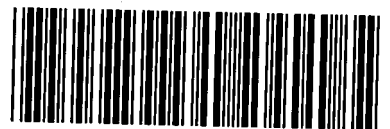


# **BIRTLEY GROUP LIMITED**

Registered number 00602575

**Annual Report and Financial Statements**  
For the year ended 31 December 2017

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## Strategic Report

### Principal activity

The principal activity of the Company is the manufacture and distribution of products for the building industry.

### Business review and future developments

Overview – Turnover for the year was £49,344,000 (2016: £46,840,000). The increase in turnover reflects general market conditions with significant increases specifically in our lintels business. The Company continues to react well within all of the markets it serves, generating incremental turnover as a result.

Operating profit before reorganisation costs was £3,353,000 (2016: £3,463,000), as the Company continues to focus on operating efficiencies and the management of its cost base.

During the year, Hill & Smith Holdings PLC ("the Group"), the Company's ultimate parent company, undertook a rationalisation of the Group's corporate entity structure to reduce the number of dormant entities. This included the waiver of a number of intra-group balances, realising a gain in the Company of £171,000, which has been recorded separately as re-organisation income in the financial statements.

Strategy – The Company continues to build its brand in its markets, improving revenues and seeking to maximise opportunities in its steel businesses. The door business continues to operate in its traditional housebuilder market whilst continuing to grow market share in both the retail and refurbishment sectors. The Company aims to further increase volumes and its customer base going forward. The senior management team will continue to strengthen its infrastructure in the years ahead. The Company will also look to consider any further selective acquisitions where the business and products align with our current routes to market.

Health and Safety - The Company is committed to a continuous improvement in its health and safety performance. Its activities comply with health and safety standards and legislation, with monthly meetings held and recorded. The Directors are committed to ensuring the best working conditions and welfare of the Company's employees. Further details of the Group's health and safety activities can be found in the Hill & Smith Holdings PLC Annual Report.

Corporate Social Responsibility – The Company recognises the importance of balancing the interests of key stakeholders - employees, customers, shareholders, suppliers and the wider community in which it operates. The Company remains committed to a continuous improvement in its environmental performance to ensure that its activities comply with environmental standards and legislation. Further details of Corporate Social Responsibility activities can be found in the Hill & Smith Holdings PLC Annual Report.

Outlook – the Directors continue to believe that the Company is in a strong position to further increase the commercial potential of its extended product portfolio, whilst benefitting from current and future improvements to market conditions, particularly those in the new build and retail housing sectors.

### Principal risks and uncertainties

The Board continues to develop policies and procedures that reflect the nature and scale of the Company's business. These are designed to identify, mitigate and manage risk. The Board has identified the risks affecting its business but none that present a significant threat to its business. The Board regularly reviews its risk profile throughout the year in order to monitor any developing risks and to create and implement appropriate mitigation activities. A full policies and procedures manual, which is available across the workforce, helps to ensure that the Company is kept up to date with legislation and current best practice.

## Strategic Report (Continued)

### Key performance indicators

The Group's key performance indicators are commented on in detail in the Hill & Smith Holdings PLC annual report. Those that specifically relate to the Company are as follows:

*Financial* – The Company considers revenue growth, operating margin, return on capital employed and net cash flow from operating activities to be its principal financial key performance indicators.

*Non-financial* – Health and safety, energy efficiency, emissions, use of recycled products and waste management are all principal areas of focus for the Company.

By order of the Board



C A Henderson  
Secretary

Westhaven House  
Arleston Way  
Shirley, Solihull  
West Midlands  
B90 4LH

5 June 2018

## Directors' Report

The Directors present their Report and audited Financial Statements for the year ended 31 December 2017.

### Research and development

The Company does not invest in research and development.

### Dividends

A dividend payment of £1,000,000 has been made in the year ended 31 December 2017 (2016: £nil). There are no proposed dividends.

### Directors

The Directors serving during the year and in the period up to the date of this report were as follows:

N Ainsley  
G K Miller  
D W Muir  
M Pegler  
C A Henderson  
T Carmichael

S J Cox (Resigned 27 January 2017)

### Political contributions

The Company made no political donations or incurred any political expenditure during the year.

### Employees

Details of the number of employees and related costs can be found in note 6 to the Financial Statements.

Applications for employment by disabled persons are considered fully, bearing in mind the aptitudes 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 appropriate training is arranged. It is the policy of the Company that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

The Company participates in Hill & Smith Holdings PLC's policies and practices to keep employees informed on matters relevant to them as employees through appropriate means, such as employee meetings and newsletters.

### Disclosure of information to auditor

The Directors who held office at the date of approval of this Directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditor is unaware; and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

### Auditor

Pursuant to Section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office.

By order of the Board



C A Henderson  
Secretary

Westhaven House  
Arleston Way  
Shirley  
Solihull  
West Midlands  
B90 4LH

5 June 2018

## **Statement of Directors' responsibilities in respect of the Strategic Report, the Directors' Report and the Financial Statements**

The Directors are responsible for preparing the Strategic Report, Directors' Report and the Financial Statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare Financial Statements for each financial year. Under that law they have elected to prepare the Financial Statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 101 *Reduced Disclosure Framework*.

Under company law the Directors must not approve the Financial Statements unless they are satisfied that they 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 these 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 UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the Financial Statements;
- assess the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

## **Independent Auditor's Report to the members of Birtley Group Limited**

### **Opinion**

We have audited the Financial Statements of Birtley Group Limited ("the company") for the year ended 31 December 2017 which comprise the Statement of Profit and Loss Account and Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity and related notes, including the accounting policies in note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2017 and of its profit for the period then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 101 Reduced Disclosure Framework; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

### **Going Concern**

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least twelve months from the date of approval of the financial statements. We have nothing to report in these respects.

### **Strategic report and directors' report**

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

### **Matters on which we are required to report by exception**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

We have nothing to report in these respects.

### **Directors' responsibilities**

As explained more fully in their statement set out on page 4, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

## **Independent Auditor's Report to the members of Birtley Group Limited (continued)**

### **Auditor's responsibilities**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities)

### **The purpose of our audit work and to whom we owe our responsibilities**

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.



**Darren Turner (Senior Statutory Auditor)**  
**for and on behalf of KPMG LLP, Statutory Auditor**  
Chartered Accountants  
One Snowhill  
Snow Hill Queensway  
Birmingham  
B4 6GH  
United Kingdom

5 June 2018



**Profit and Loss Account**  
*for the year ended 31 December 2017*

	Note	2017 £000	2016 £000
<b>Turnover</b>	2	<b>49,344</b>	46,840
Cost of sales		<b>(35,308)</b>	(33,040)
<b>Gross profit</b>		<b>14,036</b>	13,800
Distribution costs		<b>(3,663)</b>	(3,781)
Administrative expenses		<b>(6,849)</b>	(6,556)
Operating profit before re-organisation costs		<b>3,353</b>	3,463
Re-organisation income	3	<b>171</b>	-
<b>Operating profit</b>		<b>3,524</b>	3,463
Income from shares in subsidiary undertakings		-	-
<b>Profit before interest and taxation</b>		<b>3,524</b>	3,463
Interest receivable	7	<b>36</b>	3
Interest payable and similar charges	8	-	(20)
<b>Profit before taxation</b>	4	<b>3,560</b>	3,446
Taxation on profit	9	<b>(556)</b>	(651)
<b>Profit for the financial year</b>		<b>3,004</b>	2,795

**Other comprehensive income / (expense)**

*Items that will not be classified to profit or loss:*

Remeasurement of the net defined benefit pension liability	<b>344</b>	(2,922)
Taxation on other comprehensive (expense) / income	<b>(58)</b>	471
<b>Other comprehensive income / (expense) for the year, net of tax</b>	<b>286</b>	(2,451)
<b>Total comprehensive income for the year</b>	<b>3,290</b>	344

All operations are continuing.

The notes on pages 10 to 25 form part of the Financial Statements.

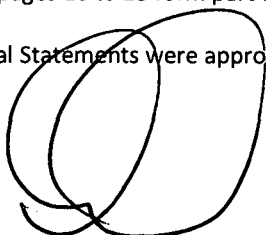
**Balance Sheet**  
*as at 31 December 2017*

	Note	2017 £000	2016 £000
<b>Fixed assets</b>			
Intangible assets	10	162	202
Tangible assets	11	2,437	2,465
Investments	12	-	-
		<u>2,599</u>	<u>2,667</u>
<b>Current assets</b>			
Stocks	13	5,895	5,344
Debtors	14	13,069	13,015
Cash at bank and in hand		4,204	3,959
		<u>23,168</u>	<u>22,318</u>
<b>Creditors: Amounts falling due within one year</b>	15	<u>(14,942)</u>	<u>(16,130)</u>
<b>Net current assets</b>		<u>8,226</u>	<u>6,188</u>
<b>Total assets less current liabilities</b>		<u>10,825</u>	<u>8,855</u>
<b>Provisions for liabilities</b>			
Pension liabilities	16	(5,149)	(5,493)
<b>Net assets</b>		<u>5,676</u>	<u>3,362</u>
<b>Capital and reserves</b>			
Called up share capital	18	1,400	1,400
Share premium account		336	336
Profit and loss account		3,940	1,626
<b>Shareholder's funds</b>		<u>5,676</u>	<u>3,362</u>

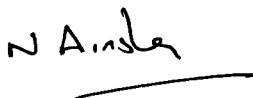
The notes on pages 10 to 25 form part of the Financial Statements.

These Financial Statements were approved by the Board of Directors and signed on their behalf by:

G K Miller  
Director



N Ainsley  
Director



5 June 2018

Company No. 00602575

**Statement of Changes in Equity**  
*for the year ended 31 December 2017*

	<b>Called up share capital £000</b>	<b>Share premium account £000</b>	<b>Profit and loss account £000</b>	<b>Total equity £000</b>
Balance at 1 January 2016	1,400	336	1,265	3,001
<b>Comprehensive income</b>				
Profit for the year	-	-	2,795	2,795
Other comprehensive income for the year	-	-	(2,451)	(2,451)
Tax taken directly to the Statement of Changes in Equity	-	-	17	17
<b>Transactions with owners recognised directly in equity</b>				
Dividends	-	-	-	-
<b>At 31 December 2016</b>	<b>1,400</b>	<b>336</b>	<b>1,626</b>	<b>3,362</b>
<b>Comprehensive income</b>				
Profit for the year	-	-	3,004	3,004
Other comprehensive expense for the year	-	-	286	286
Tax taken directly to the Statement of Changes in Equity	-	-	24	24
<b>Transactions with owners recognised directly in equity</b>				
Dividends	-	-	(1,000)	(1,000)
<b>At 31 December 2017</b>	<b>1,400</b>	<b>336</b>	<b>3,940</b>	<b>5,676</b>

## Notes

### *(forming part of the Financial Statements)*

#### **1 Accounting policies**

The following accounting policies have been applied consistently in the current and prior period in dealing with items which are considered material in relation to the Company's Financial Statements.

#### ***Basis of preparation***

These Financial Statements were prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101").

In preparing these Financial Statements, the Company applies the recognition, measurement and disclosure requirements of International Financial Reporting Standards as adopted by the EU ("Adopted IFRSs"), but makes amendments where necessary in order to comply with Companies Act 2006 and has set out below where advantage of the FRS 101 disclosure exemptions has been taken.

The Company's ultimate parent undertaking, Hill & Smith Holdings PLC includes the Company in its Consolidated Financial Statements. The Consolidated Financial Statements of Hill & Smith Holdings PLC are prepared in accordance with International Financial Reporting Standards and are available to the public and may be obtained from Group Headquarters (see note 25).

In these Financial Statements, the Company has applied the exemptions available under FRS 101 in respect of the following disclosures:

- a Cash Flow Statement and related notes;
- Comparative period reconciliations for share capital, tangible fixed assets and intangible assets;
- Disclosures in respect of transactions with wholly owned subsidiaries;
- Disclosures in respect of capital management;
- The effects of new but not yet effective IFRSs; and
- Disclosures in respect of the compensation of Key Management Personnel.

As the Consolidated Financial Statements of Hill & Smith Holdings PLC include the equivalent disclosures, the Company has also taken the exemptions under FRS 101 available in respect of the following disclosures:

- IFRS 2 Share Based Payments in respect of group settled share based payments
- Certain disclosures required by IAS 36 Impairment of assets in respect of the impairment of goodwill and indefinite life intangible assets;
- Certain disclosures required by IFRS 3 Business Combinations in respect of business combinations undertaken by the Company; and
- Certain disclosures required by IFRS 13 Fair Value Measurement and the disclosures required by IFRS 7 Financial Instrument Disclosures.

## Notes (continued)

### 1 Accounting policies (continued)

#### **Measurement convention**

The Financial Statements are prepared on the historical cost basis except that the following assets and liabilities are stated at their fair value: derivative financial instruments, financial instruments classified as fair value through the profit or loss or as available-for-sale, investment property and liabilities for cash-settled share-based payments. Non-current assets and disposal groups held for sale are stated at the lower of previous carrying amount and fair value less costs to sell.

#### **Going concern**

The Company's business activities, together with the factors likely to affect its future development and position, are set out in the Strategic Report on page 1.

The Company participates in the Group's centralised treasury and banking arrangements, along with its parent and certain fellow subsidiaries, as shown in note 19. However, the Directors have no reason to believe that a material uncertainty exists for the Company since the Directors of the Company's parent, Hill & Smith Holdings PLC, have already signed the Annual Report and Accounts for the same period on a going concern basis. The Directors of the Company therefore have evidence of the Group's ability to continue in operational existence for the foreseeable future with its current banking arrangements. Thus they continue to adopt the going concern basis of accounting in preparing the annual Financial Statements.

#### **Consolidation**

In accordance with Section 400 of the Companies Act 2006, consolidated accounts have not been prepared as the Company is a wholly owned subsidiary of Hill & Smith Holdings PLC, a company incorporated in England, which has prepared Consolidated Financial Statements to include the results of the Company.

#### **Investments in subsidiary undertakings**

Investments in subsidiary undertakings are stated at cost less amounts written off for impairment. Investments are reviewed for impairment where events or circumstances indicate that their carrying value may not be recoverable.

#### **Foreign currencies**

Transactions in foreign currencies are translated to the Company's functional currencies at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the Balance Sheet date are retranslated to the functional currency at the foreign exchange rate ruling at that date. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are retranslated to the functional currency at foreign exchange rates ruling at the dates the fair value was determined. Foreign exchange differences arising on translation are recognised in the Profit and Loss Account except for differences arising on the retranslation of qualifying cash flow hedges, which are recognised in other comprehensive income.

#### **Turnover**

Turnover, which excludes value added tax and trade discounts, represents the invoiced value of goods and services supplied.

#### **Goodwill**

Goodwill is stated at cost less any accumulated impairment losses. Goodwill is allocated to cash-generating units. It is not amortised but is tested annually for impairment. This is not in accordance with The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 which requires that all goodwill be amortised. The Directors consider that this would fail to give a true and fair view of the profit for the year and that the economic measure of performance in any period is properly made by reference only to any impairment that may have arisen. It is not practicable to quantify the effect on the Financial Statements of this departure.

## Notes (continued)

### 1 Accounting policies (continued)

#### **Other intangible assets**

Expenditure on internally generated goodwill and brands is recognised in the profit and loss account as an expense as incurred.

Other intangible assets that are acquired by the Company are stated at cost less accumulated amortisation and less accumulated impairment losses.

The cost of an intangible asset acquired in a business combination is its fair value at the acquisition date.

#### **Amortisation**

Amortisation is charged to the Profit and Loss Account on a straight-line basis over the estimated useful economic lives of intangible assets unless such lives are indefinite. Intangible assets with an indefinite useful life and goodwill are systematically tested for impairment at each Balance Sheet date. Other intangible assets are amortised from the date they are available for use up to a maximum of 20 years.

#### **Financial instruments**

##### **Trade and other debtors**

Trade and other debtors are recognised initially at fair value. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses.

##### **Trade and other creditors**

Trade and other creditors are recognised initially at fair value. Subsequent to initial recognition they are measured at amortised cost using the effective interest method.

##### **Interest-bearing borrowings**

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method, less any impairment losses.

##### **Derivative financial instruments**

Derivative financial instruments are recognised at fair value. The gain or loss on remeasurement to fair value is recognised immediately in profit or loss. However, where derivatives qualify for hedge accounting, recognition of any resultant gain or loss depends on the nature of the item being hedged.

##### **Fair value hedges**

Where a derivative financial instrument is designated as a hedge of the variability in fair value of a recognised asset or liability or an unrecognised firm commitment, all changes in the fair value of the derivative are recognised immediately in the Profit and Loss Account. The carrying value of the hedged item is adjusted by the change in fair value that is attributable to the risk being hedged (even if it is normally carried at cost or amortised cost) and any gains or losses on remeasurement are recognised immediately in the Profit and Loss Account (even if those gains would normally be recognised directly in reserves).

##### **Provisions**

A provision is recognised in the Balance Sheet when the Company has a present legal or constructive obligation as a result of a past event, that can be reliably measured and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects risks specific to the liability.

## Notes (continued)

### 1 Accounting policies (continued)

#### **Tangible Fixed assets and depreciation**

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses.

Where parts of an item of tangible fixed assets have different useful lives, they are accounted for as separate items of tangible fixed assets.

Leases in which the Company assumes substantially all the risks and rewards of ownership of the leased asset are classified as finance leases. Where land and buildings are held under leases the accounting treatment of the land is considered separately from that of the buildings. Leased assets acquired by way of finance lease are stated at an amount equal to the lower of their fair value and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation and less accumulated impairment losses. Lease payments are accounted for as described below.

Depreciation is charged to the Profit and Loss Account on a straight-line basis over the estimated useful lives of each part of an item of tangible fixed assets. Land is not depreciated. The estimated useful lives are as follows:

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Plant, equipment and vehicles	-	4 to 20 years
Buildings	-	50 years
Leasehold assets	-	the life of the lease

Depreciation methods, useful lives and residual values are reviewed at each Balance Sheet date.

#### **Stocks and work in progress**

Stocks are stated at the lower of cost and net realisable value. Cost is based on the first-in first-out principle and includes expenditure incurred in acquiring the stocks, production or conversion costs and other costs in bringing them to their existing location and condition. In the case of manufactured stocks and work in progress, cost includes an appropriate share of overheads based on normal operating capacity.

#### **Taxation**

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the Profit and Loss Account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the Balance Sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided on temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The following temporary differences are not provided for: the initial recognition of goodwill; the initial recognition of assets or liabilities that affect neither accounting nor taxable profit other than in a business combination, and differences relating to investments in subsidiaries to the extent that they will probably not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the Balance Sheet date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised.

## Notes (continued)

### 1 Accounting policies (continued)

#### *Leases*

##### *Operating lease payments*

Payments (excluding costs for services and insurance) made under operating leases are recognised in the Profit and Loss Account on a straight-line basis over the term of the lease. Lease incentives received are recognised in the Profit and Loss Account as an integral part of the total lease expense.

##### *Finance lease payments*

Minimum lease payments are apportioned between the finance charge and the reduction of the outstanding liability. The finance charge is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability. Contingent rents are charged as expenses in the periods in which they are incurred.

#### *Expenses*

##### *Interest receivable and Interest payable*

Interest payable and similar charges include interest payable, finance charges on shares classified as liabilities and finance leases recognised in profit or loss using the effective interest method, unwinding of the discount on provisions, and net foreign exchange losses that are recognised in the Profit and Loss Account (see foreign currency accounting policy). Borrowing costs that are directly attributable to the acquisition, construction or production of an asset that takes a substantial time to be prepared for use, are capitalised as part of the cost of that asset. Other interest receivable and similar income include interest receivable on funds invested and net foreign exchange gains.

Interest income and interest payable is recognised in profit or loss as it accrues, using the effective interest method. Dividend income is recognised in the Profit and Loss Account on the date the entity's right to receive payments is established. Foreign currency gains and losses are reported on a net basis.

#### *Pension scheme arrangements*

##### *Defined benefit plans*

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. The Company's net obligation in respect of defined benefit pension plans is calculated separately for each plan by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods; that benefit is discounted to determine its present value, and the fair value of any plan assets (at bid price) are deducted. The Company determines the net interest on the net defined benefit liability/(asset) for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the net defined benefit liability/(asset).

The discount rate is the yield at the reporting date on bonds that have a credit rating of at least AA that have maturity dates approximating the terms of the Company's obligations and that are denominated in the currency in which the benefits are expected to be paid.

Remeasurements arising from defined benefit plans comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest). The Company recognises them immediately in other comprehensive income and all other expenses related to defined benefit plans in employee benefit expenses in profit or loss.

The Company's employees are members of Group-wide defined benefit schemes. The net defined benefit cost of the plans is allocated to participating entities based on the employing entity of the participating employees of the scheme. The contributions payable by the participating entities are determined on the same basis.



## Notes (continued)

### 1 Accounting policies (continued)

#### **Share based payments**

Share-based payment arrangements in which the Company receives goods or services as consideration for its own equity instruments are accounted for as equity-settled share-based payment transactions, regardless of how the equity instruments are obtained by the Company.

The grant date fair value of share-based payments awards granted to employees is recognised as an employee expense, with a corresponding increase in equity, over the period in which the employees become unconditionally entitled to the awards. The fair value of the awards granted is measured using an option valuation model, taking into account the terms and conditions upon which the awards were granted. The amount recognised as an expense is adjusted to reflect the actual number of awards for which the related service and non-market vesting conditions are expected to be met, such that the amount ultimately recognised as an expense is based on the number of awards that do meet the related service and non-market performance conditions at the vesting date. For share-based payment awards with non-vesting conditions, the grant date fair value of the share-based payment is measured to reflect such conditions and there is no true-up for differences between expected and actual outcomes.

Share-based payment transactions in which the Company receives goods or services by incurring a liability to transfer cash or other assets that is based on the price of the Company's equity instruments are accounted for as cash-settled share-based payments. The fair value of the amount payable to employees is recognised as an expense, with a corresponding increase in liabilities, over the period in which the employees become unconditionally entitled to payment. The liability is remeasured at each Balance Sheet date and at settlement date. Any changes in the fair value of the liability are recognised as personnel expense in profit or loss.

The share option programme allows employees to acquire shares of the ultimate parent company Hill & Smith Holdings PLC. The fair value of options granted after 7 November 2002 and those not yet vested by 31 December 2004 are not recognised as an employee expense, while those vested from 1 January 2005 onwards are expensed with a corresponding increase in equity.

Share-based payments are recharged by the ultimate parent company to participating subsidiary undertakings on an annual basis. Where the Company's parent grants rights to its equity instruments to the Group's or the Company's employees, which are accounted for as equity-settled in the consolidated accounts of the parent, the Group or the Company as the case may be account for these share-based payments as equity settled.

#### **Dividends**

Dividends are recognised in the Financial Statements in the period in which they are approved by the Company's shareholders.

## Notes (continued)

### 2 Turnover

The turnover of the Company is derived from the following geographical markets:

	<b>2017</b>	2016
	<b>£000</b>	£000
United Kingdom	<b>47,802</b>	45,482
Rest of Europe	<b>1,332</b>	1,138
Asia	<b>16</b>	16
Rest of the world	<b>194</b>	204
	<hr/> <b>49,344</b> <hr/>	<hr/> 46,840 <hr/>

In the opinion of the Directors, there is only one class of business.

### 3 Reorganisation income

During the year, the Group undertook a rationalisation of the Group's corporate entity structure to reduce the number of dormant entities. This included waiving a number of intra-group balances, realising a gain in the Company of £171,000, which has been recorded separately as re-organisation income in the financial statements.

There were no reorganisation income or costs in the prior year.

### 4 Profit before taxation

	<b>2017</b>	2016
	<b>£000</b>	£000
<b>Profit before taxation is stated</b>		
<i>after charging:</i>		
Depreciation:		
Owned assets	<b>493</b>	506
Amortisation of intangible assets	<b>63</b>	54
Operating leases:		
Plant and equipment	<b>157</b>	154
Other assets	<b>506</b>	506
Auditor's remuneration	<b>24</b>	24
Foreign currency loss	<b>5</b>	8
	<hr/> <hr/>	<hr/> <hr/>

Fees paid to KPMG LLP and its associates for non-audit services to the Company itself are not disclosed because Hill & Smith Holdings PLC Group accounts are required to disclose such fees on a consolidated basis.

## Notes (continued)

### 5 Remuneration of Directors

Aggregate Directors' remuneration for the year was as follows:

	<b>2017</b>	2016
	<b>£000</b>	£000
Emoluments	<b>595</b>	666
Company contributions to money purchase pension schemes	<b>14</b>	20
	<hr/> <b>609</b> <hr/>	<hr/> 686 <hr/>
	<b>Number</b>	Number
Directors exercising share options	<b>2</b>	1
Directors who are members of defined benefit pension schemes	<b>-</b>	-
	<hr/> <hr/>	<hr/> <hr/>

The remuneration of the highest paid Director excluding pension contributions was £248,000 (2016: £250,000). His accrued pension entitlement per annum at the year end was £49,000 (2016: £48,000).

### 6 Staff numbers and costs

The average number of persons employed by the Company (including Directors) all of whom were involved in the principal activity was:

	<b>2017</b>	2016
	<b>Number</b>	Number
Production	<b>240</b>	247
Administration	<b>32</b>	34
Sales and distribution	<b>32</b>	39
	<hr/> <b>304</b> <hr/>	<hr/> 320 <hr/>

The aggregate payroll costs of these persons were:

	<b>£000</b>	£000
Wages and salaries	<b>9,671</b>	9,616
Share-based payment (see note 22)	<b>47</b>	30
Social security costs	<b>972</b>	942
Other pension costs (see note 16)	<b>249</b>	236
	<hr/> <b>10,939</b> <hr/>	<hr/> 10,824 <hr/>

## Notes (continued)

### 7 Interest receivable

	2017 £000	2016 £000
Bank interest receivable	36	3
	<hr/> 36	<hr/> 3
	<hr/> <hr/>	<hr/> <hr/>

### 8 Interest payable and similar charges

	2017 £000	2016 £000
On loans from group undertakings	-	20
	<hr/> -	<hr/> 20
	<hr/> <hr/>	<hr/> <hr/>

### 9 Taxation on profit

#### Analysis of charge in year

	2017 £000	2016 £000
<i>UK corporation tax</i>		
Current tax for the year	639	639
Relating to the prior year	38	38
	<hr/> 677	<hr/> 677
<i>Deferred tax (see note 17)</i>		
Current year charge / (credit)	5	(21)
Relating to the prior year	(126)	(1)
Effect of change in tax rate	-	(4)
	<hr/> (121)	<hr/> (26)
Deferred tax credit	<hr/> (121)	<hr/> (26)
	<hr/> <hr/>	<hr/> <hr/>
Total tax charge	556	651
	<hr/> <hr/>	<hr/> <hr/>

## Notes (continued)

### 9 Taxation on profit (continued)

#### Factors affecting tax charge for the year

The effective current tax rate for the year is lower (2016: lower) than the standard rate of corporation tax in the UK. The differences are explained below:

	<b>2017</b>	2016
	<b>£000</b>	£000
<i>Total tax reconciliation</i>		
Profit before taxation	<b>3,560</b>	3,446
	<hr/>	<hr/>
Profit multiplied by the effective rate of corporation tax in the UK of 19.25% (2016: 20%)	<b>685</b>	689
<i>Effects of:</i>		
(Non-taxable income) / Expenses not deductible for tax purposes	<b>(40)</b>	16
Difference between current and deferred tax rates	<b>(1)</b>	4
Effect of change in deferred tax rate	-	(4)
Group relief received for no payment	-	(91)
Relating to the prior year	<b>(88)</b>	37
	<hr/>	<hr/>
<b>Total tax charge</b>	<b>556</b>	651
	<hr/>	<hr/>

The UK Budget on 16 March 2016 included a rate reduction to 17% from 1 April 2020 which was enacted during the prior year. Deferred tax balances have therefore been calculated at 17% (2016: 17%) on the basis that these balances will materially reverse after 1 April 2020.

## Notes (continued)

### 10 Intangible assets

	Goodwill £000	Other intangibles £000	Capitalised R&D £000	Total £000
<b>Cost</b>				
At 1 January 2017	164	448	-	612
Additions	-	23	-	23
	<hr/>	<hr/>	<hr/>	<hr/>
<b>At 31 December 2017</b>	<b>164</b>	<b>471</b>	<b>-</b>	<b>635</b>
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Amortisation</b>				
At 1 January 2017	140	270	-	410
Charge for the year	-	63	-	63
	<hr/>	<hr/>	<hr/>	<hr/>
<b>At 31 December 2017</b>	<b>140</b>	<b>333</b>	<b>-</b>	<b>473</b>
	<hr/>	<hr/>	<hr/>	<hr/>
<b>Net book value</b>				
<b>At 31 December 2017</b>	<b>24</b>	<b>138</b>	<b>-</b>	<b>162</b>
	<hr/>	<hr/>	<hr/>	<hr/>
At 31 December 2016	24	178	-	202
	<hr/>	<hr/>	<hr/>	<hr/>

## Notes (continued)

### 11 Tangible fixed assets

	Land and buildings £000	Plant, equipment and vehicles £000	Total £000
<b>Cost</b>			
At 1 January 2017	331	10,458	10,789
Additions	61	404	465
	<hr/>	<hr/>	<hr/>
<b>At 31 December 2017</b>	<b>392</b>	<b>10,862</b>	<b>11,254</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<b>Depreciation</b>			
At 1 January 2017	62	8,262	8,324
Charge for the year	14	479	493
	<hr/>	<hr/>	<hr/>
<b>At 31 December 2017</b>	<b>76</b>	<b>8,741</b>	<b>8,817</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<b>Net book value</b>			
<b>At 31 December 2017</b>	<b>316</b>	<b>2,121</b>	<b>2,437</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
At 31 December 2016	269	2,196	2,465
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

The gross book value of land and buildings includes freehold land of £nil (2016: £nil).

Included within plant, equipment and vehicles are assets held for hire with an accumulated cost of £nil (2016: £nil) and accumulated depreciation of £nil (2016: £nil).

Included in the total net book value of plant, equipment and vehicles is £nil (2016: £nil) in respect of assets held under finance leases and similar hire purchase contracts.

### 12 Investments

The Company holds 100% of the issued share capital of Bowater Doors Limited and Jones of Oswestry Limited, both being dormant companies incorporated in the UK.

## Notes (continued)

### 13 Stocks

	2017 £000	2016 £000
Raw material and consumables	4,449	3,496
Work in progress	152	264
Finished goods	1,294	1,584
	<hr/> 5,895	<hr/> 5,344
	<hr/> <hr/>	<hr/> <hr/>

The amount of stocks expensed to the profit and loss account in the year was £33,196,000 (2016: £30,789,000).

The value of stocks written down and expensed in the profit and loss account amounted to £nil (2016: £nil).

### 14 Debtors

	2017 £000	2016 £000
Trade debtors	10,347	10,474
Amounts owed by group undertakings	985	900
Deferred tax (note 17)	1,040	953
Prepayments and accrued income	697	688
	<hr/> 13,069	<hr/> 13,015
	<hr/> <hr/>	<hr/> <hr/>

Intercompany loans are unsecured and with no fixed repayment date. Interest is charged at a rate equivalent to the Group's average borrowing rate for the year.

### 15 Creditors: amounts falling due within one year

	2017 £000	2016 £000
Trade creditors	6,020	5,821
Amounts owed to group undertakings	1,186	2,495
Other creditors	13	13
Corporation tax	669	639
Other tax and social security	351	482
Accruals and deferred income	6,703	6,680
	<hr/> 14,942	<hr/> 16,130
	<hr/> <hr/>	<hr/> <hr/>

Intercompany loans are unsecured and with no fixed repayment date. Interest is charged at a rate equivalent to the Group's average borrowing rate for the year.



## Notes (continued)

### 16 Pension liabilities

The Company is a subsidiary of Hill & Smith Holdings PLC and participates in the Hill & Smith 2016 Pension Scheme, which has sections that provide benefits on both a defined benefit and a defined contribution basis. Details of the Schemes and the most recent actuarial valuation are contained in note 23 to the Group Financial Statements. There are also separate personal pension plans.

The pension cost for the year represents contributions payable by the company to the fund and amounted to £249,000 (2016: £236,000).

### 17 Deferred tax

Details of amounts provided for deferred taxation follow:

	2017 £000	2016 £000
Capital allowances in excess of depreciation	(52)	66
Short term timing differences	(112)	(85)
Pensions	(876)	(934)
	<hr/>	<hr/>
Deferred tax asset	(1,040)	(953)
	<hr/>	<hr/>

The movements in deferred taxation during the year are as follows:

	Deferred tax asset related to pension liability £000	Deferred tax liability excluding that related to pension liability £000	Total £000
At 1 January 2017	(934)	(19)	(953)
Charge for the year	-	(121)	(121)
Movement taken to other comprehensive income	58	-	58
Movement taken to the statement of changes in equity	-	(24)	(24)
	<hr/>	<hr/>	<hr/>
At 31 December 2017	(876)	(164)	(1,040)
	<hr/>	<hr/>	<hr/>

### 18 Called up share capital

	2017 £000	2016 £000
<b>Allotted, called up and fully paid</b>		
1,300,598 (2016: 1,300,598) ordinary shares of £1 each	1,300	1,300
100,000 (2016: 100,000) deferred shares of £1 each	100	100
	<hr/>	<hr/>
	1,400	1,400
	<hr/>	<hr/>

## Notes (continued)

### 19 Contingent liabilities

The Company is a party to cross guarantees given for bank loans and overdrafts of the ultimate parent company and certain fellow subsidiaries amounting to £139,688,000 (2016: £158,079,000).

The Company has no other guarantees (2016: £nil).

### 20 Commitments

Non-cancellable operating lease rentals payable as follows:

	Land and buildings		Other	
	2017	2016	2017	2016
	£000	£000	£000	£000
Within one year	393	410	284	227
Within two to five years	1,025	1,400	481	695
After more than five years	308	-	-	-
	<u>1,726</u>	<u>1,810</u>	<u>765</u>	<u>922</u>

The Company had capital expenditure contracted but not provided in the Financial Statements at the year end of £nil (2016: £nil).

At the year end, the Company had no forward currency commitments.

### 21 Dividends

	2017	2016
	£000	£000
Aggregate amount of dividends paid in the financial year	<u>1,000</u>	<u>-</u>

### 22 Share-based payments

Employees of the Company have been granted various options in the ultimate parent company, which have given rise to charges related to the implied share-based payments, the details of which can be found in the Financial Statements of Hill & Smith Holdings PLC.

The total expense recognised for the period arising from share based payments is as follows:

	2017	2016
	£000	£000
Expensed during the year	<u>47</u>	<u>30</u>

## Notes (continued)

### 23 Related party transactions

As an ultimately wholly owned subsidiary of Hill & Smith Holdings PLC, the Company has taken advantage of the exemption available under FRS 101 not to disclose transactions that have been made between the Company and other fellow subsidiaries of Hill & Smith Holdings PLC.

### 24 Subsidiaries

*Incorporated in the UK*

Bowater Doors Limited <sup>(D)</sup> \*

Jones of Oswestry Limited <sup>(D)</sup> \*

<sup>(D)</sup> – Dormant Company

\* *Directly held by Birtley Group Limited*

All of the listed subsidiaries have a year-end date of 31 December. The results of all of the listed subsidiaries are included in the consolidated results of Hill & Smith Holdings PLC, the Company's ultimate parent undertaking. The Company holds 100% of the share capital of the businesses, either directly or indirectly.

The registered office address of all of the above subsidiaries is the same as the ultimate parent detailed in note 25.

### 25 Ultimate parent company

The immediate parent of the Company is Hill & Smith Galvanized Products Limited.

The ultimate parent of the Company is Hill & Smith Holdings PLC, a company registered in England. Copies of the Group Financial Statements may be obtained from Group headquarters:

Westhaven House  
Arleston Way  
Shirley  
Solihull  
B90 4LH

### 26 Post Balance Sheet events

There were no significant post Balance Sheet events.