517)
New finance leases	(154)	(46)
Movement in net debt in the year	3,159	(563)
Net Debt at 1 April 1996	(1,759)	(1,196)
Net Cash/(Debt) at 31 March 1997	1,400	(1,759)

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## 32 Analysis of Change in Ner Dest

	At I April 996 000'3	Cià fier £000	Crep cpurites Crep cpurites	At 31 March 2997 £'006
Cash in hand and at Bank	285	1,302	-	1,587
Bank loans due with one year	(234)	234		
Bank loans due after one year	(138,1)	1,681		
Finance leases	(129)	96	(154)	(187)
	(1,759)	3,313	(154)	1,400

## 33 MAJOR NON CASH TRANSACTION

During the year the group entered into finance lease arrangements in respect of assets with a total capital value at the inception of the leases of £154,000,

# 34 Post Balance Sheet Events

On 2 April 1997, the company acquired 95% of the issued share capital of Chadha International Foods Limited for a consideration of £6.7 million. On the same date Red Rose Velvets Limited was sold to the vendors of Chadha International Foods Limited for a consideration of £600,000, which resulted in a Group loss of £360,000. In view of the proximity of this sale to the year end this loss has been provided in these accounts (note 4).

The acquisition was financed by a Placing and Open Offer of ordinary shares of 25p each which raised a net sum of £7.55 million.

The accounts or Chadha International Poods Limited for the year ended 31 March 1997 have not been finalised, but the directors estimate that goodwill of approximately £4 million arose on the acquisition.

Subsequent to the year end, the company entered into an option to acquire the remaining 5% of Chadha International Foods Limited between April 2000 and March 2001.

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# PRINCIPAL SUBSIDIARY COMPANIES

During the year the principal subsidiary companies, all of which were wholly owned, were as follows:

Company	Principal scrivity	
Bart Spices Limited	Herbs and spices manufacture	
Enco Products Limited*	Manufacture and distribution of speciality food	
La Mexicana Quality Poods Limited	Manufacture of Mexican food	
Red Ross Velvets Limited	Manufacture of velvet products	

<sup>\*</sup> Indirectly owned.

Shares in subsidiary companies are represented by ordinary shares, and are directly owned unless otherwise stated. The principal country of operation for all the above subsidiaries is the United Kingdom and all were registered in England and Wales.





# NOTICE OF MEETING

Notice is hereby given that the Annual General Meeting of the Company will be held at the offices of The Chamber of Shipping, Carthusian Court, 12 Carthusian Street, London, ECIM 6EB on 18 July 1997 at 11.00 am for the purpose of transacting the following business:

#### AS ORDINARY BUSINESS

- 1 To receive and adopt the accounts and reports of the directors and auditors for the year ended 31 March 1997.
- 2 To declare a final dividend.
- 3 To re-elect Mr P A Lovegrove as a director.
- 4 To re-appoint the auditors, BDO Stoy Hayward, and to authorise the directors to fix their renuncration for the ensuing year.

BY ORDER OF THE BOARD ALAN MARTIN SECRETARY 19 JUNE 1997 2 APEX POINT, TRAVELLERS LANE WILLIAM GREEN, HATPIGLD HERTFORDSHIRE AL9 7HF

#### Notes

- 1 Any member of the Company who is entitled to vote at the above-mentioned Annual General Meeting may appoint another person or persons (whether a member or not) as their proxy to attend and, on a poll, to vote on their behalf.
- 2 To be valid, Forms of Proxy must be lodged with the Company's Registrars, Connaught St Michaels Limited, PO Box 30, CSM House, Victoria Street, Luton, Bedfordshire, LUI 2BR by 4.00 pm on 17 July 1997.
- 3 In the case of a corporation, the Form of Proxy should be executed under its common seal or signed by a duty authorised officer or attorney of the corporation.
- 4 Completing and returning a Form of Proxy will not prevent any member from attending the meeting in person and voting should they so wish.
- 5 The following documents will be available at the registered office of the Company on any weekday (except Saturday) during normal business hours and at the place of the meeting for a period of fifteen minutes before the meeting:
  - (a) The register of interests of the Company's directors in the shares of the Company which is maintained under Section 325 of the Companies Act 1985.
  - (b) A copy of the Company's contracts of service pertaining to directors with service contracts.

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