

Senior Construction Services Limited

Accounts 31 December 1999 together with directors' and auditors' reports

Registered number: 288899

JMA *J2168QMW* Q449
COMPANIES HOUSE 190500

Directors' report

For the year ended 31 December 1999

The directors present their annual report on the affairs of the company, together with the accounts and auditors' report, for the year ended 31 December 1999.

Principal activity and business review

The principal activity of the company is the manufacture and installation of air conditioning equipment and air handling units.

The directors expect the general level of activity to continue at recent levels.

The Board considers that research and development continues to play a vital role in the company's operations. The expenditure in the year is shown in note 3 to the accounts.

Results and dividends

Results and recommended transfers to reserves are as follows:

1,317
(24)
(1,317)
(24)

The directors do not propose the payment of a final dividend.

The ordinary interim dividend was paid at a time when the directors believed that the company had sufficient reserves to absorb the dividend.

Directors

The directors who served during the year were as follows:

Mr. C.D. Francis (Chairman)

Mr. D.J. Leighton

Mr. B.G. Ward

Mr. R.B. Wharton

Mr. K. White

Mr. R.B. Wharton resigned on 27 October 1999. Mr. K. White was appointed a director on 27 October 1999.

Directors' report (continued).

Directors' interests

The directors who held office at the year end, other than those who are also directors of the ultimate parent company, and who held beneficial interests in 10p ordinary shares of Senior Engineering Group plc were as follows:

	Share	s		Opti	ons	
Name .	1999	1998	1998	Granted	Exercised	1999
Mr. D.J. Leighton	17,677	29,677	45,192	-	-	45,192
Mr. B.G. Ward	-	-	22,596	_	-	22,596
					Sharesave O	ptions
				-	1999	1998
Mr. B.G. Ward					10,156	10,156
Mr. K. White					16.628	-

Long term share incentive awards were granted as follows:

	Performance awards		Match	ed investment	awards	
Name	1998	Granted	1999	1998	Granted	1999
Mr. C.D. Francis	34,250	29,108	63,358	-	-	-
Mr. B.G. Ward	-	-		7 , 583	-	<i>7,</i> 583
						

The long term share incentive awards have the following crystallisation dates:

Performance awards January 2001 Investment awards April 2000

Options to subscribe for 10p ordinary shares were granted as follows:

Date of grant	Subscription price (pence)
30 September 1987	62.05
7 May 1992	78.37

The subscription prices and numbers of 10p ordinary shares have been adjusted to reflect the dilution effects of the Rights Issues in 1989, 1992 and 1994.

The directors have no other interests required to be disclosed under Schedule 7 of the Companies Act 1985.

Directors' report (continued)

Supplier payment policy

The company policy is to settle the terms of payments with its suppliers when agreeing the terms of each transaction and to seek to adhere to those terms. There were 89 trade creditor days outstanding at year end (1998 - 117 days).

Disabled employees

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the company continues and that training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

Employee consultation

The company places considerable value on the involvement of its employees and has continued its previous practice of keeping them informed on matters affecting them as employees, and on the various factors affecting the performance of the company.

Year 2000

During the year the company has successfully implemented its Year 2000 plan with the associated costs of this work being charged to the profit and loss account as incurred.

No millennium compliance problems have been detected since the balance sheet date or are anticipated going forward.

The euro

The company is able to treat the euro as any other foreign currency. It is considering the impact on the company of the UK's potential entry to the EMU.

Directors' responsibilities

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those accounts, 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 accounts; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company will
 continue in business.

Directors' report (continued)

Directors' responsibilities (continued)

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditors

The directors will place a resolution before the annual general meeting to reappoint Arthur Andersen as auditors for the ensuing year.

By order of the Board

8/

D. Taylor Secretary

Lord Street Bury Lancashire BL9 ORG

24 March 2000

Auditors' report



To the Shareholders of Senior Construction Services Limited:

We have audited the accounts on pages 6 to 20 which have been prepared under the historical cost convention as modified by the revaluation of certain fixed assets and the accounting policies set out on pages 9 to 11.

Respective responsibilities of directors and auditors

As described on page 3 the company's directors are responsible for the preparation of the accounts. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board and by our profession's ethical guidance.

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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts 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 accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts.

Opinion

In our opinion the accounts give a true and fair view of the company's state of affairs at 31 December 1999 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Arthur Andersen

Chartered Accountants and Registered Auditors

Arthur Andersen

Bank House 9 Charlotte Street Manchester M1 4EU

24 March 2000

Profit and loss account

For the year ended 31 December 1999

	Notes	1999 £'000	1998 £'000
Turnover	2	36,455	37,608
Cost of sales		(28,970)	(29,657)
Gross profit		7,485	7,951
Operating expenses			
- other	3	(5,971)	(5,443)
- exceptional	4	(1,243)	-
Operating profit		271	2,508
Interest payable and similar charges (net)	5	(109)	(496)
Profit on ordinary activities before taxation	6	162	2,012
Tax on profit on ordinary activities	8	(186)	(695)
(Loss) profit for the financial year		(24)	1,317
Dividends	9	(1,317)	(775)
(Loss) retained profit for the financial year		(1,341)	542 ·
Retained profit, beginning of year		1,317	775
(Loss) retained profit, end of year	20	(24)	1,317

All activity has arisen from continuing operations. The company has no recognised gains or losses other than the loss for the financial year.

The accompanying notes are an integral part of this profit and loss account.

Note of historical cost profits and losses

For the year ended 31 December 1999

	1999 £'000	1998 £'000
Reported profit on ordinary activities before taxation	162	2,012
Difference between historical cost depreciation charge and the actual		
depreciation charge for the year calculated on the revalued amount	21	5
Historical cost profit on ordinary activities before taxation	183	2,017
Historical cost (loss) profit for the year retained after taxation and dividends	(1,320)	547

Balance sheet

31 December 1999

	Notes	1999 £'000	1998 £'000
Fixed assets		2000	
Tangible assets	10	2,640	2,733
Current assets			
Stocks	11	2,147	2,835
Debtors	12	10,764	12,897
Cash at bank and in hand		2,216	9
		15,127	15,741
Creditors: Amounts falling due within one year	13	(7,945)	(12,954)
Net current assets		7,182	2,787
Total assets less current liabilities		9,822	5,520
Creditors: Amounts falling due after more than one year	14	(8,964)	(3,313)
Provision for liabilities and charges	15	(62)	(70)
Net assets		796	2,137
Capital and reserves			
Called-up share capital	17	31	31
Share premium account	19 .	3	3
Revaluation reserve	19	675	696
Other reserves	19	90	90
Profit and loss account	19	(3)	1,317
Total equity shareholders' funds	20	796	2,137

Signed on behalf of the Board

B.G. Ward

Director

24 March 2000

The accompanying notes are an integral part of this balance sheet.

Notes to accounts

31 December 1999

1 Statement of accounting policies

A summary of the company's principal accounting policies, all of which have been applied consistently throughout the year and the preceding year, is set out below.

a) Basis of accounting

The accounts have been prepared under the historical cost convention modified to include the revaluation of land and buildings, and in accordance with applicable accounting standards.

b) Tangible fixed assets

Freehold land and buildings are shown at original historical cost or subsequent valuation, net of depreciation and any provision for impairment. Other tangible fixed assets are shown at cost less depreciation and any provision for impairment.

Depreciation is provided at rates calculated to write off the cost or valuation, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Freehold buildings

2% per annum

Leasehold buildings

Over the period of the lease

Plant, machinery

10% - 33.33% per annum

and motor vehicles

Assets in the course of construction are not depreciated.

c) Stocks, other than long term contracts

Stocks, other than long term contracts, are stated at the lower of cost and net realisable value.

Cost incurred in bringing each product to its present location and condition is based on:

Raw materials

Purchase cost on a weighted average basis, including carriage.

Work-in-progress

Cost of direct materials and labour plus an appropriate proportion

and finished goods

of manufacturing overheads based on normal levels of activity.

Net realisable value is based on estimated selling price, less further costs expected to be incurred to completion and disposal.

Provision is made for obsolete, slow-moving or defective items where appropriate.

1 Statement of accounting policies (continued)

d) Taxation

Corporation tax payable is provided on taxable profits at the current tax rate.

Provision is made for deferred taxation using the liability method. Deferred tax is provided on timing differences which are probable to reverse, at the rates of tax likely to be in force at the time of reversal. Deferred tax is not provided on timing differences which, in the opinion of the directors, will probably not reverse. No provision is made for the potential tax on capital gains on revalued properties due to anticipated roll-over relief.

e) Pension costs

For defined benefit pension schemes the company makes contributions at rates set by Senior Engineering Group plc on the advice of actuaries to discharge in full the company's pension obligations arising in the year. It is intended that the rates set reflect regular cost. Accordingly, the amount charged to the profit and loss account is the contribution payable in the year, and any variations from this cost are reflected in the accounts of Senior Engineering Group plc.

For the defined contribution scheme the amount charged to the profit and loss account in respect of pension costs is the contributions payable in the year.

Further information on pension costs is provided in note 7e.

f) Research and development

Costs are charged against revenue in the year in which they are incurred.

g) Turnover and long term contracts

Turnover, except that derived from long term contracts, comprises the external sales value of work invoiced during the year, excluding trade discounts and sales taxes.

Turnover on long term contracts and related long term contract balances are accounted for in compliance with SSAP 9.

Turnover on long term contracts represents the sales value of work completed during the year. The related costs are matched with this turnover resulting in the reporting of attributable profit proportionate to the contract activity. All known or anticipated losses are provided for in full as soon as they are foreseen.

1 Statement of accounting policies (continued)

g) Turnover and long term contracts (continued)

Net costs incurred in excess of amounts transferred to cost of sales are classified as long term contract balances. Revenues recognised in excess of amounts billed are classified as amounts recoverable on contracts and included in debtors. Amounts billed in excess of revenues recognised to date are deducted from related long term contract balances with any residual balance being classified as payments on account and included in trade creditors. Long term contract balances are stated at contract cost incurred less amounts transferred to cost of sales, foreseeable losses, and payments on account.

h) Foreign currency

Transactions denominated in foreign currencies are recorded in sterling at actual exchange rates as of the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the year end are reported at the rates of exchange prevailing at the year end. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as an exchange gain or loss in the profit and loss account.

i) Leases

Rentals under operating leases are charged on a straight-line basis over the lease term. Assets held under operating leases are not reported in the balance sheet.

j) Revaluation reserve

Surpluses arising on the revaluation of individual fixed assets are credited to a non-distributable revaluation reserve. Where depreciation charges are increased following a revaluation, an amount equal to such increase is transferred annually from this reserve to the profit and loss account below the profit for the financial year. On the disposal of a revalued fixed asset, any remaining revaluation surplus corresponding to the item is also transferred to the profit and loss account.

2 Turnover

Contributions to turnover by geographical area are as shown below:

	1999 £'000	1998 £'000
υκ	35,901	36 <i>,</i> 759
Overseas	554	849
	36,455	37,608

The directors have taken advantage of provisions in the Companies Act 1985, not to disclose further segmental information, as they consider provision of further information would be prejudicial to the interests of the company.

3 Other operating expenses

Other operating expenses comprise:

	1999	1998
	£'000	£'000
Distribution costs	175	168
Selling and marketing costs	2,343	2,351
Administrative expenses	3,068	2,733
Research and development costs	36	191
Other operating expenses	349	-
	5,971	5,443

4 Exceptional item

The exceptional item relates to costs incurred in the restructuring of continuing activities. The restructuring resulted in the closure of a depot and included related redundancy costs which together amounted to £898,000. In addition losses on the sale of fixed assets totalled £345,000.

5 Interest payable and similar charges (net)

1 7	<i>5</i>	1999 £'000	1998 £'000
Bank overdraft		109	496

6 Profit on ordinary activities before taxation

Profit on ordinary activities before taxation is stated after charging (crediting):

	1999 £'000	1998 £'000
Depreciation of tangible fixed assets	394	435
Operating lease rentals		
- plant and machinery	240	256
- other	885	799
Auditors' remuneration		
- audit services	26	25
- non audit services	21	(3)
Research and development costs	36	191

7 Staff costs

c) Directors' remuneration:

Emoluments

7 Start costs		
a) Particulars of employee costs, including executive directors, are as shown below:		
	1999	1998
	£'000	£'000
Wages and salaries	11,494	11,208
Social security costs	924	968
Other pension costs	700	663
	13,118	12,839
b) The average monthly number of persons employed during the year was as follows:		
	1999	1998
	Number	Number
Production	54 <i>7</i>	544
Distribution	12	12
Selling and marketing	77	78
Administration	28	30

The above amounts do not include any gains made on the exercise of share options or the value of any shares or share options received under long term incentive schemes. The amounts receivable under long term incentive schemes are £70,941 (1998 - £41,833). No director exercised share options under long term incentive schemes in the year (1998 - Nil).

664

1999

£'000

210

664

1998

£'000

192

The number of directors who were contributing members of pension schemes was as follows:

	1999 Number	1998 Number
Defined benefit schemes	4	3

7 Staff costs (continued)

d) Highest paid director

The above amounts of remuneration include the following for the highest paid director:

	1999	1998
	£′000	£′000
Emoluments and long-term incentive schemes	94,158	70,033
•		

The accrued pension entitlement under the company's defined pension scheme of the highest paid director at 31 December 1999 was £47,783 (1998 - £39,881).

e) Pension costs

The company contributes the regular cost of providing pension benefits for its employees to the Group pension schemes. Any variation from this regular contribution is reflected in the accounts of the ultimate parent company, Senior Engineering Group plc.

Further details of the group schemes and the actuarial valuations are given in the accounts of the company's ultimate parent company, Senior Engineering Group plc.

8 Tax on profit on ordinary activities

The tax charge comprises:

	1999 £'000	1998 £'000
Corporation tax at 30% (1998 - 31%)	179	566
Deferred taxation	(8)	86
	171	652
Adjustment of current taxation in respect of prior years	15	5
Adjustment of deferred taxation in respect of prior years	-	38
	186	695
9 Dividends	1999	1998
	£'000	£'000
Dividend - interim paid of £42.06per share (1998 - £24.75)	1,317	775

The ordinary interim dividend was paid at a time when the directors believed that the company had sufficient reserves to absorb the dividend.

10 Tangible fixed assets

a) The movement of tangible fixed assets during the year was as follows:

				Plant,	
			Short	machinery	
	Land and l	ouildings	leasehold	and motor	Total
	Freehold	Leasehold	improvements	vehicles	
	£'000	£'000	£'000	£'000	£'000
Cost or valuation					
Beginning of year	1,478	110	308	6,518	8,414
Additions	313	-	-	337	650
Disposals			(287)	(1,434)	(1,721)
End of year	1,791	110	21	5,421	7,343
Depreciation					
Beginning of year	208	15	96	5,362	5,681
Charge	25	2	28	339	394
Disposals			(103)	(1,269)	(1,372)
End of year	233	17	21	4,432	4,703
Net book value			 -		
Beginning of year	1,270	95	212	1,156	2,733
End of year	1,558	93	-	989	2,640

10 Tangible fixed assets (continued)

- b) The freehold land and buildings were revalued on 31 December 1988 on an existing use, open market basis by Chesterton, Chartered Surveyors and Property Consultants.
- c) Original cost, and aggregate depreciation based on cost, of land and buildings included at valuation comprises:

	1999	1998
	£'000	£'000
Original cost	449	449
Depreciation based on cost	(313)	(309)
	136	140
d) The net book value of freehold land which is not depreciated is £250,000 (1998 - £250,	000).	
11 Stocks		
The following amounts are included in the net book value of stocks:	+000	1000
	1999 £'000	1998 £'000
Raw materials	1,516	2,255
Work-in-progress	564	496
Finished goods	67	84
	2,147	2,835
12 Debtors		
The following are included in debtors:		
	1999	1998
	£'000	£'000
Amounts falling due within one year:		
Trade debtors	9,138	10,045
Amounts recoverable on contracts	580	1 <i>,</i> 715
Amounts owed by other group undertakings	40	8
Other debtors	94	41
Prepayments and accrued income	541	538
UK corporation tax recoverable	<u> </u>	113
	10,393	12,460
Amounts falling due after more than one year:		
Trade debtors	371	172
Amount owed by ultimate parent company	-	265
	10,764	12,897

13	Creditors:	amounts	falling	due	within	one year	r
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The following amounts are included in creditors falling due within one year:		
, ·	1999	1998
	£'000	£'000
Bank overdrafts	-	4,585
Trade creditors	4,892	6,234
Amounts owed to group undertakings	831	91
Other creditors		
- UK corporation tax payable	179	571
- VAT	912	550
- Social security and PAYE	278	528
Accruals and deferred income	853	395
	7,945	12,954
14 Creditors: amounts falling due after more than one year		
The following amounts are included in creditors falling due after more than one year:	1999	1998
	£'000	£'000
Amounts owed to ultimate parent company, not repayable by instalments	8,964	3,313

Senior Engineering Group plc does not intend to seek repayment of the interest free loan within the next twelve months and accordingly the balance owed to the ultimate parent company has been treated as a non-current liability.

15 Provisions for liabilities and charges

Provision for liabilities and charges comprise deferred taxation.

	1999	1998
	£'000	£'000
Excess of tax allowances over book depreciation of fixed assets	62	70

There is no unprovided deferred taxation.

16 Deferred taxation

Deferred taxation provided in the balance sheet, together with the full potential liability, is as follows:

	1999		1998	
	Full potential liability £'000	Provided (recognised) £'000	Full potential liability £'000	Provided (recognised)
Accelerated capital allowances	79	79	88	88
Short term timing differences	(17)	(17)	(18)	(18)
Potential capital gains on revalued properties	169	-	169	-
Deferred tax liability	231	62	239	70
The movement on deferred taxation comprises:			1999 £'000	1998 £'000
Beginning of year			70	(54)
(Credit) charge to the profit and loss account			(8)	124
End of year		-	62	70
17 Called-up share capital				
	Authorised			nd fully-paid
	1999 £'000	1998 £'000	1999 £'000	1998 £'000
Ordinary shares of £1 each	50	50	31	31

18 Guarantees and other financial commitments

a) Capital commitments

At the end of the year there were no contracted capital commitments (1998 - £nil).

b) Lease commitments

The company leases certain land and buildings and plant and machinery on short term leases. The annual rental on the land and buildings leases was £885,000 (1998 - £799,000) and on plant and machinery was £240,000 (1998 - £256,000). The rents payable under these leases are subject to renegotiation at various intervals specified in the leases. The company pays all insurance, maintenance and repairs on these properties.

18 Guarantees and other financial commitments (continued)

The minimum annual rentals under the foregoing leases are as follows:

	1999		1998	
	Land and buildings £'000	Plant and machinery £'000	Land and buildings £'000	Plant and machinery £'000
Operating leases expiring:				
- within one year	-	44	35	154
- between two to five years	106	88	67	116
- after five years	737	-	720	18
	843	132	822	288

c) Revolving credit facility

The company is a guarantor, jointly and severally, with certain other group companies of a committed five year £100 million multi-currency revolving credit facility for the Group dated 28 June 1999. At 31 December 1999 the total sums borrowed under this facility were £79.7 million (1998 - £34.8 million), comprising £42.0 million, Euro 14 million, Yen 1,200 million and US\$35 million at variable interest rates.

- d) Private placement loans
- i) The company is a guarantor, jointly and severally, with certain other group companies, of US\$75million (1998 US\$75 million) unsecured loan notes, issued during 1998 under agreements dated 22 October 1998.
- ii) The company is a guarantor, jointly and severally, with certain other group companies of US\$30 million (1998 - US\$30 million) unsecured loan notes under amended and restated agreements dated 31 October 1995 and15 January 1999.

e) Bank guarantees

The company is a guarantor, jointly and severally, with certain other UK group companies, of all indebtedness of these other group companies to one of the group's UK clearing bankers.

The company is a guarantor, jointly and severally with certain other group companies, of all indebtedness of Senior Engineering Investments Inc (the Group's US holding company) to one of its bankers.

19 Reserves

	Share premium account £'000	Revaluation reserve £'000	Other reserves £'000	Profit and loss account £'000	Total £'000
At 1 January 1998	3	696	90	1,317	2,106
Realised revaluation surplus	-	(21)	-	21	-
Loss for the year	-	-	-	(1,341)	(1,341)
At 31 December 1999	3	675	90	(3)	765

No deferred tax has been provided by the company in respect of the revaluation reserve since the directors consider that no liability to taxation will arise in the foreseeable future.

20 Reconciliation of movements in shareholders' funds

	1999	1998
	£'000	£'000
(Loss) profit for the financial year	(24)	1,317
Dividends paid	(1,317)	(775)
Net (reduction in) addition to shareholders' funds	(1,341)	542
Opening shareholders' funds	2,137	1,595
Closing shareholders' funds	796	2,137

21 Ultimate parent company

The company's immediate parent company is Senior Engineering Investments Limited.

The company's ultimate parent company, which prepares consolidated accounts incorporating the company's results, is Senior Engineering Group plc, whose registered office is at Senior House, 59/61 High Street, Rickmansworth, Hertfordshire, WD3 1RH. The consolidated accounts of the group are available to the public and may be obtained from the aforementioned address.

22 Cash flow statement

As permitted by Financial Reporting Standard No. 1 (Revised), the company has not produced a cash flow statement, as it is a wholly owned subsidiary undertaking of Senior Engineering Group plc, which has produced a group cash flow statement in its accounts.

23 Related party transactions

The company has taken advantage of the exemption in Financial Reporting Standard No. 8 "Related party disclosures" and has not disclosed transactions with group undertakings.