





FINANCIAL STATEMENTS

YEAR EIDED 31 DECEMBER 1988

PANNELL KERR FORSTER Chartered Accountants 7/9 Victoria Read Darlington DL1 55N

AMPERA LIMITED FINANCIAL SPATEMENTS YEAR ENDED 31 DECEMBER 1988 CONTENTS PAGE 1-3 DIRECTORS' REFORT AUDITORS' REPORT PROFIT AND LOSS ACCOUNT BALANCE SHEET 7-15 NOTES TO FINANCIAL STATEMENTS

#### DIRECTORS! REPORT

The directors have pleasure in submitting their report and the audited firencial statements of the company for the year ended 31 December 1988.

## RESULTS AND DIVIDEND

The results for the year are shown in the profit and loss account on page 5.

The directors recommend the payment of a dividend of £899,000.

## REVIEW OF ACTIVITIES AND FUTURE DEVELOPMENTS

The company's principal activity during the year was that of manufacture, and sale of conservatories. It is expected that this will continue to be the company's principal activity.

#### DERECTORS

The directors during the year were as follows:

K Holliday

I R Adkins

J W Stockton

M T Davies

B A Atkins

G R Freshfield

Williams Management Services Limited

Westminster Securities Limited

R S Lucas (resigned on 30 September 1988)

## DIRECTORS! INTERESTS

None of the directors had any interest in the share capital of the company.

The directors' interests in the share capital of the company's ultimate holding company are:

Ordinary Share of 25p each
At 1 January 1988 At 31 December 1988

K Holliday	*	500
IR Adkins	1,000	3,000
J W Stockton	<del>-</del>	1,000
G R Freshfield	31,000	35,379
M T Davies	-	-
R S Lucas		-
B A Atkins	<b></b>	-
williams Management Services Ltd	-	•••
Westminster Securities Ltd	-	-

DIRECTORS' REPORT (continued)

YEAR ENDED 31 DECEMBER 1988

## DIRECTORS' INTERESTS IN CONTRACTS

During the year none of the directors had any material interest in any contract of significance in relation to the company's business.

#### ULITIMATE HOLDING COMPANY

The company's ultimate holding company is Williams Holdings PLC which is incorporated in England.

#### FIXED ASSETS

Movements in fixed assets are shown in note 7 to the financial statements.

The directors consider that the value shown in the financial statements in respect of land does not differ materially from the market value of that land.

#### HEALITH AND SAFETY

The company's policy is to ensure that, as far as is reasonably practicable, there is a working environment which will minimise the risk to the health and safety of its employees or persons on its premises.

## EMPLOYMENT OF DISABLED PERSONS

The company's policy is to recruit disabled workers for those vacancies that they are able to fill. All necessary assistance with initial training courses is given. Once employed a career plan is developed so as to ensure suitable opportunities for each disabled person.

DIRECTORS' REPORT - CONTINUED

YEAR ENDED 31 DECEMBER 1988

#### EMPLOYEE INVOLVEMENT

Regular meetings are held with employee's representatives, at which the position of the company is fully discussed.

## PESEARCH AND DEVELOPMENT

The company continues to commit resources to research and development where this activity is necessary to the evolution of its business.

#### **DONATIONS**

The company has not made any political donations during the year. Charitable donations were nominal in amount.

## CLOSE COMPANY PROVISIONS

As far as the directors are aware, the close company provisions of the Income and Corporation Taxes Act 1970, as amended, do not apply to the company.

#### AUDITORS

A resolution to reappoint the auditors, Pannell Kerr Forster, will be proposed at the Annual General Meeting.

BY ORDER OF THE BOARD

Director S.L. Taylor

Date

REPORT OF THE AUDITORS TO THE MEMBERS OF

AMDECA LIMITED

We have audited the financial statements on pages 5 to 15 in accordance with approved Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of the company's affairs at 31 December 1988 and of its profit for the year then ended and comply with the Companies Act 1985.

The financial statements do not contain a Statement of Source and

The financial statements do not contain a Statement of Source and Application of Funds as required by Statement of Standard Accounting Practice No 10.

PANNELL KERR FORSTER
Chartered Accountants
Darlington

21 February 1989

Date



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1 44 17	110771	100	M LIVE	T-T-E	12

PROFUL AND LOSS ACCOUNT

YEAR ENDED 31 DECEMBER 1988

		Notes	12 MONTHS 1 31 DECEMBE 1988 £'000		8 MONIHS ENDER 31 DECEMBER 1987 £'000	)
, j	IURNOVER	( 2)	11,871		4,817	•
r i	COST OF SALES		(7,392)		(3,107)	
4	GROSS PROFIT		4,479		1,710	
		•	(1 444)		(601)	
	DISTRIBUTION COSTS		(1,444)	•	•	
ĥ	ADMINISTRATIVE EXPENSES		(1,308)		(339)	
	OTHER OPERATING INCOME	(3)	6	r		
i i i Ragi	TRADING PROFIT	(4)	1,733		770	
1.3	INTEREST RECEIVABLE AND SIMILAR INCOME			9 M	<b>6</b>	
	PROFIT ON ORDINARY ACTIVITIES DEFORE EXCEPTIONAL ITEMS		1,733		776	
	EXCEPTIONAL ITEMS	(5)	(334)		(495)	
	PROFIT ON ORDINARY ACTIVITIES PEFORE TAXATION		1,399		281	
	TAX ON PROFIT ON ORDINARY ACTIVITIES	( 6)	(500)		(114)	
. 9	PROFIT FOR THE FINANCIAL PERIOD		899		167	
	DIVIDEND		(899)		(548)	
	RETAINED PROFIT (LOSS ABSORBED) FOR THE PERIOD				(381)	
	RETAINED PROFIT EROUGHT FORWARD		205		586	
	RETAINED PROFIT CARRIED FORWARD		205		205	

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

BALANCE SHEET

AT 31 DECEMBER 1988

	Notes	31 DECEMBER 1988 £'000	31 DECEMBER 1987 £'000
FIXED ASSETS Tangible assets	(7)	3,868	1,590
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	( 8) ( 9)	2,209 1,776 858	2,105 907 202
		4,843	3,214
CREDITORS - Amounts falling due within one year	(10)	(7,084)	(3,741)
NET CURRENT LIABILITIES		(2,241)	(527)
TOTAL ASSETS LESS CURRENT LIABILITIES		1,627	1,063
CREDITORS - Amounts falling due after more than one year	(10)	(530)	(317)
PROVISIONS FOR LIABILITIES AND CHARGES	(11)	(12)	(108)
		(542)	(425)
NET ASSEIS		1,085	638
CAPITAL AND RESERVES Called up share capital Share premium account Revaluation reserve Profit and loss account	(12) (13) (14)	213 7 660 205	213 7 213 205 638
Profit and loss account			

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

Approved by the Board of Directors on 21 February 1989 and signed on its behalf by:

S.L. Taylox

The

J. Stockton

Directors

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 1988

#### 1 ACCOUNTING POLICIES

#### (a) BASIS OF ACCOUNTING

The financial statements have been prepared following format 1 of the Companies Act 1985 using the historical cost convention adjusted for revaluations of certain tangible fixed assets.

#### (b) TURNOVER

Turnover is the invoice value of goods and services supplied.

#### (c) TANGIBLE FIXED ASSETS

Properties are subject to periodical revaluation by qualified surveyors and valuers on the basis of open market value in existing use.

No depreciation is provided on freehold land. Depreciation on other fixed assets is calculated to write off their cost or variation over their expected useful lives.

#### (d) STOCKS

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

Cost includes the material value together with direct labour and appropriate production overheads according to the stage of production reached. Net realisable value is the estimated selling price reduced by all costs of completion, marketing, selling and distribution.

## (e) DEFERRED TAXATION

Deferred taxation is provided in respect of timing differences except where the liability is not expected to arise in the foreseeable future.

#### (f) GOVERNMENT GRANTS

Revenue based grants are credited to the profit and loss account in the year in which they accrue.

Capital based grants are treated as reducing the cost of acquisition of the relevant tangible fixed asset by the amount of the grant.

12 MONTHS 8 MONTHS ENDED ENDED

YEAR ENDED 31 DECEMBER 1988

2 TURNOVE	ER
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The analysis of turnover by geographical market was as follows:	31.12.88 £'000	31.12.87 £'000
United Kingdom Europe United States of America America (excluding United States of	11,151 182 525	4,564 125 118
America)	13	10
	11,871	4,817

## 3 OTHER OPERATING INCOME

12 MONITIS	8 MONTHS
ENDED	ENDED
31.12.88	31.12.87
£1000	£1000

Rents received

6 -

# NOTES TO FINANCIAL STATEMENTS - CONTINUED

YEAR ENDED 31 DECEMBER 1988

## 4 TRADING PROFIT AND EMPLOYEES

ŧ	TRADING PROFIT AND EMPLOYEES		
		12 MONTHS ENDED 1988	ENDFD 1987
	Therefore profit is stated after shawing.	£,000	£1000
	Trading profit is stated after charging: Operating lease rentals		
	Property rent	11	9
	Depreciation of fixed assets	118	49
	Auditors remuneration	11	7
		<del></del>	
	Employee costs		
	Wages and salaries	2,693	1,395
	Social Security costs	283	139
	Other pension costs	24	3
		3,000	1,537
		<del></del>	1,557
	Additional employee information		
	Average weekly number of employees:	Number	Number
	Production	188	148
	Selling and distribution	27	20
	Administration	52	43
		267	211
	Directors' emolyments	£1000	£1000
	Directors salaries	104	84
	012		
	Other empluments including pension contributions	23	14
		127	98
		***************************************	<del></del>
	Directors' emoluments, excluding pension contributions:	£1000	£1000
	Highest paid director	31	29
	Other d'en tors	Number :	Number
	Nil - 25,000	5	8
	£5,001 - £10,000	_	ì
	£15,001 - £20,000	_	3
	£25,001 - £30,000	3	-

## NOTES TO FINANCIAL STATEMENTS - CONFINUED

YEAR ENDEL 31, DECEMBER 1988

#### 5 EXCEPTIONAL ITEMS

12 MONTHS 8 MONTHS
ENDED ENDED
31.12.88 31.12.87
£'000 £'000

keurganisation costs

(334) (495)

12 MONTHS 8 MONTHS

The reorganisation costs in 1988 mainly relate to the acquisition of the trade of L.F. Knight Limited, a subsidiary of Williams Holdings PLC, and costs associated with the building of new factory premises.

The recognisation costs of £495,000 in 1987 arose as a result of the acquisition of Amdega Limited by Williams Holdings PLC.

#### 6 TAX ON PRIVITE ON ORDINARY ACTIVITIES

	ENDED	ENDED
	31,12,88	31.12.87
	£1000	£1000
Corporation tax on the profit for the year		
at 35% (period ended 31 December 1987-35%)	530	175
Deferred taxation	ten	(65)
	536	110
Adjustments in respect of previous period:	330	110
Corroration tax	10	(3)
Deferred tax	(40)	7
	500	114
		======

7

NOTES TO FINANCIAL STATEMENTS - CONTINUED

YEAR ENDED 31 DECEMBER 1988

FIXED ASSETS - TANGIBLE	At 1	Re-	addition	s Disposals	At 31 December
COST OR VALUATION	January 1988 £'000	£'000	£1000	£'000 (11)	1988 £'000 3,336
land and buildings Flant and machinery	1,223 582	377 	1,747 226	(30)	784
	1,811	377	1,973	(41)	4,120
	At 1 January	Re- Valuation		Eliminated on	December
DEPRECIATION	£1000	£1000	period £'000	disposals £'000	1988 £'000
land and buildings Plant and machinery	51 170	(70) <del>-</del>	34 84	(1) (16)	14 238
	221	(70)	118	(17)	252
NET BOOF VAILE				At 31 December 1988	At 31 December 1987
land and buildings Plant and machinery				£¹000 3,322 546	£'000 1,172 418
rianc and modulations				3,868	1,590

Freehold land and buildings include land at valuation at 31 December 1988 of £520,000 (31 December 1987 - £275,000).

Freehold land and buildings were revalued as at 31 December 1988 by qualified surveyors and valuers on the basis of open market value for existing use. This valuation has been incorporated in the accounts as at 31 December 1988. Other tangible fixed assets, including subsequent additions to freehold buildings, are included at cost. The amount of freehold land and buildings (included above at valuation) determined according to the historical cost accounting rules is as follow:

Cost Depreciation	December 1988 £'000 2,959 84	December 1987 £'000 1,010
Net book value	2,875	971

31

31

3,741

7,084

#### AMDEGA LIMITED

## NOTES TO FINANCIAL STATEMENTS - CONTINUED

## YEAR ENDED 31 DECEMBER 1988

## 11 FIXED ASSETS - TANGIBLE - CONTINUED

Freehold la	nd and	buildings	may	be	analysed	as	follows:	
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	£1000
Valuation in 1988	1,600
Cost	1,736
Accumulated depreciation	(14)

Net book value at 31 December 1988 3,322

Depreciation is provided, other than on freehold land, at the following annual rates on a straight line basis:

Freehold buildings 28 Plant and machinery 10% - 33.33%

8	STOCKS	31.12.88	31.12.87
		£'000	£'000
	Raw materials	798	278
	Work in progress	1,411	1,827

		•	•
		2,209	2,105

	Prepayments	90 	907
	Other debtors	64	184
	Amounts owed by group companies	134	•••
	Due within one year: Trade debtors	1,488	613
9	DEBIORS	£,000	£'000

10	CREDITORS		31.12.87
		£1000	£'000
	Amounts falling due within one year:		
	Payments on account	1,010	1,146
	Trade creditors	960	979
	Corporation tax	142	129
	Other tax and social security	88	74
	Accruals	123	73

Corporation tax	142	129
Other tax and social security	88	74
Accruals	123	73
Other creditors	296	90
Amounts owed to group companies	3,566	701
Proposed dividend	899	549

31.12.83 31.12.87

## AMDEGA LIMITED

# NOTES TO FINANCIAL STATEMENTS - CONTINUED

YEAR ENDED 31 DECEMBER 1988

1.0	CREDITORS	-	CONTINUED
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£1000 £1000 Amounts falling due after more than one year: 530 317 Corporation tax

Part of the amounts owing to trade creditors is subject to reservation by the supplier of legal title to the goods supplied and to the proceeds of their sale. The maximum extent to which creditors are secured in this manner at the balance sheet date is approximately £10,000 (1987 £200,000).

11	PROVISIONS FOR LIABILITIES AND CHARGES	31.12.88 £'000	£'000
	Deferred taxation Provision for other liabilities and charges	(45) 57	36 72
		12	108

# (a) DEFERRED TAXATION

£1000 36 At 1 January 1988 (41)Acquired from fellow subsidiary (40)credited

(45)

1987 £1000

Analysis of deferred tax	Potential	Liability	Provis	ion
	1988	1987	1988	198
	£'000	£1000	£'000	£
Short term timing differences	(103)	(42)	(103)	
Accelerated capital allowances	88	78	58	

(42)78 36 (45)36 (15)

Further potential liabilities exist in relation to unrealised surpluses on Such liabilities cannot be accurately quantified due to the incidence of indexation and other remefs which might be available at the time of realisation.

(b) OTHER LIABILITIES AND CHARGES

Provision for reorganisation costs

£1000 £1000 72

This relates to potential future costs as a direct result of the acquisition of the company by Williams Holdings PLC.

'AMDEGA	LIMITED

# NOTES TO FINANCIAL STATEMENTS - CONTINUED

YEAR ENDED 31 DECEMBER 1988

	CALLED UP SHARE CAPITAL  There has been no change during the year.  Ordinary shares of £1 each	Authorised £'000 300	Allotted called up and fully paid f'000 213
13	SHARE FREMIUM ACCOUNT At 31 December 1987 and 31 December 1988.	£¹000 7	£¹000 7
14	REVALUATION RESERVE		
	At 1 January 1988 Revaluation in the year At 31 December 1988		£1000 213 447 660
15	CAPITAL COMMITMENTS  Contracted  Authorised but not contracted	31.12.88 £'000 36 3,397	31.12.87 £'000 905 10

# 16 ULITIMATE HOLDING COMPANY

The company's ultimate holding company is Williams Holdings PIC, which is incorporated in England.

NOTES TO FINANCIAL SILTEMENTS - CONTINUED

YEAR ENDED 31 DECEMBER 1988

## 20 OPERATING LEASE COMMITMENTS

The company is committed to make the following payments in respect of operating leases during the following 12 months for leases which expire as follows:

	£'00G	£1000
Within one year From 1 to 5 years	21 65	19 53
Annual commitment at 31 December 1988	36	72

## 21 CONTINGENT LIABILITIES

The company is party to a group arrangement with its bankers whereby its in-hard balance may be applied against the overdraft of Williams Holdings PLC.