2000

GENERAL FOODS LIMITED

AND ITS SUBSIDIARIES

28th November 1987

Cooper of the Street Page 96 ALybrand

REPORT OF THE DIRECTORS FOR THE 52 WEEK PERIOD ENDED 28 NOVEMBER 1987.

The directors present their report and the consolidated financial statements of the group for the period ended 28 November 1987, which are to be presented at the annual general meeting of the company.

SUBSIDIARIES

The company's principal operating subsidiaries in the period have been Coffee Hag (UK) Limited, a company engaged in the importation and sale of foodstuffs and decaffeinated coffee, and Maxpax (UK) Limited, a company which is engaged in the purchase and modification of vending machines for sale. During the period the company acquired the Kenco Coffee Company Limited incorporated in the UK and SICMA SA incorporated in France.

REVIEW OF THE BUSINESS

Volumes increased over the previous period reflecting good performance on established franchises and the benefits of strategic acquisitions made during the period. The company continued to support its key franchises through increased advertising, trade support and consumer activity. In spite of intensified competition coffee margins were satisfactory mainly due to more favourable cost structures. The company plans to continue investing in quality improvements and efficiency of production of our principal coffee brands which will consolidate the strong earnings growth seen within the group this period.

RESULTS AND DIVIDENDS

The profit on ordinary activities after taxation of the group for the period amounted to £10,467,000 (November 1986 £7,854,000).

The directors do not propose a dividend.

The retained profit of £10,467,000 (November 1986 net loss after dividend (£13,446,000)) has been transferred to reserves.

RESEARCH AND DEVELOPMENT

Research and development activities during 1987 continued to be focussed on new product development and improvements to established products and processes.

FUTURE DEVELOPMENTS

The group plans to continue as a UK based manufacturer of coffees, custards and desserts marketed under the well established Maxwell House and Bird's trade marks, and as a leading vending company under the Maxpax trade mark. The acquisition of the Kenco Coffee Company Limited in January 1987 will increase the group's activity in the roast and ground sector of the UK coffee market. The acquisition of SICMA extends the group's beverage vending activity into France.

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DIRECTORS AND THEIR INTERESTS

The following were directors of the company during the period:

RVJ Cadbury MAE Guest RJD Halliday		(Managing Director) (Resigned September 24th 1987)
CH Harmer		
P Humpherston		(Appointed December 1st 1986)
JM Keenan	(USA)	(Resigned as Chairman June 6th 1987)
DA Lacy		·
NS McCluskey		
WJ Nightingale		
NP Ouellette	(USA)	
TP Park	(USA)	(Resigned February 1st 1987)
ER Shames	(USA)	(Resigned February 27th 1987)
AM Shaver	(USA)	(Resigned August 12th 1987)
DE Soffe	-	(Chairman from June 6th 1987)
RJS Bell		(Appointed February 1st 1987)
RL Seelert	(USA)	(Appointed February 27th 1987)
TE McIntyre	(USA)	(Appointed August 12th 1987)
NJ Fennell	-	(Appointed October 30th 1987)
RD Killick		(Appointed October 30th 1987)

Under the articles of association of the company, all directors except the managing director will retire at the annual general meeting, and all are eligible for re-election.

There are no directors' interests which fall to be declared under the Companies Acts and Orders made thereunder.

MARKET VALUE OF LAND AND BUILDINGS

The directors estimate that the market value of land and buildings included in the consolidated accounts at a net book value of £5,728,000 (November 1986 - £5,147,000) is approximately £17,900,000 (November 1986 - £16,400,000).

TANGIBLE FIXED ASSETS

Changes in tangible fixed assets are set out in Note 8 to the financial statements.

AMPLOYMENT FOLICIES AND INVOLVEMENT

The group adopts a policy of non-discrimination in the employment of disabled persons and continuity of employment of persons who become disabled. Policies related to training, career development and succession are applied equally to disabled and able-bodied employees.

The group believes in and supports the development of a working environment which encourages employee anvolvement in the business. Information about the group and its business is provided to all employees on matters likely to be of concern to them in meetings, a company newspaper, an annual employee report and by other traditional communications. Trade union representatives and other employee groups regularly receive information about the business.

There are formal agreements with five trade unions permitting negotiation, discussion and consultation. Joint consultative committees discuss safety and pension matters. The field sales-force views are sought and taken into consideration through a sales consultative committee. Ad hoc consultative working parties consider particular issues.

The group actively promotes an employee suggestion scheme and a general manager's award programme. Both are open to all employees.

DONATIONS

During the period, the group has made donations for charitable purposes amounting to £20,000 (November 1986 £46,500). No donations were made for political purposes.

AUDITORS

A resolution to re-appoint the auditors Coopers & Lybrand will be proposed at the Annual General Meeting.

By Order of the Board

Jompany Secretary

Eth January 1988

AUDITORS' REPORT TO THE MEMBERS OF GENERAL FOODS LIMITED

We have audited the accounts on pages 5 to 19 in accordance with approved Auditing Standards.

In our opinion the accounts give a true and fair view of the state of the company's affairs at 30 November 1987 and of its profit and source and application of funds for the year then ended and comply with the Companies Act 1985.

O. L. Committee of the Committee of the

Chartered Accountants London, 6 January 1988

CONSCIIDATED PROFIT AND LOSS ACCOUNT FOR THE 52 WEEK PERIOD ENDID 28 NOVEMBER 1987

	Notes		riod Ended	52 Week Per 29th Novem	
		£,000	6,000	E 1000	6,000
TURNOVER	1 & 2		257 260		238,632
COST OF SALES			(214,673)		(209,094)
CDOSS DROBER			40.505		
GROSS PROFIT			42,587		29,538
Distribution costs Administrative expenses Other Operating Income		(15,024) (8,398) 147		(11,776) (6,083) 156	
			(23,275)		(17,703)
OPERATING PROFIT			19,312		11,835
Interest Receivable Interest Payable		409 (4,362)		1,839 (2,171)	
		***************************************	(3,953)		(322)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	3		15,359		11,503
TAXATION ON PROFIT ON ORDINARY ACTIVITIES	5		(4,892)		(3,649)
PROFIT AFTER TAXATION			10,467		7,854
DIVIDEND PALO			-		(21,300)
RETAINED PROFIT	17		10,467		(13,446)
			-		

CONSOLIDATEN BALANCE SHEET AT 28 NOVEMBER 1987

	Notes	November		Novembe	
FIXED ASSETS		000 3	£'000	£,000	£ * 000
Tangible assets	8	55,305		41,003	
Intangible assets	11	5,231		· -	
Investments				927	

			60,536		41,930
CURRENT ASSETS					
Stocks	12	25,896		25,595	
Debtors	13	58,691		45,104	
Cash at bank and in hand		1,856		1,473	
					
		86,443		72,172	
CREDITORS: amounts falling					
due within one year	14	71,749		49,258	
NET CURRENT ASSETS			14,694		22,914
TOTAL ASSETS LESS CURRENT					
LIABILITIES			75,230		64,844
CREDITORS: amounts falling					
due after more than one year	15		19,383		19,474
NET ASSETS			55,847		45,370
					
CAPITAL AND RESERVES Called up share capital	16		75		75
Share premium account	17		1,317		1,317
Other reserves	17		141		13 i
Profit and loss account	17		54,314		43,847
CAPITAL AND RESERVES			55,847		45,370

DIRECTORS

Rolades 6th January 1988

GENERAL FOODS LIMITED

BALANCE SHEET AT 28 NOVEMBER 1987

	Notes	Novemb	er 1987 £'000	November 1	er 1986 £'000
FIXED ASSETS Tangible assets Investments in group companies Other fixed asset investments	8 10 10		44,860 15,021 		35,047 7,255 927 43,229
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	12 13	20,534 64,663 1,823 87,020		23,182 46,084 1,466 70,732	
CREDITORS: amounts falling due within one year	14	88,037		56,649	
NET CURRENT ASSETS			(1,017)		14,083
TOTAL ASSETS LESS CURRENT LIABILITIES			58,864		57,312
CREDITORS: amounts falling due after more than one year	15		16,308		18,540
NET ASSETS			42,556		38,772
CAPITAL AND RESERVES Called up share capital Share premium account Profit and loss account	16 17 17		75 1,317 <u>41,164</u>		75 1,317 37,380
CAPITAL AND RESERVES			42,556		38,772

DIRECTORS

6th January 1988

STATEMENT OF SOURCE AND APPLICATION OF FUNDS

FOR THE PERIOD ENDED 28 NOVEMBER 1987	Novemb	osi <u>1987</u>	Novemb	er 1986
	£,000	£1000	£1000	@'000
SOURCE OF FUNDS	1 000	2 4 • •		
Profit on ordinary activities before taxation		15,359		11,503
Adjustment for items not involving the movement of funds:				
Depreciation Loss on sale of fixed assets Amortisation of goodwill Balance sheet translation		4,695 293 334 10		3,619 390 - -
TOTAL GENERATED FROM OPERATIONS		20,691		15,512
FUNDS FROM OTHER SOURCES				
Sale of tangible fixed assets Repayment of ACT Repayment of loan		15 1,037 -		26 - 950
		21,743		16,488
APPLICATION OF FUNDS				
Total goodwill purchased Prepaid last year Purchase of goodwill on acquistion of subsidiaries Purchase of tangible fixed assets Taxation paid Repayment of loans Jividends paid Acquisition prepayments REPRESENTED BY: Increase/(Decrease) in working capital	(5,565) 927 (4,638) (19,305) (9,559) (2,004) -	(35,506) ————————————————————————————————————	(10,682) (5,853) - (21,300) (927)	(38,762)
	301		3,874	
Stocks Debtors Creditors	8,510 (37,486)		10,893 (22,775)	
	·	(28,675)		(8,008)
Increase (decrease) in net liquid funds		14,912		(14,266)
		(13,763)		(22,274)
				

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

1. ACCOUNTING POLICIES

(1) Turnover

Turnover comprises the selling value, after deduction of any allowances and taxes, of goods sold as a principal in the ordinary course of business.

(2) Depreciation

Fixed assets are stated at cost less depreciation which is provided on a straight-line basis over the estimated useful lives of the assets as follows:-

Estimated useful life

Buildings	25 years to 40 years
Machinery and equipment	3 years to 15 years
Fork Lift trucks	5 years to 8 years
Computer hardware	5 years to 10 years
Research equipment	5 years to 15 years
Capitalised leases	the life of the lease

(3) Stocks

Inventories are stated at the lower of cost, including an appropriate share of manufacturing overheads, and net realisable value.

(4) Deferred taxation

Tax deferred or accelerated is accounted for in respect of all material timing differences to the extent that it is probable that a liability or asset will crystallise. Provision is made at the rate which is expected to be applied when the liability or asset is expected to crystallise.

(5) Foreign currencies

Transactions denominated in foreign currencies are translated into sterling at exchange rates in operation when the transaction occurred. Exchange gains and losses on settled transactions are reported in the profit and loss account. Assets and liabilities in foreign currencies have been expressed in sterling at the rates ruling at the end of the period and any gains or losses reported in the profit and loss accounts.

(6) Research and development costs

All research and development costs are expensed as incurred.

(7) Basis of consolidation

The financial statements represent a consolidation of the statements of General Foods Limited and its operating subsidiaries, Coffee Hag (UK) Limited, Maxpax (UK) Limited, The Kenco Coffee Company Limited and SICMA SA (incorporated in France).

(8) Goodwill
Goodwill arises where the purchase consideration exceeds the value of the underlying net tangible assets. Goodwill is being amortised over its underlying net tangible assets. and 40 years) from the date of acquisition.

GENERAL FOODS LIMITED AND ITS SUBSIDIARIES
NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

2. SEGMENT INFORMATION

The geographical analysis of the group's turnover is as follows:

			November 1987 £'000	November 1986 £'000
United Europe Others			246,092 7,510 3,658	227,416 7.847 3,369
			257,260	238,632
			231,200	230,032

3. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

Profit on ordinary activities before taxation is stated after chamging/(crediting):	November 1987 £'000	November 1986 £'000
Wages and salaries	27,200	23,981
Social security costs	2,273	1,897
Other pension costs	3,278	•
Depreciation (Note 8)	4,695	3,619
Directors' emoluments (Note 4)	725	542
Hire of equipment and vehicles	2,269	1,921
Auditors' remuneration	60	55
Interest payable on bank overdrafts and		
other loans wholly repayable within five years	1,247	210
Interest payable on loans from group companies		
wholly repayable within five years	3,115	1,961
Bank and other interest receivable	(409)	(1,839)

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NOTES TO THE ACCOUNTS - 28 NOVEMBER 1937

EMOLUMENTS OF THE DIRECTORS

Foreign Tax

Prior year provisions no longer required

The empluments of the Chairman, who was also the highest paid director, were £130,886 (November 1986 - £95,191) of which £65,443 was received whilst classimate. The former Chairman received ENil (November 1986 - FNil).

Empluments paid to other directors, excluding pension contributions, full without the following ranges per annum.

	November	Newpolier
	1987	14936
£ 0 ~ £ 5,000	7	4
£ 25,001 - £ 30,000	1.	•
£ 35,001 - £ 40,000	1	*
£ 40,001 - £ 45,000	1	£1
£ 45,001 - £ 50,000	2	2
£ 50,001 - £ 55,000	49	2
£ 55,001 - £ 60,000	3	a
£ 60,001 - £ 65,000	••	1
£ 65,001 - £ 70,000	per	1
£ 70,001 - £ 75,000	1.	1
£ 75, NO1 - £ 80,000	1.	**

Emoluments paid to other employees in excess of £30,000, (exclading penalty) contributions), fell within the following ranges per annum.

4,832

1,6,

21.43

	£30,000 - £ 35,000	7	273
	235,001 - £ 40,000	7	7
	£40,001 - £ 45,000		j.
5.	TAX ON PROFIT ON ORDINARY ACTIVITIES	Hovemer	Boromogr
		<u>1987</u> £'969	\$ (3/16) 2, (5/17)
	Taxation on the profit on ordinary activities for the year:		
	UN corporation tax at 35.0% (November 1986 36.7%)	4,612 220	3,303

The charge for texation on the profit on ordinary activities for the 164: tes seem refised by EERL. III November 1986 - EECO, 100) in respect of strelerated tegrated elliwences of El. 278, 110 (November 1986 + 81, 264, 111) for which to deferred temation has been provided.

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

6. POTENTIAL DEFERRED TAXATION

Provision for deferred taxation arising from the reversal of timing differences amounting to £165,000 (1986 - Nil) has only been made to the extent that these are likely to materialize. The potential amount of deferred taxation not provided where no actual liability is expecte to arise in the foreseeable future is as follows:-

		Group		Company
	November	November	November	November
	<u>1987</u> 1986		<u> 1987</u>	<u> 1986</u>
	£1000	€1000	£'000	£'000
Accelerated capital allowances	11,181	10,325	9,749	9,054
Other timing differences	(395)	(339) (391)	(335)
				
	10,786	9,986	9,358	8,719

7. GENERAL FOODS LIMITED PROFIT AND LOSS ACCOUNT

General Foods Limited has not presented its own profit and loss account as permitted by Section 228(7) of the Companies Act 1985. The amount of profit after taxation for the financial year dealt with in the accounts of the b iding company is £3,784,000 (November 1986 - £4,624,000).

GENERAL FOODS LIMITED AND ITS SUBSIDIARIES NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

8. TANGIBLE ASSETS - GROUP

COST	Freehold land and buildings	Plant and equipment	Construction work in progress	Motor Vehicles <u>leases</u>	<u>Total</u>
	٤٬000	6,000	£,000	£1000	£'000
At 29 November 1986	9,060	45,970	8,333	-	63,363
Companies acquired	553	4,144		99	4,796
Additions	336	545	16,404	-	17,285
Disposals	(2)	(2,678)	-	(7)	(2,687)
Transfers	65	7,597	(7,662)	-	-
Balance sheet translation	n (30)	(56)	-	-	(86)
At 28 November 1987	9,982	55,522	17,075	92	82,671
DEPRECIATION					
At 29 November 1986	3,913	18,447	-	-	22,360
Companies acquired	34	2,635	-	48	2,717
Charge for period	309	4,369		17	4,695
Relating to disposals	-	(2,373)	-	(6)	(2,379)
Balance sheet translation	n (2)	(25)	-	-	(27)
		**************************************	·		
At 28 November 1987	4,254	23,053	شد	59	27,366
NET BOOK AMOUNT			 -		
At 28 November 1987	5,728	32,469	17,075	33	55,305
				والمتناوية	-
At 29 November 1986	5,147	27,523	8,333	-	41,003
				- 1/	

Plant and equipment includes £128,000 in respect of a fully depreciated capital lease.

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

8. TANGIBLE ASSETS - COMPANY CONTINUED

9000	Plant and equipment	Construction work in progress	Capitalised <u>leases</u> £'000	Total E'000
COST	£ 000	£1000	£ *000	£ 000
At 29 November 1986	45,842	7,524	128	53,494
Additions	-	14,018	-	14,018
Disposals	(2,419)	-	-	(2,419)
Transfers	7,502	(7,502)	-	-
				
At 28 November 1987	50,925	14,040	128	65,093
		***************************************	<u> </u>	
DEPRECIATION				
At 29 November 1986	18,319	-	128	18,447
Charge for period	3,937	_	-	3,937
Relating to disposals	(2,151)	-	***	(2,151)
	,			
At 28 November 1987	105 م	_	128	20,233
We so thoseway man.				
NET BOOK AMOUNT				
At 28 November 1987	30,820	14,040	-	44,860
Wr 70 HOACHMET TOOL				
At 29 November 1986	27,523	7,524	an-	35,047

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

9. CAPITAL COMMITMENTS

	Group and November 1987	November 1986
	5,000	£'000
Future capital expenditure contracted for but not yet provided	1,690	3,992
Authorised by the directors but not contracted for	9,077	12,462

10. INVESTMENTS INCLUDED IN FIXED ASSETS - COMPANY

Investments in group companies

	Cost £'000	Provision £'000	Net Book Amount £'000	Loans to Group Companies £'000	Total £'000
At 29 November 1986	317	(100)	217	7,038	7,255
Acquisitions	5,629	(98)	5,531	-	5,531
Net advances	-	-	~	2,235	2,235
			·		
At 28 November 1987	5,946	(<u>198</u>)	5,748	9,273	15,021

The company's operating subsidiaries which are wholly-owned are Coffee Hag (UK) Limited, Maxpax (UK) Limited, and acquired in January 1987, the Kenco Coffee Company Limited and SICMA S.A. incorporated in France. The company's non-operating subsidiaries are General Foods (Pension Trustees) Limited and Alfred Bird & Sons (Pension Trustees) Limited, both of which are also wholly-owned. Neither company has traded during the period and they have not been consolidated. Provisions are as follows:

	November 1987 £'000	November 1986 £'000
Goodwill amortization Accumulated deficits - dormant companies	98 <u>100</u>	<u>-</u> 100
	198	100

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

	November <u>1987</u> £'000	November <u>1986</u> £'000
11. INTANGIBLE ASSETS IN FIXED ASSETS - GROUP		
Goodwill at cost Amortization for the period	5565 (334)	-
Net book amount	5231	-
		

12. STOCKS

	Group		Company	
	November	November	November	November
	<u> 1987</u>	<u> 1986</u>	1987	1986
	£1000	£1000	£'000	£'000
Raw materials and consumables	8,070	7,403	6,715	7,336
Work in progress	1,579	1,842	1,527	1,842
Finished goods and goods for resale	14,244	14,878	10,289	12,532
Payments on account	2,003	1,472	2,003	1,472
				
	25,896	25,595	20,534	23,182

13. DEBTORS

	Group		Company	
	November	November	November	November
	1987	1986	1987	1986
	£1000	£1000	£'000	£1000
Trade debtors	35,258	29,170	34,145	29,170
Amounts owed by group companies	-		7,326	994
Amounts owed by related companies	14,274	12,097	14,274	12,097
Other debtors Prepayment and accrued income	8,245	2,789	8,24	2,775
	914	1,048	673	1,048
				
	58,691	45,104	64,663	46,084
				

Amounts owed by related companies for both the group and company include £12,907,000 falling due after more than one year.

MOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

14. CREDITORS (amounts falling due within one year)

	Group		Company	
	November	November	November	November
	1987	1986	1987	1986 E'600
	000 3	£1000	£'000	E1300
Trade creditors	17,229	14,181	14,666	13,707
Short term loans	471	15,000	452	15,000
Amounts owed to group companies		_	24,449	9,397
Amounts owed to other related companies	29,971	1,061	27,421	738
Taxation and social security	3,820	4,165	1,059	2,968
Accruals and deferred income	20,258	14,851	19,990	14,839
		•		
	71,749	49,258	88,037	5:5,649

15. CREDITORS (amounts falling due after more than one year)

	Group			Corpany
	November	November	November	November
	1987	1986	1987	1986
	£ 1000	£'000	2 '000	£1000
Loans from fellow subsidiaries	15,165	18,540	15,003	18,540
Taxation	2,847	934	-	-
Bank Loans	1,371	-	1,305	-
	·			
	19,383	19,474	16,308	18,540
				

Loans from fellow subsidiaries include:-

- £3,000 of no fixed term and non interest bearing.
- £15,000,000 repayable on 7 February 1990 interest fixed at 11 1/4% per annum.

GENERAL FOODS LIMITED AND LTS SUBSIDIARIES NOTES TO THE ACCOUNTS - 28 NOVEMBER 1937

16 CALLED UP SHARE CAPITAL
Ordinary shares of £1 each

Authorised

17

				permunut.
Allotted and fully pai	.đ		75	75
RESERVES				
		G		
	Share	Gro	up	·
		Profit &	- 43	
	Premium	Loss	Other	
	Account	Account	Reserves	<u> Total</u>
	6,000	£'000	£'000	£'000
At the beginning				
of the year	1,317	43,847	131	45,295
Balance sheet translat	ion			
SICMA	_	-	10	10
				10
Profit for the year	_	10,467	-	10,467
74 + 1 - 1 - 1	***************************************			·
At the end	1 217	C4 714	1.41	
of the year	1,317	54,314	141	55,772
			**************************************	***************************************
		Comp	any	
	Share	Profit &		
	Premium	Loss		
	Account	Account		Total
	£'000	£'000		£'000
At the beginning				
of the year	1,317	37,380		38,697
or the Aest	1,51,	2.,		00,00,
Profit for the year	-	3,784		3,784
The same of the sa				<u> </u>
At the end				
of the year	1,317	41,164		42,481
عمان پر نادیب بیت	-			•

November

410

1987

£1000

November

1986

000 3

410

Other reserves arise on consolidation of Coffee Hag (UK) Limited and from balance sheet translation and are not distributable.

NOTES TO THE ACCOUNTS - 28 NOVEMBER 1987

18 PENSION COMMITMENTS

The group has est blished contributory pension plans which provide retirement benefits for all employees. The group's policy is to fund current service cost and amortise unfunded liabilities for back service benefits over varying periods of up to 30 years.

An independent actuarial valuation at 1 July 1987 disclosed that the market value of assets exceeded the value of benefits for which the trustees would have been liable had all members left service on that date.

19, EMPLOYEES

The average number of persons employed by the group during the year was:

	November 1987	November 1986
United Kingdom	1948	1801

20. ULTIMATE HOLDING COMPANY

The company's ultimate holding company is Philip Morris Companies Inc., incorporated in the United States of America.