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### COMPANY INFORMATION SUPPLIED BY COMPANIES HOUSE

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All the Charterhouse businesses performed well in tougher conditions during the year. Our disclosed profits for the year, before tax and after transfers to inner reserves, at \$21.2m (1990; \$42.1m) were adversely affected by the need for loan and investment provisions,

The nature of Charterhouse's business is such that our success is inextricably linked to the strength of the companies in which we invest and to the levels of corporate and institutional activity in the markets. Business confidence has been badly shaken by the speed and depth of the recession and its severity has had its effect on the majority of companies in the UK.

Furthermore, by way of example, it has been estimated that activity during the first half of 1991 in the UK Mergers and Acquisitions (M&A) market was, by value, only 30% of the level achieved in the comparable period in 1990, and cross border M&A activity in the third quarter of 1991 fell to its lowest level since the 1987 crash,

It is against this background that I am increasingly encouraged to see how our commitment to our clients, whether companies on whose behalf

the well of every more and which are have store deep to to oilled in our maker shape increasing in each area m which we operate. We provide a high quality service and help our clients and customers in the long term. irrespective of the vagaries of the markets or the economy

#### DEVELOPMENT CAPITAL

Although the recessionary environment created difficulties for a number of companies, our portfolio has performed well, strengthening my confidence in our investment decision making. Charterhouse Development Capital has many years of experience in dealing with uncertain conditions. By identifying high quality management teams and working closely with them we are able to provide expertise and capital to help their corporate development and to maximise their shareholder value. We still have over \$200m of funds uninvested and continue to look for interesting and attractive companies in which to invest.

In April, Charterhouse Development Capital led the second largest Buy out of the financial year; \$108m for Devro from its American parent Johnson & Johnson, Another significant and imagin atively structured transaction was the \$20m equity investment in A.F. Budge, Other key deals included an injection of equity in Access Formdesign in Bristol and a Management Buy in of Northern Feether in Manchester, Charterhouse Development Capital invested a total of \$44m in the year under review, and added another 15 new companies to its portfolio.

In conjunction with Vista Capital de Expansion, our associate development capital arm in Spain, Charterhouse European Partners invested in Dornier SA, a company operating in the Spanish car parking sector and a \$13m inve COMMINGHOUSE

in Trustor Automotives BV.

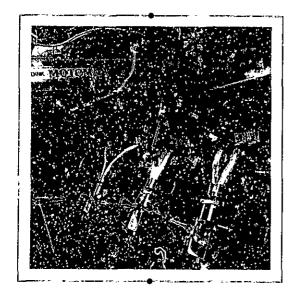
#### CORPORATE FINANCE

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In July, the Tepartment successfully completed its four year assignment for the \$920m privatisation of Scottish Hydro Electric with the well received public flotation. Working in conjunction with our Debt Services Division, the Department completed the complex refinancing of Berisford International in the early part of the year and undertook the sale of a number of the Berisford subsidiaries. During the year, we acted as advicer/underwriter on 9 rights issues raising a total of \$745m. They included \$25m for Bellway, \$4.7m for Blacks Leisure, \$11.1m for Gardiner Group and \$188.8m for Queens Moat Houses. Most receively we launched a \$475.4m rights issue for Ladbroke, a \$99.7m issue for Morrisons, a \$21m issue for Porter



In December 1990, Charterhouse European Partmers made a \$\text{213m}\$ Investment in Truster Automotive BV. a Outch based engineering components manufacturer with operations in Europe and North America, which produces exhaust systems, hand brakes and other component systems, for the car and truck industries.

Chadhurn and a Slam issue for British Pelytic ne

Aithough public compare, takeovers were comparatively lew, we maintained our position in this sector, acting for Frogmore in the successful defence against an unsolicited bid from Southend Property Holdings, for Matahari in the take over by a management led consortium of Kingsgranges for the software company ECsoft in its agreed take over of Synapse Computer Services and for Radio City in the agreed take-over by EMAP.

We acted for a number of clients in completing private company acquisitions including Central & Sherwood (now renamed Transfer Technology Group) and Gardiner Group. The Department has continued to add to its client list during the year.

In the USA, under extremely difficult trading conditions, our New York office has continued to seek quality business both domestically and cross border. It achieved a notable success when appointed as financial adviser to the State of New Jersey Casmo Control Commission.

#### **DEBT AND PROPERTY SERVICES**

Levels of corporate acculsition activity during the year have been low, which is somewhat reduced the scope for lending business in this area. One of the year's highlights was our arrangement and syndication of \$125m of debt financing for Scottish Hydro-Electric prior to its flotation. In this transaction we worked closely with The Royal Bank of Scotland.

Our debt restructuring and refinancing expertise has been widely sought. The Division has provided advice to a number of public and private companies, assisting them to reach accommodation with their bankers through this difficult period. By combining our banking skills with those of Corporate Finance and Capital Markets, where required, we can provide a unique service in these situations. Significant



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projects in the year have included advisory work and debt restructuring for Beristord International and Lep Group.

The Division's Property Services Department ended the year strongly. As a result of many years of maintaining strict lending criteria and developing a portfolio which carefully balances invest ment and development transactions, it is well placed to take on more business as the market improves. The Department has enabled clients to complete a major mixed development in Stockport and commence a 32,000 square feet office block in Bristol. Facilities have been made available on investment properties in Chiswick and Nottingham and the Department also

completed its first equity transaction, investing alongside Capital and Regional Proporties in an offer building in Weinbley, North London.

# RISK MANAGEMENT AND TREASURY & TRADING

Charterhouse formed the Capital Markets flivision in order to meet our clients' increa and needs for the highest quality of risk manage acut services. After only three operating years, Charterhouse achieved a position of number 5, worldwide, in the September 1991 Euromoney poll of users of the sterling interest rate swaps market—and, of those rated, Charterhouse is the only one that is not a major international bond issuing house. Charterhouse has consolidated its position as one of the leading providers of risk

noncephorit errors to building societies and cooperate chemi-

tapital Markets' position as a major international trader and market maker in interest rate and foreign currency derivative contracts is the platform from which it provides advice and execution services to clients. Taking into consideration frequently changing legal, accounting and taxetion requirements, we continue to provide effective solutions for clients ranging from manufacturing, trading and service companies and financial institutions in the private sector to supranational organisations.

Capital Markets has continued to develop specialist hybrid capital raising techniques appropriate to today's markets and works closely with the Corporate Finance Department in advising clients on their use and arranging for their execution.

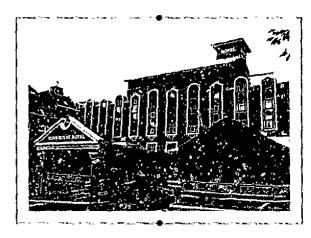
The foreign exchange and money market services provided to our clients by Treasury & Trading reflect the long-standing reputation of Charterhouse as a specialist and innovative trader in these traditional markets. Treasury has developed a strong presence in the market for Forward Exchange Agreements and rates as one of the top four banks in this field. This shows how Treasury has tackled tougher capital and credit requirements to find new ways of maximising return on capital.

#### STOCKBROKING

In spite of difficult market conditions, Charterhouse Tilney experienced another successful year, substantially increasing its revenues from the institutional agency broking and the invenem management businesses. We remain committed to the further development of Charterhouse Tilney, one of the leading institutional agency stockbrokers in the UK.

During the year, the Institutional Division developed our sector coverage by recruiting

experienced sales and rest uch personnel specialisms at testiles insurance property, engineering and northern industrial companies. Our commitment is for quality of research and service. The UK and European Sales Teams maintained their competitive edge during the year with a sound and reliable research capacity, improving their market position. Corporate Broking had a number of successes, acting on the disposal of Sitex from Turnbull Scott as well as equity issues for Bryant Group, Capital & Regional Properties, Ocean Group, Belfway, Anglo United and for London Associated Investment Trust.

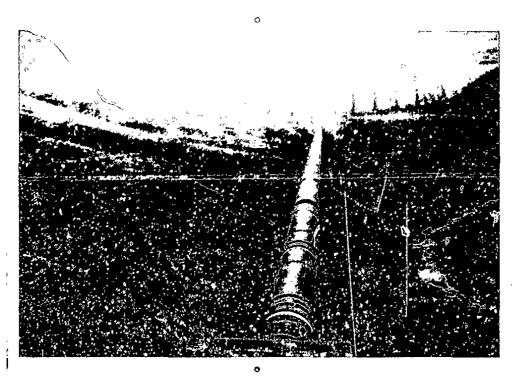


The Bolton Moat House, with 128 bodrooms, was one of three Queons Meat botels constructed in the UK during 1991.

The Investment Management Division, continuing its policy of expanding its regional network of offices, established a presence in Birmingham. It offers a quality fund management service to a wide range of institutional and private elients throughout the UK. During the year a record \$180m of new clients' money raised funds under management to over \$3bn.

#### THE WAY FORWARD

My thanks go to the Charterhouse team of loyal employees who have never bowed to the pressures and challenges associated with these arduous



Charternem in Back acted as tananoral advisor to Spettish Bydro Electric on its highly science, the Spettish Bydro Electric on its highly science, the

economic times. They have shown great resilience and have centinually demonstrated their skills at turning adversity into opportunity. As the economic background improves and our clients look increasingly to develop their businesses in the 1 k and in what, for many of them, is their expanded domestic market throughout the EC, we are ready to help them to meet fresh challenges and find new opportunities

We continue to build our presence on the continent of Europe and are now established in many of the countries of the Community. We have become increasingly active in some of the former Eastern Bloc countries, thus establishing our capability to help our UK clients with their expansion throughout continental Europe. In addition, our investing skills and available funds are increasingly called upon to provide the capital needed in the development and restricturing of businesses across Lyrope.

The end of the recession will bring

some slow improvement in 1992. The return of condidence will result in a heightened level of activity for all our businesses. We, at Charterhouse, will continue to help our client and investee companies to prosper and grow the commitment is to serve their inferests and to provide them with the right solutions at the right price. We have a unique may of businesses in Charterhouse which link effectively and har moniously together. We look forward to considerable further progress, and growth in 1992.

Finally, I am delighted to welcome Sn Robin Duthie CBE who joined the Board as a Non-Executive Director in April

\*

Victor Blank



In May 1991 Chartechouse
Development Capital invested in
Access Formdosign, a leading
supplier of direct mail
products and business stationery.
The Bristol-based company,
which has a turnover of around
£10m, will continue to
expand rapidly, both through
organic growth and by acquisition.



After acting for Berisford
In its £1.2bn refinancing,
Charterhouse advised Berisford
on the corporate aspects of
its subsequent group restructuring,
including the successful
£880m sale of British Sugar
to Associated British Foods
in January 1991.

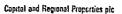


In January 1991,
Charterhouse Development Capital
arranged an investment of
£20m in A F Budge,
the road building, construction,
mining and earth-moving company.
It was one of the UK's
largest ever traditional development
capital investments.



A £25m rights issue for Beliway, a leading national housebuilder, to acquire land for residential development was fully underwritten by Charterhouse Bank.

Charterhouse Tilney acted as the lead stockbroker to the Issue.





Capital & Regional Properties
raised £6.1m through a
placing with clawback, advised
by Baring Brothers & Co.
Charterhouse Tilney,
Joint brokers to the company,
acted as sole broker for the issue,
which was well received.



Charterhouse plc

# FROGMORE

In April, Fragmore Estates,
the London-based property company,
received an unwelcome offer
from Southend Property Holdings,
subsequently increased to £140m.
Charterhouse advised Fragmore
on its defence strategy
against this hostilo bid which
was decisively rejected
by shareholders.



In April 1991
Charterhouse Development Capital
led the buy-out of
Lasalle Engineering,
the Scottish based manufacturer
and supplier to
the oil Industry worldwide.

# KINGSGRANGE plc

Charterhouse represented Matahari, a management buy-out vehicle backed by a group of institutions led by Foreign & Colonial Ventures, in the purchase of Kingsgrange, a manufacturer of tolletries.

The bid was successful despite a competing bid made by another public company.



In August 1991,
Charterhouse Bank advised on,
and underwrote the successful
£475.1m rights Issue for
the Ladbroke Group.

# Turnbull Scott Holdings plc.

Charterhouse Tilney
advised Turnbull Scott Holdings
on the disposal of
Sitex Security Products to a team
including the existing management
for £14.8m.





### Victor Blank

### CHARMANA CHIEF EXECUTIVE Previously a smorpatmer a Chibal Gare specialisms in company law and corporate finance, Victor blank joined Charterhouse Bank Limited as Head of Corporate Finance in 1981, Since 1985 he has been Chairman & Chief Executive of Charterhouse Bank Limited, Chief Executive of Charterhouse ple and a Director of The Royal Bank



of Scotland Group.

GROUP MANAGING DIRPCTOR, OPERATIONS As Group Managing Director Operations

David Parish, a Chartered Accountant, is responsible for finance, planning and operations. He was with Coopers & Lybrand and RMC Group before entering the City in 1973.



Edward Cox

CHAIRMAN, CHARTERHOUSE
DEVELOPMENT CAPITAL
A Chartered Accountant,
Edward Cox joined
Charterhouse in 1966 from
Inbucon and has been
Chairman of Charterhouse
Development Capital
Limited since 1971, He
was also Chairman of
Charterhouse Group
International Inc from
1981-1984.



#### Michael Mason

CHAIRMAN,
CHARTERHOUSE THENEY
Michael Mason has been
involved in stockbroking
for over 30 years. He joined
Tilney & Co in Liverpool
as a Partner in 1975 and
was made Senior Partner
in 1984. He was appointed
Chairman of Charterhouse
Tilney in 1986 and is a
former member of The
Stock Exchange council.



Michael Gatenby

VICE CHAIRMAN, CHARTERHOUSE BANK In 1985 Michael Gatenby Joined Charterhouse Bank Limited as Director and Head of Corporate Finance Department after 14 years with Hill Samuel. He was made Managing Director with overall responsibility for corporate finance in April 1986, Vice Chairman of the Bank in April 1989 and was appointed to the Charterhouse plc Board in January 1990.



Richard Kilsby

VICE CHAIRMAN, CHARTERITOUSE BANK Richard Kilsby joined Charterhouse Bank Limited in 1988 as Madaging **Director Capital Markets** Division, and in 1989 he took on additional responsibility for treasury and trading, operations support and information services in the Bank. In October 1990, he became Vice Chairman with overall responsibility for all banking activities except corporate finance, and was appointed to the Charterhouse plc Board.





MANAGING DIRECTOR, CHARTERHOUSE DEVELOPMENT CAPITAL Gordon Bonnyman was appointed Managing Director of Charterhouse Development Capital in February 1990, He was previously with Bankers Trust for 18 years where he established the leveraged buy-out division becoming Managing Director in 1987



lan Beith 🔥

MANAGING DIRECTOR, DEBT SERVICES. CHARTERHOUSE BANK Previously with Citibank for 16 years, Ian Beith joined Charterhouse Bank Limited in 1988 and is now Managing Director responsible for debt services including corporate banking, property lending, mezzanine capital and syndications.



Alastair,Mulrhead

MANAGING DIRECTOR, CORPORATE FINANCE, CHARTERHOUSE BANK Alastair Muirhead joined Charterhouse Bank Limited Corporate Finance Department in March 1984, became a Director in March 1987 and Managing Director In June 1989. He has responsibility for domestic and international corporate finance and mergers and acquisitions activities. A Chartered Accountant, he was previously with Price Waterhouse and Saudi International Bank.



DIRECTOR, COMPLIANCE John Liddle joined Charterhouse in April 1990 as Head of Compliance and Regulatory Affairs. A Scottish Chartered Accountant and Solicitor he was previously with Morgan Grenfell and Shear on Lehman Hutton.



David Stenhouse

DIRECTOR, PERSONNEL David Stenhouse joined Charterhouse from STC in 1987 as Group Personnel Director. He is responsible for the overall direction of personnel policy within Charterhouse. He has been Chairman of Charterhouse Pensions Limited since 1988. A Fellow of the Institute of Personnel Management, he is a member of The National Committee on Pay and **Employment Conditions.** 



The directors have pleasure in presenting their report together with the audited financial statements for the year ended 39 September 1991

#### PROFITS AND DIVIDENDS

The group made a disclosed profit for the year ended 30 September 1991, before taxation, of \$21,200,000 (1990: \$42,100,000). The profit after taxation amounted to \$12,600,000 (1990: \$22,600,000) out of which an interim dividend of \$12,300,000 (1990: \$14,657,629) is to be paid leaving a retained profit of \$300,000 (1990: \$7,900,000).

#### **REVIEW OF THE BUSINESS**

The company, which, following the reorganisation of The Royal Bank of Scotland Group plc, is now a wholly owned subsidiary undertaking of The Royal Bank of Scotland plc, is a holding company co-ordinating the activities of its subsidiary undertakings which are engaged in providing a range of banking, development capital and stockbroking services.

The statement and the report by the chairman on pages 1 to 5 contain a review of the business of the group during 1991, of recent events and of likely future developments.

Details of turnover are given in note 3 to the financial statements.

#### DIRECTORS

The present members of the board of directors are named inside the front cover.

Sir Robin Duthie was appointed a director on 15 April 1991. In accordance with the articles of association he will retire at the annual general meeting and, being eligible, offers himself for reappointment.

Mr E G Cox and Mr D W Parish retire

by rotation at the ennual general meeting and, being eligible, offer themselves for reappointment

 $\label{eq:mr_P} \text{Mr P E G Balfour retired as a director}$  on 31 December 1990.

#### DIRECTORS' INTERESTS

The following directors were beneficially interested in the 25p ordinary shares of The Royal Bank of Scotland Group plc, the ultimate holding company.

30 September 1991 ordinary 25p shares options	I October 1994 (or date o appointment if later ordinary 25p shares options
44,461	<b>38,70</b> 0
220,000	220,000
10,249	10,249
62,500	6º,500
<del>-</del>	•••
_	_
18,186	14,382
70,848	58,431
3,125	3,125
10,149	6,345
85,532	65,532
143,770	24,095
6,312	61,312
12,015	8,341
95,000	75,000
38.782	33,237
280,000	280,000
	18,186 70,848 3,125 10,149 85,532 143,770 6,312 12,015 95,000 38,782

Options to subscribe for ordinary shares of 25p each in the ultimate holding company were granted to or exercised by directors during the year to 30 September 1991 at the following prices:

	1 6 T	· JEM 4:4	€ \$1ª¥ killin	· Negrity of
	t	[ 2K +	មេនៀមទ	kene
M V Blank	-		-	£
E tr Cox		-	-	.rre
Sir Robin Duthie		ee .	, , , , , , , , , , , , , , , , , , ,	·==
M R B Gatenby	10,000	\$1.89	_	-
aca a an in panyayim asimira	2,417	\$1.52		
H L C Greig	MI TV 7 T F TO TA			-
R P Kilsby	20,000	\$1.89		_
M H Mason	-		50,000	\$1.30
reconstruction of the second			5,000	£1.28
D W Parish	20,000	\$1.89	_	
C M Winter		_	_	_

Mr M V Blank and Mr D W Parish as trustees of the profit sharing share schemes of Charterhouse Bank Limited, Charterhouse Development Capital Limited and Charterhouse Tilney had a non-beneficial interest in 566,854 ordinary shares at 30 September 1991 (568,658 ordinary shares at 1 October 1990).

No director held a beneficial interest in the loan capital of the ultimate holding company.

Mr M II Mason exercised his put option with the ultimate holding company thereby disposing of his entire holding of 155,100 redeemable shares of \$1 each in the share capital of the company on 4 March 1901.

Mr M II Mason no longer holds 10 per cent. unsecured loan notes 1991 having redeemed his entire holding of £192,783 on 4 March 1991.

#### **EMPLOYMENT POLICIES**

The company and its subsidiary undertakings are firmly committed to the continuation of the policy

or communication and consultation with their employees Arrangements, including regular bricking meetings and, in the case of Charterhouse Bank Limited, a joint consultative committee, have been established for the provision of information for all employees on matters which affect them.

The company and its subsidiary undertakings are committed to giving fair consideration to applications for employment made by disabled persons. Continuing employment and opportunities for training are also provided for employees who become disabled.

Profit sharing schemes have operated for several years within Charterhouse Bank Limited, Charterhouse Development Capital Limited and Charterhouse Tilney which have included the opportunity to acquire shares in the ultimate holding company, The Royal Bank of Scotland Group plc.

#### CHARITABLE AND OTHER CONTRIBUTIONS

The total amount given for charitable purposes by the company and its subsidiary undertakings during the year was \$133,672 (1990: \$105,000).

#### **AUDITORS**

The auditors of the company, Coopers & Lybrand Deloitte, have indicated their willingness to continue in office and resolutions to appoint them and to authorise the directors to fix their remuneration will be proposed at the a mual general meeting.

By order of the board

Michael G Hotchin Secretary

London 25 November 1991

Michael G. HERchin

# CONSCINALID PROFIT & LOSS ACCOUNT

For the gests ended 30 September	NOTES	1991 £m	Sime a Barr
PROFIT ARISING FROM			
Merchant banking companies disclosed	1¢	11.2	19.6
Development capital companies		8.2	19.3
Stockbroking company		1.4	1.1
Holding company income		0.4	9
PROFIT BEFORE TAXATION		21.2	42.1
Taxation - disclosed	1h, 5	8.6	19.5
PROFIT AFTER TAXATION		12.6	22.6
Dividends		12.3	14.7
RETAINED PROFIT FOR THE YEAR	13	0.3	7.9

### REPORT OF THE AUDITORS

#### To the Members of Charterhouse plc

We have audited the financial statements on pages 12 to 23 in accordance with Auditing Standards.

As stated in note 1 on page 15 the information contained in the group financial statements in respect of the merchant banking group is included in the form authorised for banking companies.

In our opinion, on this basis, the financial statements give a true and fair view of the state of affairs of the company and the group at 30 September 1991 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Coopers. hybrano Delartle.

**Chartered Accountants** 

London

25 November 1991

# COUSONBARD BARANCE SHEFT

Do att Att Da file in the n	NOTES	1991 Em	<b>ў</b> ч я 'У':
ASSETS			
B dances with bankers and money at call		4.5	23.4
Treasury bills, certificates of deposit and bills discounted		328.7	301.2
British Government and local authority listed securities			5.0
Money at short notice		444.5	502 8
Other loans to local authorities and banks		288.6	683,3
Other securities and investments	s	119.7	108,8
		1,186.0	1,624.5
Loans, advances and other accounts		258.9	267.2
Amounts due from group companies		34.0	43.3
Associated undertakings	9	26.4	24.9
Premises and equipment	11	28.6	34.4
Liability of customers for acceptances		129.3	128.J
Se forest management to a second decomposition of the second seco		1,663.2	2,122.4
CAPITAL AND LIABILITIES			
Share capital	12	73.2	73.2
Disclosed reserves	13	103.6	103.3
		176.8	176.5
Loan capital	16	0.8	2.5
Current, deposit and other accounts including provisions and inner reserves	16	1,214.9	1,709.5
Amounts due to group companies	10	141.4	105.8
Acceptances on behalf of customers		129.3	128.1
		1,663.2	2,122.4

The financial statements on pages 12 to 23 were approved by the board of directors on 25 November 1991 and are signed on its behalf by:

M V Blank

Directors

D W Parish

An Jaroh

# CHARTEDHOUSE PLO BALANCE SMEFT

As at 30 September	NOTES	1001 m2	រួម(៖។ ងកា
FIXED ASSETS			
Investments	7	178.5	176.6
CURRENT ASSETS			
Debtors	8	15.8	14.9
	g saggest control occurs a roop sign	194.3	191.5
CAPITAL AND RESERVES			
Called up share capital	12	73.2	73.2
Share premium account	13	42.2	42.2
Revaluation reserve	13	52.5	50.6
Profit and loss account	13	8.9	10.5
		176.8	176.5
LIABILITIES			
Provisions for liabilities and charges	14	0.4	0.5
Creditors - amounts falling due after more than one year	17a	1.4	1.4
Creditors - amounts falling due within one year	175	15.7	13.1
		194.3	191.5

The financial statements on pages 12 to 23 were approved by the board of directors on 25 November 1991 and are signed Mr. Faul, Do Parsh on its behalf by:

M V Blank

D W Parish

Directors

# Edito to the femancial statements

### I PRINCIPAL ACCOUNTING POLICIES

#### a Basic of preparation

The financial statements are prepared under the historical cost convention, modified by the revaluation of investments in subsidiary and associated undertakings, fixed assets and certain trading assets, and in accordance with applicable accounting standards. The consolidated financial statements are prepared in the manner authorised for banking groups under the Companies Act 1985 and comply with section 255A of, and Schedule 4A (as modified by Schedule 9) to, the Act. The balance sheet of Charterhouse plc is prepared in accordance with section 226 of, and Schedule 4 to, the Companies Act 1985.

#### b Basis of consolidation

The consolidated financial statements include the financial statements of the company and its material subsidiary undertakings and the group's share of the results and post-acquisition reserves of its associated undertakings. The financial statements of subsidiary undertakings are co-terminous with those of Charterhouse plc, with the exception of Charterhouse Tilney whose financial statements are made up to 27 September 1991. The financial statements of associated undertakings are co-terminous with those of Charterhouse plc, with the exception of Charterhouse Capital France, ESSOR and Developpement et Finance "DEFI" SA whose financial statements are made up to 30 June 1991, and Vista Capital de Expansion SA and Navista NV whose interim financial statements are made up to 30 June 1991.

The results of subsidiary and associated undertakings accurred or sold are included from the date of acquisition or to the date of sale respectively.

Goodwill arising on the acquisition of subsidiary and associated undertakings is written off against reserves in the year of acquisition.

#### c Disclosure

The information shown in the consolidated financial statements in respect of Charterhouse Bank Limited and its subsidiaries has been prepared utilising certain disclosure exemptions permitted by paragraph 27 of Part 1 and paragraph 5 of Part II of Schedule 9 to the Companies Act 1985 and has been included in the consolidated financial statements on that basis. Accordingly, the disclosed profits of the merchant banking companies are stated after transfer to inner reserves out of which reserves provision has been made for diminution in the value of assets; the financial statements do not show the aggregate amount of reserves, the movements therein or the market value of investments held by the merchant banking companies; and additional information required under applicable accounting standards is not given where this would require the disclosure of information which the group is exempted from disclosing under the provisions of the Act.

#### d Pension contributions

In arriving at the profit before taxation, the costs  $\mathfrak{c}^*$  providing pensions are assessed and charged on a regular basis in accordance with the advice of independent professionally qualified actuaries.

#### a Foreign currencles

Assets, liabilities and trading results in foreign currencies have been translated into sterling at the rates of exchange ruling at the balance sheet date. Exchange differences relating to trading are dealt with in the profit and loss account; those arising from the application of closing rates of exchange to the opening net assets of overseas subsidiary undertakings are taken to reserves.

#### 1 Depreciation

Freehold and long leasehold buildings are maintained to the highest possible standard by regular expens are charged in the profit and loss account, and accordingly are not depreciated.

Motor cars and other equipment are depreciated on a straight line basis over their anticipated useful lives, being 4 years for motor cars and 3 to 10 years for other equipment.

#### o Turnover

Lending fees and commissions charged in lieu of interest are amortised over the lives of the underlying contracts. All other fees and commissions are accounted for whea invoiced on completion of services provided to clients.



# NOTES OF THE EMANCIAL STATEMENTS

#### h Taxation

laxition is based on the group profit for the year and the charge is stated after deducting therefrom the tax thou attributable to mounts transferred to inner reserves in the merchant banking companies.

Provision has been made for deferred taxation on timing differences between profits stated in the financial statements and profits computed for taxation purposes at the rate of taxation expected to be applicable on reversal, where there is a probability that a liability will arise in the foreseeable future.

#### i Bulilon

Builion comprises stocks of gold, silver and other precious metals and claims in these metals on banks and others. Assets and liabilities in bullion are included in the balance sheet at market value and include bullion held on deposit for customers on an unallocated basis. Bullion held in safe custody for customers on an allocated basis is not included

#### J Provisions for bad and doubtful debts

Specific previsions are made against advances when, as a result of a detailed appraisal of the advances portfolio, it is considered that recovery is doubtful. The provisions are deducted from advances. Provisions made during the year (less amounts released and recoveries of amounts written off in previous years) are charged against profits or inner reserves. Where interest on doubtful advances is credited to the profit and loss account, provision is made as appropriate. Advances classified as bad debts are written off in part or in various in the extent of the loss incurred has been confirmed.

#### k Certificates of deposit and bills discounted

Certificates of deposit are included at marks are except where it is intended that they should be held to maturity when they are included at cost adjusted for active faces and the amortisation of premium or discount to redemption. Bills discounted are included at face value less any unamortised discount.

#### I Investments

Premiums and discounts on a sted fixed and floating rate securities, bought with the intention of holding them for yield to maturity, are amortised on a straight line basis, whilst the profit or loss arising from the sale of such an investment is amortised over the period to maturity of the asset sold. All other listed investments are stated individually at the lower of cost and market value. Unlisted investments are stated in aggregate at the lower of cost amounts written off and directors' valuation.

#### m Investments in subsidiary undertakings

Investments in subsidiary undertakings are included in the balance sheet of the company at the company's share of the net assets.

#### n Financial Instruments with off-balance sheet risk

Off-balance sheet items such as forward rate agreements, interest rate swaps, currency swaps, interest rate options, foreign currency options and financial futures are segregated into hedging transactions and trading transactions.

Generally, hedging transactions are valued on the same basis as the assets, liabilities or positions which are the subject of the hedge. Any profit or loss is recognised at the same time as any profit or loss arising from the transactions which are the subject of the hedge. In respect of trading transactions, fees and amounts receivable and payable under contracts, together with gains and losses on the associated hedging instruments, are included in the profit and loss account at their net present value. This is calculated by reference to all anticipated future cash flows, valued at year end interest and exchange rates, net of cash paid or received, discounted back to net present value. The net movement in net present value during the period is taken to the profit and loss account after providing for credit and market risk. All associated costs of dealing are recognised when incurred.

Forward foreign exchange contracts are valued at the forward market rates ruling at the balance sheet date and the difference between those values and the contract prices are taken to the profit and loss account. Where, however, matched spot against forward contracts are entered into in conjunction with loan; and deposits the resultant gains or losses are apportioned over the period of the contracts.

#### 2 PHOFIT OF THE HOLDING COMPANY

the profit for the year after taxation of Charterhouse ple, after crediting dividends from subsidiary undertakings, amounted to £10.6m (1990-541.3m). As provided by section 230(3) of the Companies Act 1985, a profit and loss account for the company alone is not presented

#### 3 PROFITS OF THE NON-BANKING COMPANIES AND SEGMENTAL ANALYSIS

Profils of the non-banking companies are stated after	taking Into :	account:						1991 £m		pen Sm
Income from investments:										
Listed investments								1.1		1,1
Unlisted investments								3.7		6.5
Depreciation of fixed assets								0.7		0.7
Interest payable on:										
Borrowings repayable, other than by instalme	nts, within	5 years	6					7.6		3.7
Borrowings repayable after 5 years								0.1		0.1
Segmental analysis by classes of business	Merchant (as di	Banking sclosed)	Dave Capital Ac	lopment ctivities		ctivities	Other cla	eses of usiness		Total
	1991 £m	19DO S m	1991 £m	0001 Sm	1991 £m	1990 Sm	1991 £m	0901 MZ	1991 £m	1990 Sm
Non-banking turnover		_	6.0	4.2	19.2	16.1	1.1	1.1	26.3	21.4
Result before taxation	11.2	19.6	5.8	15.0	1.4	1.1	0.4	2.1	18.8	37.8
Group's share of the result before taxation	1972 4 2-4417	. 40 413								
of associated undertakings			2.4	4.3				_	2.4	4.3
Group result before taxation									21.2	42.1
Net assets	104.0	102.4	48.9	49.5	4.2	3.3	19.7	21.3	176.8	176.5

No geographical analysis is given because the level of transactions originating from offices outside the United Kingdom was not significant.

#### 4 PENSION COSTS

The group provides three pension schemes, The Charterhouse Group Security Benefits Scheme ("the scheme"), The Keyser Ullmann Group Pension Fund ("the fund") and the Charterhouse Tilney Staff Pension Fund ("the Tilney fund"), which cover all UK employees of the group, are of the defined benefit type, and the assets of which are held in separate trustee administered funds. The pension costs relating to the pension schemes are assessed in accordance with the advice of a qualified actuary using the projected unit funding method. The latest valuations were as at 31 December 1987 for the fund, as at 31 March 1988 for the scheme and as at 31 December 1988 for the Tilney fund, at which dates the market values of the assets were \$12.2m, \$37.8m and \$1.7m respectively and the actuarial values were sufficient to cover 107 per cent., 117 per cent. and 100 per cent. respectively of the benefits that had accrued to members, after allowing for expected future increases in earnings. In the case of the scheme the surplus was eliminated during 1990, and in the case of the fund it is anticipated that the surplus will be eliminated during 1992 if the suspension of the group's contributions continues. The principal assumption—ased in the latest valuations of the scheme and the fund were that the annual rate of return on investments would be 1 per cent. higher than the annual increase in salaries, and 6 per cent. higher than the annual increase in salaries, and 6 per cent. higher than the annual increase in present and future pensions.

The total pension cost for the group in respect of the year ended 30 September 1991 was £4.0m (1990: £3.4m). A provision of £1.8m (1990: £1.9m) is included in current, deposit and other accounts, representing the difference between the amounts recognised as cost and the amounts paid.



# COTES TO THE EMPARENT STATEMENTS

5 TAXATION	1991 £m	* s s } * };
Taxation on results of the non-banking companies is analysed as follows:		
I noted kampions of sporation tax at 33.5 per cent, (1996; 35 per cent.)	3,5	77
Deferred tax	(0.5)	
Overseas fax	0.5	0,6
Double tax relief	(0.3)	(0.3)
Tax credits on United Kingdom dividends received	0.9	1,6
Adjustment in respect of prior years	(0.1)	8,0
,	4.0	10,4
Share of taxation of associated undertakings	0.7	2.5
	4.7	12.9
Taxation on the disclosed results of the merchant banking companies	3.9	6.6
Taxation on the disclosed results of the group	8.6	19.5
The tax charge for the year is significantly higher than the corporation tay rate on		

The tax charge for the year is significantly higher than the corporation tax rate as a consequence of provisions against investments made by subsidiary undertakings which are not allowable for tax purposes in the current year, but which may be allowable in due course.

6 OTHER SECURITIES AND INVESTMENTS	1991 £m	1999 Sm
a Other securities and investments of the group	700.000 Telegraph (1970.000 Telegraph (1970.00	
Listed on a recognised stock exchange:		
- In the United Kingdom	12.2	18.9
- Elsewhere	25.0	26.6
Unlisted	82.5	63.3
	119.7	108,8
Investments held for yield to maturity included above amount to:	27.9	29.0

b Investments held by non-banking companies included above comprise:	Book Value £m	1991 Valuation Em	Book Value Sm	1990 Valuation Sm
Listed on a recognised stock exchange:  — In the United Kingdom  — Elsewhere	2.5	3.9	4.8	12.9
	1.6	4.7	1.4	2.7
Unlisted	4.1	8.6	6.2	15.6
	78.9	101.5	47.4	61.0
Andrew Control of the	83.0	110.1	53.6	76.6

Valuation represents market value in the case of listed investments and directors' valuation in the case of unlisted investments.

At 30 September 1991	162.0	16.5	178.5
Net increase in net assets of subsidiary undertakings	1.9	<u>_</u>	1.9
At 1 October 1990	160.1	16.5	176.6
7 INVESTMENTS OF CHARTERHOUSE PLC	Subsidiary Shares Sm	undertakings Loans Sm	Totaj Em

Details of subsidiary undertakings are given in note 10 on page 19.



### COLLS TO THE FINANCIAL STATEMENTS

		~	

O DEBTORS OF CHARTERHOUSE PLC	1991 £a	4. 4 € 1. 4
Anguats filling due wittan one year		
Deposit with banking subsidiary undertaking	5.3	14 -3
Dividends receivable from subsidiary undertakings	10.3	0.5
Other debtors	0.2	0,1
	15.8	14.9

#### 9 ASSOCIATED UNDERTAKINGS

The group's principal associated undertaking is Charterhouse Development Capital Fund Limited which is 47.6 per cent. owned.

The group also has a 50 per cent, interest in Vista Capital de Expansion SA, a fund management company in Spain, a 31.25 per cent, interest in Navista NV, an investment company in the Netherlands Antilles, a 10 per cent, interest in Charterhouse Capital France, a managed fund in France, a 17.8 per cent, interest, in the form of participations, in ESSOR, a managed fund in France, and an 11.85 per cent, interest in Developpement et Finance "DEFI" SA, an investment company in France. The directors consider the equity accounting method appropriate because the group exercises significant influence in the management of these companies and funds.

The group held the same percentage interests in associated undertakings at 30 September 1990 with the exception of Developpement et Finance "DEFI" SA in which the group's interest at that date was 11.26 per cent.

	1991 £m	0091 m2
The interest in associated undertakings, which represents the group's share of net assets, compris	es:	
Investments:		
- Shares at cost	14.1	11.9
- Loans and participations	9.4	11.3
	23.5	23.2
Share of post-acquisition reserves	2.9	1.7
	26.4	24.9
Dividends, excluding related tax credits, received in the year from associated undertakings	0.6	2.8

#### 10 SUBSIDIARY UNDERTAKINGS

The following are the company's principal subsidiary undertakings at 30 September 1991. In each case the company's interest is in the equity share capital of the subsidiary undertaking which is wholly owned.

Charterhouse Bank Limited\*
Charterhouse Development Capital Holdings Limited\*
Charterhouse Tilney
\*Held directly by Charterhouse plc

Nature of Business	Country of registration		
Merchant Banking	England and Wales		
<b>Development Capital</b>	England and Wales		
Stockbroking	England and Wales		

# MORES TO THE FINANCIAL STATEMENTS

	} > F Y	1 / / / · · · · · · · · · · · · · · · ·	ekolik≽ ili oli eli	99 - Corp. y <sub>ea</sub> th s. garaf of the #	1991 Total
11 PREMISES AND EQUIPMENT	900	( · · · · · · · · · · · · · · · · · · ·	異#6 賞# 第7名 25年 に	1 . H Kn < P 1 SE 1	Total Em
Cost or safuation					
At 1 October 1990 Additions	0.1	77.F	0,1	12,7 0,9	41.9 0.9
Disposals	_			(0,3)	(0.3
Revaluation adjustment	*	(4.8)	C-visit	os:	(4.8
At 30 September 1991	0.4	22.9	0.1	14.3	37.7
Accumulated depreciation	kee			(9.1)	(9.1
Net book value - 30 September 1991	0.4	22.9	0.1	5.2	28.6
- 30 September 1990	0.4	27.7	0.1	6.2	34.4
Cost or valuation at 30 September 1991 represents:					
- Cost	0.4		0.1	14.3	14.8
- Valuation in 1991		22.0			22.9
	0.4	22.9	0.1	14,3	37.7
12 SHARE CAPITAL				1991 £m	1990 S in
Authorised:				0	
<b>300,000,000</b> (1990: 300,000,000) ordinary shares of 25 <b>2,200,000</b> (1990: 2,200,000) redeemable shares of £1 of the control o	=			75.0 2.2	75.0 2.2
		<del></del>	<del></del>	77.2	77.2
Allotted and fully paid:		water the transfer of the tran		· · · · · · · · · · · · · · · · · · ·	· · · · · ·
284,614,156 (1990: 284, 614,156) ordinary shares of 2	25p each			71,2	71.2
2,041,600 (1990: 2,041,600) redeemable shares of \$1	each			2.0	2.0
				73.2	73.2
	l nor voting righ	its, are redeen	nable at par at		
	l nor voting righ	its, are redeen		the option of th	
	l nor voting righ	its, are redeen	Share premium	the option of the	e holders.
13 DISCLOSED RESERVES	l nor voting righ	its, are redeen	Share	the option of th	e holders. 1991 Total
13 DISCLOSED RESERVES Group	l nor voting righ	its, are redeen	Share premium account	Profit and loss	e holders. 1991 Tota Em
13 DISCLOSED RESERVES  Group At 1 October 1990	l nor voting righ	its, are redeen	Share premium account Sm	Profit and loss account	e holders.  1991 Total En
Group At 1 October 1990 Retained profit for the year	l nor voting righ	its, are redeen	Share premium account Sm	Profit and loss acrount Sm	1991 Total En 103.3
The redeemable shares, which carry neither dividend  13 DISCLOSED RESERVES  Group  At 1 October 1990  Retained profit for the year  At 30 September 1991	l nor voting righ	Share	Share premium account Sm 42.2	Profit and loss ac rount Sm 61.1 0.3 61.4	1991 Total £m 103.3 0.3
Group At 1 October 1990 Retained profit for the year At 30 September 1991	l nor voting righ	Share prentum account	Share premium account Sm 42.2	Profit and loss at count Sm  61.1  0.3  61.4	1991 Total £m 103.3 0.3
Group At 1 October 1990 Retained profit for the year At 30 September 1991 Charterhouse pic	l nor voting righ	Share premium account Sm	Share premium account Sm 42.2	Profit and loss at count 2m  61.1  0.3  61.4  Profit and loss account 2m	1991 Total £m 103.3 0.3 103.6
Group At 1 October 1990 Retained profit for the year At 30 September 1991 Charterhouse pic At 1 October 1990	l nor voting righ	Share prentum account	Share premium account Sm 42.2	Profit and loss account Sm 61.1 0.3 61.4  Profit and loss account Sm 10.5	1991 Total £m 103.3 0.3 103.6
13 DISCLOSED RESERVES  Group At 1 October 1990 Retained profit for the year	l nor voting righ	Share premium account Sm	Share premium account Sm 42.2	Profit and loss at count 2m  61.1  0.3  61.4  Profit and loss account 2m	e holders.  1991 Total Em  103.3

## 14 PROVISIONS OF CHARTERHOUSE PLC FOR LIABILITIES AND CHARGES

Provisions for percential habities of At 1 October 1990 Released in the year	sal abura , referenced Sm (0.1)	i bast ub fort undertaking Sm U.I	1991 Total £m 0.5 (0.1)
At 30 September 1991		0.4	0.4
15 LOAN CAPITAL		1991 £m	Jama Sm
Loan capital of Charterhouse plc		0.8	2.5
Details of the loan capital of Charterhouse ple are set out in note 17.			
16 CURRENT, DEPOSIT AND OTHER ACCOUNTS			

The group's current, deposit and other accounts include a net figure for balances with Stock Exchange member firms and settlement offices and clients of Charterhouse Tilney. The balances are included in the consolidated balance sheet on a net basis because the nature of the business is significantly different to that of the remainder of the group. The composition of the net figure is:

	Graditors Sm	Debtors Em	1991 Net £m	Creditors Sm	Debtors Sm	1990 Net Sm
Clients	119.9	(78.9)		90,6	(59.5)	-10 OUTS
Stock Exchange member firms		•			,	
and settlement offices	81.7	(82.8)		67.4	(75.5)	
	201.6	(161.7)	39.9	158.0	(135.0)	23.0

17 CREDITORS OF CHARTERHOUSE PLC	1991 £m	1990 Sm
a Amounts failing due after more than one year		
Loan from a former subsidiary undertaking	1.4	1.4

The loan from a former subsidiary undertaking bears interest at 10 per cent, per annum and is repayable on 30 September 1997. In certain circumstances, however, it may be repaid before that date.

b Amounts falling due within one year	1991 £m	000) M2
10 per cent. unsecured loan notes 1987	0.2	0.2
10 per cent. unsecured loan notes 1991	0.6	2,3
	0.8	2.5
Dividend payable	12.3	7.3
Amounts owed to subsidiary undertakings	1.0	1.0
Corporation tax	1.5	2.2
Accrued expenses	0.1	0.1
	15.7	13.1

#### 17 CREDITORS OF CHARTERHOUSE PLC (Centinued)

Its 40 per cent unsecured loan notes 1987 are repayable on 30 April 1994 at par, except to the extent that the holders exercise their option to repayment at par before that date. The 40 per cent unsecured loan notes  $19 \sim$  are repayable on 40 April 1205 at par, except to the extent that the holders exercise their option to repayment at par before that date.

18 AMOUNTS DUE TO GROUP COMPANIES	1991 Em	1661 _210
Included within amounts due to group companies is: Dividend payable	12.3	7-3
19 CAPITAL COMMITMENTS	1991 £m	Latin Talin
The group's commitments for capital expenditure not provided for in the financial statements are as follows:  Contracted  Authorised but not contracted	0.7 0.9	1.2 0.6

#### 20 CONTINGENT LIABILITIES AND OTHER COMMITMENTS

Guarantees and other obligations amounting to £8.6m (1990: £18.9m) entered into on account of customers, for which there are corresponding liabilities of customers, are not included in the consolidated balance sheet. The merchant banking subsidiary undertakings also had commitments in respect of confirmed credits, forward rate agreements, underwriting and forward contracts for purchases and sales of foreign currencies, and interest rate and exchange rate swaps.

Contingent liabilities in respect of guarantees given by non-banking subsidiary undertakings amounted to £7.4m (1990: \$0.1m).

A subsidiary undertaking has a contingent liability under an investment sale agreement up to a maximum of £146,000 (1990: \$137,000).

The group has commitments, in circumstances where suitable investment opportunities are identified, in respect of amounts uncalled but committed to, and guarantees concerning, related investment funds and other investments amounting to £33.5m (1990: £48.3m).

The group has a potential liability to taxation, amounting to £0.1m (1990: £0.3m), relating to accelerated depreciation allowances. No provision has been made for the potential taxation liability which might arise in the event of any of the investments in subsidiary and associated undertakings, or of freehold and long leasehold premises being realised at their balance sheet values, as it is intended that the investments and premises will be retained on a long-term basis; it is also expected that tax on any chargeable gain which might arise on sales of premises will be covered by roll-over relief.

Property Em	1991 Equipment Em	Property Sm	1990 Equipment Sm
_	1.3		0.2
0.2	1.4	0,2	1.4
0.3	_	0.3	
0,5	2.7	0.5	1.6
	0,2 0,3	Proporty Equipment Em Em Em	Property Em         Equipment Em         Property Sm           -         1.3         -           0.2         1.4         0.2           0.3         -         0.3

At 30 September 1991 the company had no annual rental commitments under non-cancellable operating leases.

#### 22 DIRECTORS' EMOLUMENTS

	* "			7	
	1991	taim		1891	4 ' 1
Nil-£5,000	4	3	\$215,001-\$220,000	2	_
\$5,001-\$10,000		I	\$220,001-\$225,000	1	_
\$10,001 \$15,000	-	1	\$235,001-\$240,000	_	1
\$150,001-\$155,000	_	1	£245,001-£250 000	-	1
£160,001-£165,000	1		\$480,001-\$485,000	-	1
$$195,001 \cdot $200,000$	-	1	\$490,001-\$495,000	1	_
\$200,001-\$205,000	1	_			

Payments made to and on behalf of former directors in connection with their retirement from office amounted to £30,000 (1990: Snil). These payments are not included in the emoluments stated above.

#### 23 THANSACTIONS WITH DIRECTORS AND OTHER OFFICERS

The aggregate amount outstanding at 30 September 1991 to be disclosed in accordance with the Companies Act 1985, in respect of loans made by Charterhouse Bank Limited, an authorised institution for the purposes of the Banking Act 1987, to directors and officers of that company was £747 (1990: £324,587) in respect of loans to 1 (1990: 10) directors and/or connected persons, and £47,070 (1990: £513,961) in respect of loans to 8 (1990: 17) other officers and/or connected persons.

### 24 AUDITORS' REMUNERATION

Auditors' remuneration for the group amounted to £238,000 (1990: \$225,000).

#### 25 ULTIMATE HOLDING COMPANY

Following a reorganisation of The Royal Bank of Scotland Group plc ("the group"), announced in November 1990, ownership of the company has been passed from the group to The Royal Bank of Scotland plc. The company's ultimate holding company continues to be The Royal Bank of Scotland Group plc which is incorporated in Great Britain and registered in Scotland. Copies of the consolidated financial statements of the ultimate holding company and of the company's immediate holding company, The Royal Bank of Scotland plc, are available from 42 St Andrew Square, Edinburgh EII2 2YE.

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Eti Cox Sir Robin Duthie CBL\* MRR Gatenly HLC Greig CVO CBE\* RP Kilsby MII Mason CM Winter CBD\*

#### CHARTERHOUSE BANK LIMITED

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MRB Gatenby Vice Chairman

RP Kilsby Vice Chairman

IM Beith Managing Director

AW Muirhead Managing Director

SP de Albuquerque PM Baines PMA Bryans PC Button Mrs J Cohen EG Cox\* DP Dancaster RW Dix PF Doye I Edward NP Fryer EH Gilmour ED Glover RW Grant PD Green AP Hawkins MJ Higgins IA Houston TA Lebus

MII Legge

JS Liddle

11,872. Mr. Mark 18 118 11 4, 0 Elliphon Light William. M. Keen i.A. Rutherland MT Selder Alt Sextender Mrs IL Short Cl Saule to 141 Synhouse W furell DM Wilson 18 Wisher

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EG Cox **Chairman** 

JG Bonnyman Managing Director

GJ Arbuthnoti S Bellamy MV Blank GF Butler SS Clark DRL Duncan M Hamway Miss Id Hood M Kuibbeler MJM Lentors J McGrane AR May At Nellies DW Parish Rt. Pilgrim TR Plant 4 J Powell AS Reese SD Simpson

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