# ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 2000

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# ANNUAL REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 2000

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#### **DIRECTORS**

H Solomon (USA)

R Stafford (Republic of Ireland)

J Worth

D Burke (Republic of Ireland)

#### SECRETARY AND REGISTERED OFFICE

A Livingstone

Bourne Road

Bexley

Kent DA5 1NX

#### **COMPANY NUMBER**

532832

#### **AUDITORS**

BDO Stoy Hayward 8 Baker Street London W1M 1DA

#### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST MARCH 2000

The directors submit their report together with the audited financial statements for the year ended 31st March 2000.

#### Principal Activity

The principal activities of the Company are the manufacture and distribution of ethical and over-the-counter pharmaceutical products.

#### Review of Business

This has been a disappointing year for the Company. After integrating the business of Pharmax Healthcare Limited, sales declined by 2.5% to £19.9M.

The major part of the downturn has been in our export markets where we have been experiencing difficulties due to the current exchange rate.

In October 1999 we were forced to cut the prices of our UK branded ethical medicines by 4.5%. Although we have yet to see the full effect of this measure, it has put increasing strain on the profitability of the Company which we will need to address in the coming year.

#### Results & Dividends

The profit and loss statement is set out on page 5 and shows the Company's results for the year, together with the retained profits.

No dividend is proposed.

There have been no events since the balance sheet date which materially affect the position of the Company.

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST MARCH 2000 (continued)

#### Directors

The directors of the Company during the year ended 31st March 2000 were:-

H Solomon (USA)

R Stafford (Republic of Ireland)

J Worth

D Burke (Republic of Ireland)

None of the directors had any interest in the share capital of the Company during the year or previous year.

Mr J Worth and Mr D Burke retire by rotation and, being eligible, offer themselves for re-election.

The interests of the directors in the shares of the ultimate parent company are disclosed in the accounts of that company.

#### **Auditors**

BDO Stoy Hayward have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

By order of the board

A Livingstone

Secretary

Date: 21/12/2000

# STATEMENT OF DIRECTORS' RESPONSIBILITIES FOR THE YEAR ENDED 31ST MARCH 2000

#### Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to assume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They 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.

# REPORT OF THE AUDITORS TO THE MEMBERS OF PHARMAX LIMITED

We have audited the financial statements on pages 5 to 15 which have been prepared under the accounting policies set out on pages 7 and 8.

#### Respective responsibilities of directors and auditors

As described on page 3 the Company's directors are responsible for the preparation of the financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and report our opinion to you.

#### Basis of opinion

We conducted our audit in accordance with auditing standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the Company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall accuracy of the presentation of information in the financial statements.

## **Opinion**

In our opinion the financial statements give a true and fair view of the state of the Company's affairs as at 31st March 2000 and of its result for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

BDO Sty Hayward

**BDO Stoy Hayward** 

Chartered Accountants and Registered Auditors

London

Date

TAMUALY 2001

PHARMAX LIMITED

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2000

<u>NO</u>	<u>TE</u>		2000 £		<u>1999</u> <u>£</u>
TURNOVER	2		19,393,379		9,047,496
Cost of Sales			12,928,074		5,010,002
GROSS PROFIT			6,465,305		4,037,494
Distribution Costs		4,216,644		2,822,016	
Administrative Expenses		2,402,597		1,783,823	
			6,619,241		4,605,839
OPERATING LOSS			(153,936)		(568,345)
Interest Receivable	6		551,910	· -	478,211
PROFIT / (LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION			397,974		(90,134)
Taxation	7		180,000		(8,961)
PROFIT / (LOSS) FOR THE YEAR			217,974	: =	(81,173)
STATEMENT OF RETAINED PRO	FITS				
Retained profits at 1st April			7,359,806		7,440,979
Profit / (Loss) for the year			217,974		(81,173)
Retained profits at 31st March			7,577,780	: :	7,359,806

All amounts relate to continuing activities.

All recognised gains and losses are included in the profit and loss account.

The notes on pages 7 to 15 form part of these financial statements.

## **BALANCE SHEET AT 31ST MARCH 2000**

NOTE		<u>2000</u>		<u>1999</u> <u>£</u>
		<u>.c.</u>		<u>a-</u>
8		2,127,016		2,168,066
9		1,394		1,394
		2,128,410		2,169,460
10	3,546,717		3,136,279	
11	4,055,265		4,815,274	
	10,027,951		10,341,964	
	17,629,933		18,293,517	
12	11,004,963		11,897,571	
	-	6,624,970		6,395,946
٦ <u>-</u>				
		8,753,380		8,565,406
S				
_				
13		76,000		106,000
		8,677,380		8,459,406
14		534,938		534,938
	•		*	
	1,377,780	8 142 442	/,339,800	7,924,468
		0,172,772		1,724,400
		8,677,380		8,459,406
	8 9 10 11 12 5 13	8 9 10 3,546,717 11 4,055,265 10,027,951 17,629,933 12 11,004,963	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

APPROVED by the HOARD OF DIRECTORS

R. Stafford /Ly/~

Date: 3th Jenney 200,

D. Burke Den Burke

The notes on pages 7 to 15 form part of these financial statements.

#### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

#### 1. Accounting Policies

#### (a) Convention

These financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards. The principal accounting policies which the directors have adopted within that convention are set out below.

#### (b) Foreign Currency

Foreign currency transactions are translated at the rates ruling when they occurred. Assets and liabilities in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. Exchange profits and losses, realised and unrealised, are included in the Company's trading results.

#### (c) Turnover

Turnover is the amount derived from the provision of goods and services falling within the Company's ordinary activities after deduction of trade discounts and value added tax.

#### (d) Research & Development

Research and development expenditure is written off in the year in which it is incurred.

#### (e) Deferred Taxation

Provision is made for timing differences between the treatment of certain items for taxation and accounting purposes to the extent that it is probable that a liability or asset will crystallise.

#### (f) Tangible Fixed Assets and Depreciation

For all tangible fixed assets depreciation is calculated to write down their cost to their estimated residual values by equal annual instalments over the period of their estimated useful economic lives, which are considered to be:

Freehold Buildings
Plant and machinery, fixtures and fittings

Up to 10 years

40 years

Motor vehicles

Up to 4 years

#### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

#### 1 Accounting Policies (continued)

#### (g) Patents, Licences and Trade Marks

The normal expenses of maintaining patents, licences and trade marks are charged against the Company's trading results as incurred.

#### (h) Stock and Work in Progress

Stock and work in progress are valued at the lower of cost and net realisable value.

Cost is calculated as follows:-

Raw materials, bought out parts cost of purchase on first in, and consumable stores - first out basis.

Work in progress and cost of raw materials and labour together with attributed overheads based on the normal level of

#### (i) Pension Costs

Contributions to the Company's pension scheme are charged to the profit and loss account so as to spread the cost of pensions over the employees' working lives with the Company.

activity.

#### (j) Leased assets

All leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight line basis over the term of the lease.

#### 2 Analysis of Turnover

The turnover is attributable mainly to the manufacture and distribution of Ethical Pharmaceuticals.

The turnover is attributable to each of the Company's geographical markets is:-

	<u>2000</u>	<u> 1999</u>
	$\underline{\mathfrak{t}}$	$\underline{\mathbf{t}}$
United Kingdom	17,872,115	7,487,233
Republic of Ireland	405,519	368,826
Rest of Europe	305,045	210,167
Middle East	214,779	225,371
Asia	390,169	520,242
Canada	147,297	175,697
Other	58,455	59,960
	19,393,379	9,047,496

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

3.	Operating Loss Operating loss is arrived at after charging:	<u>2000</u> <u>£</u>	1999 <u>£</u>
	Depreciation Auditor's remuneration	299,973	458,255
	- audit services	20,000	26,256
	- non audit services	1,562	2,338
	Operating leases - plant and machinery	10,500	15,094
	Operating leases - motor vehicles	326,755	-
	Operating leases - other	-	<u>270,000</u>
4.	Employees		
	The average monthly number of employees	within each category wa	ıs:
		<u>2000</u>	<u>1999</u>
		<u>No</u>	<u>No</u>
	Production	69	69
	Distribution	69	56
	Administrative	28_	29
		166	154
	The costs incurred in respect of these emplo	yees were:	
		<u>2000</u>	<u>1999</u>
		$\underline{\mathbf{t}}$	$oldsymbol{f  ilde{t}}$
	Wages and salaries	3,747,564	3,429,882
	Social security costs	374,921	293,385
	Other pension costs	506,854	518,523
		4,629,339	4,241,790

# NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

5.	Directors' Emoluments	2000 £	<u>1999</u> <u>£</u>
	Aggregate emoluments	80,796	<u>79,524</u>
	Retirement benefits accrued to one director under the year.	er a defined benefit so	cheme during
6.	Interest Receivable	2000 £	1999 <u>£</u>
	Bank interest	551,861	478,155
	Building Society interest	49	56
		551,910	478,211
7.	Taxation		
		2000 £	1999 <u>£</u>
	Corporation tax	210,000	7,039
	Transfer from deferred taxation	(30,000)	(16,000)
		180,000	(8,961)

PHARMAX LIMITED

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

8. <u>T</u>	angible Assets					
		FREEHOLD	FURNITURE	PLANT &	MOTOR	TOTAL
		LAND &		MACHINERY	VEHICLES	
		BUILDINGS	FITTINGS			
		$\underline{\mathfrak{t}}$	$\underline{\mathfrak{t}}$	$\underline{\mathfrak{t}}$	$\underline{\mathbf{t}}$	$\underline{\mathbf{t}}$
Cost at 1st A	April 1999	1,754,855	350,714	2,616,352	91,905	4,813,826
Reclassifica	tion	-	66,228	-66,228	-	-
Additions d	uring year	-	200,502	66,583	-	267,085
		1,754,855	617,444	2,616,707	91,905	5,080,911
Disposals de	uring year	-	-	-	50,957	50,957
Cost at 31st	March 2000	1,754,855	617,444	2,616,707	40,948	5,029,954
Depreciation	n at					
1st April 19		539,052	300,181	1,743,510	63,017	2,645,760
Provision fo	or the year	35,121	105,490	145,157	14,205	299,973
		574,173	405,671	1,888,667	77,222	2,945,733
Eliminated	on disposals	-	-	-	42,795	42,795
Depreciation	n at					
31st March		574,173	405,671	1,888,667	34,427	2,902,938
Net book va	ilue at					
31st March	2000	1,180,682	211,773	728,040	6,521	2,127,016
Net book va	ilije at					
31st March		1,215,803	50,533	872,842	28,888	2,168,066

There were no capital commitments at the balance sheet date. (1999 £nil)

#### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

#### 9. Fixed Asset Investments

# Subsidiaries and Related Companies

	Percentage of Share Capital held	Unquoted shares $\underbrace{\text{at cost}}_{\underline{\mathbf{f}}}$
Subsidiary Fletcher, Fletcher & Co Ltd	100% ordinary	100
Related Company Forest Pharmax Limited	50% ordinary	<u>1,294</u>
Net Book Value at 31st March 2000		<u>1,394</u>
Net Book Value at 31st March 1999		<u>1,394</u>

The Company has taken advantage of the exemption granted under S228 (1) of the Companies Act 1985 from preparing consolidated financial statements being itself a wholly owned subsidiary undertaking.

10.	Stocks	2000 £	1999 £
	Raw Materials	1,116,106	1,198,320
	Work in progress	410,364	382,907
	Finished goods and goods for resale	2,020,247	1,555,052
		<u>3,546,717</u>	<u>3,136,279</u>

In the opinion of the directors, the above value of stocks is not materially different to replacement cost at 31st March 2000.

# $\underline{\text{NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000}}$

11.	<u>Debtors</u>		
		2000 £	<u>1999</u> <u>£</u>
	Trade debtors	3,489,886	4,316,980
	Amounts owed by Group undertakings	14,211	59,912
	Prepayments and accrued income	551,168	272,910
	Other Taxation and Social Security		165,472
		4,055,265	4,815,274
	All debts fall due for payment within one year.		
12.	Creditors - Amounts falling due within one year		
		2000 <u>£</u>	<u>1999</u> <u>£</u>
	Trade creditors	746,420	1,158,536
	Amounts owed to Group undertakings	8,509,379	8,513,054
	Corporation Tax	182,902	353,165
	Other creditors	352,889	375,856
	Accruals and deferred income	1,107,303	1,496,960
	Other Taxation and Social Security	106,070	<del>-</del>
		11,004,963	11,897,571

#### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

13.	Provisions for Liabilities and Charges					
	Deferred Taxation	20	00	19	1999	
		Not	Provided	Not	 Provided	
		Provided	in accounts	Provided	in accounts	
		$\underline{\mathfrak{t}}$	$\underline{\mathfrak{t}}$	$\overline{\mathfrak{T}}$	$\underline{\mathbf{f}}$	
	Sundry timing difference	-	-	-	6,500	
	Accelerated capital					
	allowances	-	76,000	-	99,500	
	Related to freehold					
	land and buildings	$\frac{156,000}{156,000}$	76,000	155,000	106,000	
		130,000	70,000	<del>-</del>	100,000	
	Movements in deferred taxation					
	Balance at 1st April 1999		106,000		124,000	
	Transfer to Profit & Loss Account	nt	(30,000)		(18,000)	
	Balance 31st March 2000		76,000		106,000	
14.	Share Capital					
			<u>2000</u>		<u>1999</u>	
			$\underline{\mathfrak{t}}$		$\underline{\mathfrak{t}}$	
	Authorised, issued and fully paid	1				
	21,500 Deferred shares of 10p ea	ach	2,150		2,150	
	2,150 Ordinary shares of 10p eac	ch	215		215	
	12% non-cumulative redeemable	<b>;</b>				
	preference shares of £1 each		532,573		532,573	
			534,938		534,938	

Ordinary shareholders have 1,000 votes per share and the right to all profits after payment of the preference dividend. On a winding up, following payment to the Preference Shareholders, Ordinary Shareholders will receive £100 per share and the balance of any assets following payment to Deferred Shareholders.

Deferred Shareholders have one vote per share, no rights to share in the profits, and on a winding up, repayment of the amount paid up following payment of the preference shareholders and £100 per Ordinary Share.

Preference Shareholders have one vote per share and in a winding up, surplus assets remaining after payment of liabilities shall first be applied to repaying the paid up amount on their shares. The shares were issued on 26th May 1978 and can be redeemed only at the Company's option. The Company must give three months written notice of redemption. The shares would be redeemed at par value.

#### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2000

#### 15. Commitments under operating leases

The Company's annual commitments under non cancellable operating leases is as follows:-

	<u>2000</u>	<u>1999</u>
	$\underline{\mathfrak{t}}$	$\underline{\mathfrak{L}}$
Plant and machinery		
- expiring between 2 and 5 years	10,500	12,541
	10,500	12,541

#### 16. Pension Scheme

The Company operates a defined benefit pension scheme for the majority of its employees who joined the scheme prior to 6th April 1993. Any new entrants to the Company's pension scheme, subsequent to 6th April 1993, joined a money purchase scheme. The assets of the scheme are held in a separate trustee administered fund.

The total pension cost for the year was £506,854 (1999 £518,523). The employer's contribution was 16.1% (1999 16.1%) of an employee's pensionable salary. The pension cost charged to the profit and loss account is such as to spread the cost of pensions over employees' working lives. The pension cost has been based on the latest valuation which was conducted as at 6th April 1997 and was completed allowing for 8.5% investment returns and 7% future salary increases.

#### 17 Related Party Transactions

The Company has taken advantage of the exemption not to disclose any transactions or balances with entities which have 90% or more voting rights controlled within the Group.

#### 18. Cash flow statement

The Company has taken advantage of the exemption allowed under Financial Reporting Standard 1 "Cash Flow Statements" not to produce a cash flow statement, as it is a wholly owned subsidiary of Pharmax Holding Limited. A Group cash flow statement is included in the financial statements of Pharmax Holding Limited, the United Kingdom parent company. Copies of the consolidated financial statements of Pharmax Holding Limited are available from Companies House.

#### 19. Parent Company

The Company's ultimate parent company is Forest Laboratories Inc., a company incorporated in the USA.