

CORRALL-MONTENAY LIMITED

REPORT AND FINANCIAL STATEMENTS

YEAR ENDED 31 MARCH 1990

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19 DEC 1990

REPORT AND FINANCIAL STATEMENTS For the year ended 31 March 1990

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DIRECTORS' REPORT

To be submitted to the twenty third Annual General Meeting of the Company to be held at Tour Mirabeau, 39-43 Quai André Citroen, Paris on 13 June 1990.

The directors present their report and the audited financial statements for the year ended 31 March 1990.

1. DIRECTORS

The following directors held office during the financial year:

Mr P J W Shuttleworth (Chairman)
Mr K Small (Managing Director)
Mr J A Arrowsmith
Monsieur J P Le Bail
Monsieur P P Boulin
Mr J Burrell
Mlle F A-M Latouille
Mr J H Pascoe

Secretary: Mr J Burrell

Mr J H Pascoe resigned as a Director of the Company on 31 July 1989.

Mr p J W Shuttleworth was appointed a Director of the Company on 1 August 1989.

2. PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal activities of the Group comprise the business of the long term operation, maintenance and management of heating and air conditioning systems, including the provision of energy on a comprehensive basis where appropriate, and the servicing of electrical and fire protection systems.

3. DISABLED PERSONNEL

Full and fair consideration is given to the skills and aptitudes of disabled people in recruitment and career development. In pursuit of this policy all practicable measures are taken to place disabled applicants in jobs suited to their individual circumstances and to enable them to share equally with other employees in the opportunities available for training and promotion in the Company.

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DIRECTORS' REPORT

4. EMPLOYEE INVOLVEMENT Employee involvement and consultation is developed through formal and informal channels.

5. RESULTS AND DIVIDENDS

The profit for the year after taxation amounted to £892,351. It is recommended that this should be dealt with as follows:

	1990 £	1989 £
Proposed ordinary dividend Transfer to reserves	550,000 <u>342,351</u>	450,000 <u>351,568</u>
	<u>892,351</u>	801,568

6. DIRECTORS' SHAREHOLDINGS

None of the directors had interests in shares or debentures required to be recorded in the register kept pursuant to Section 325 of the Companies Act 1985.

7. AUDITORS

Our auditors Deloitte Haskins & Sells have merged their practice with Coopers & Lybrand and now practise in the name of Coopers & Lybrand Deloitte. They have signed their audit report in their new name. A resolution to reappoint Coopers & Lybrand Deloitte as the Company's auditors will be proposed at the Annual General Meeting.

Powell Duffryn House, Broad Street, Portsmouth PO1 2LB

13 _{June 1990}

By Order of the Board

Secretary

AUDITORS' REPORT TO THE MEMBERS OF CORRALL-MONTENAY LIMITED

We have audited the financial statements on pages 5 to 20 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the Company and the Group at 31 March 1990 and of the profit and source and application of funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Cook, LyLAND DIGHT

Chartered Accountants

Southampton

16 June 1990

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ACCOUNTING POLICIES

- (a) <u>Basis of accounting</u>
 The Group prepares its financial statements on the historical cost basis of accounting and the acquisition basis for consolidation.
- (b) <u>Turnover</u>
 Turnover is based on the delitered price of goods sold and amounts receivable for services, excluding value added tax.
- (c) Purchased goodwill Goodwill arising on the acquisition of businesses is capitalised and amortised over twenty years, because the directors believe this period to be the estimated useful life of the acquisitions.
- (d) Tangible fixed assets
 Tangible fixed assets are stated it cost less accumulated depreciation. Depreciation is provided on a straight line basis. The main annual rates are:

Plant
Office equipment, fixtures and fittings
Vehicles
Leasehold improvements

10% - 31%
15% - 20%
33.3%
20%

The rates used are considered to be adequate in relation to the estimated operating lives of the assets concerned.

- Plant hire, leasing
 Where assets are hired or leased on terms that do not contemplate their eventual ownership, the rental and hire charges are written off against trading profits for the year in which they were incurred.
- (f) <u>Deferred taxation</u>
 Deferred taxation is provided only in respect of assets or liabilities that are expected to be receivable or payable in the foreseeable future.
- Stocks and work in progress are valued at the lower of cost or Stocks and work in progress are valued at the lower of cost or net realisable value. Long term contracts are valued to include a prudent proportion of expected profits where this can be reliably foreseen. SSAP9 (revised) was adopted for the first time this year.
- (h) Deferred maintenance provision
 Provision is made for the plant replacement and maintenance cost liabilities under various contracts.
- (i) <u>Pension costs</u> Pension contributions are charged to profits when due.

CONSOLIDATED PROFIT AND LOSS ACCOUNT For the year ended 31 March 1990

	Notes	1990 £	<u>1989</u> £
TURNOVER	1.	20,647,916	15,510,958
Cost of sales	,	15,819,219	1.1,996,458
GROSS PROFIT	, -	4,828,697	3,514,500
Administrative expenses		3,667,134	2,491,719
OPERATING PROFIT		1,161,563	1,022,781
Investment income and interest receivable	3	358,747	347,960
PROFIT ON ORDINARY ACTIVITIES BEFORE EXCEPTIONAL ITEMS	1 1	1,520,310	1,370,741
Goodwill amortisation	7	117,959	80,173
PROFIT BEFORE TAXATION		1,402,351	1,290,568
Taxation	4	510,000	489,000
PROFIT FOR LEAR	, 5	892,351	801,568
Dividend	6	550,000	450,000
RETAINED EARNINGS	19	342,351	351,568

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ÇON	SOI	TOVLED	BALANCE	SHEET
At.	31	March	1990	

At 31 March 1990	Notes	1990 £	1989 £
FINED ASSETS Intengible assets Tangible assets	7 8	2,161,054 538,803 2,699,857	2,279,013 433,525 2,712,538
DEFERRED ASSETS	11	641,756 3,341,613	598,722 3,311,260
CURRENT ASSETS Stocks and work in progress Debtors Investments Thort term deposits Cash at bank and in hand	12 13 14	380,223 4,019,474 1,102,805 700,000 568,523	860,094 3,016,351 1,351,804 147,000 248,662 5,623,911
CURRENT LIABILITIES Creditors: Amounts falling due within one year	15	5,567,269	4,981,400
NET CURRENT ASSETS		1,203,756	642,511
TOTAL ASSETS LESS CURRENT LIABILITIES		4,545,369	3,953,771
PROVISION FOR LIABILITIES AND CHARGES Plant replacement fund Deferred maintenance provision	16 17	2,474,162	2,201,628 <u>261,074</u>
NET ASSETS		1,833,420	1,491,069
CAPITAL AND RESERVES Called-up share capital Profit and loss account	18 19	500,000 1,333,420 1,833,420	500,000 991,069 1,491,069

The financial statements on pages 5 to 20 were approved by the Board of Directors on 13 June 1990 and signed on its behalf by:

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Directors

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COMPANY BALANCE SHEET At 31 March 1990

	<u>Notes</u>	1990 £	<u>1989</u> £
FIXED ASSETS Tangible assets Investments	8 10	350,209 1,800,000 2,150,209	265,391 1,800,000 2,065,391
DEFERRED ASSETS	11	614,194	598,722 2,664,113
CURRENT ASSETS Stocks and work in progress Debtors Investments Short term deposits Cash at bank and in hand	12 13 14	355,898 1,558,896 1,102,805 700,000 176,515	315,750 1,225,416 1,351,804 147,000 174,387
CURRENT LIABILITIES Creditors: Amounts falling due within one year	g 1,4	3,894,114 2,562,250	3,214,357 2,308,747
NET CURRENT ASSETS		1,331,864	905,610
TOTAL ASSETS LESS CURRENT LIABILITIES		4,096,267	3,569,723
PROVISION FOR LIABILITIES AND CHARGES Plant replacement fund NET ASSETS	16	2,474,162 1,622,105	2,201,628 1,368,095
CAPITAL AND RESERVES Called-up share capital Profit and loss account	18 19	500,000 1,122,105 1,622,105	500,000 868,095 1,368,095

B.w. Shakework

CONSOLIDATED STATEMENT OF SOURCE AND APP	PLICATION OF	FUNDS
For the year ended 31 March 1990	1990 £	<u>1989</u> €
SOURCE OF FUNDS Profit on ordinary activities before exceptional items	·	
and taxation Items not involving the movement of funds:	1,402,351	1,290,568
Goodwill amortisation Depreciation Loss on disposal of tangible	117,959 157,278	80,173 110,676
fixed assets	436	9,560
FUNDS GENERATED FROM OPERATIONS Proceeds of disposals of tangible	1,678,024	1,490,977
fixed assets Receipts (less Expenditure) in	1,300	10,817
plant replacement fund	272,534	106,886
TOTAL SOURCE OF FUNDS	<u>1,951,858</u>	<u>1,608,680</u>
APPLICATION OF FUNDS Purchase of intangible fixed assets Purchase of tangible fixed assets Taxation	5 - 264,292 367,918	2,359,186 325,500 327,764
Dividend	<u>450,000</u>	380,000
TOTAL APPLICATION OF FUNDS	1,082,210	3,392,450
NET SOURCE/(APPLICATION) OF FUNDS	869,648	(<u>1,783,770</u>)
THE NET SOURCE/(APPLICATION) OF FUNDS IS BY THE FOLLOWING INCREASE/(DECREASE) IN	WORKING CAPI	TAL:
Stocks and work in progress Debtors	(479,871) 1,003,123	572,626 2,123,155
Creditors: Amounts falling due within one year	(300,753)	(2,728,959)
: Amounts falling due after more than one yea:	r <u>23,287</u>	(261,074)
MOVEMENT IN NET LIQUID FUNDS:	245,786	(294,252)
Current asset investments Short term deposits Cash at bank and in hand	(248,999) 553,000 319,861	(303,489) (1,379,176) 193,147
	623,862	(<u>1,489,518</u>)
INCREASE/(DECREASE) IN WORKING CAPITAL	869,648	(<u>1,783,770</u>)

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE EXCEPTIONAL ITEMS AND TAXATION

All the turnover and profit on ordinary activities before exceptional items and taxation arose from the principal activities of the business carried on within the United Kingdom.

Profit on ordinary activities before exceptional items and taxation is stated after charging:

	<u>1990</u> £	<u>1989</u> £
Depreciation of tangible fixed assets	157,278	110,676
Auditors' remuneration	26,350	32,475
Hire of other assets	618,424	454,256

2. DIRECTORS AND EMPLOYEES

	<u>1990</u> £	<u>1989</u> £
Staff costs were: Wages and salaries Social security costs Other pension costs	6,430,846 571,369 4,507	4,343,781 385,258 3,344
	7,006,722	4,732,383

The average weekly number of persons, including directors, employed by the Group during the year was 423 (1989 364). All employees were engaged in the principal activities of the business.

The number of senior employees, other than directors, who received renumeration (excluding pension contributions) in the following range were:

77020			<u>1990</u> Number	<u>1989</u> Number
£30,001	-	£35,000	4	41

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

2. DIRECTORS AND EMPLOYEES (continued)

Staff costs include the following remuneration in respect of directors:

	1990 £	1989 £
Fees	128,064	113,428
Other emoluments (including pension contributions and benefits in kind)	15,201	9,363
	143,265	122,791
Chairwan Highest paid director	Nil 52,248	Nil 45,922

The number of directors (including Chairman and highest paid director) who received emoluments in the following ranges were:

			<u>1990</u> <u>Number</u>	1989 Number
Nil		£ 5,000	5	4
£30,001	_	£35,000	-	1
£35,001	_	£40,000	1	-
£40,001		£45,000	1	1
£45,001	_	£50,000	-	1
£50,001	-	£55,000	1	-

3. INVESTMENT INCOME AND INTEREST RECEIVABLE

	<u>1990</u> £	<u>1989</u> £
Income from listed investments Other interest receivable Capital gains on disposal of investments	133,857 159,234 65,656	183,409 88,040 76,511
	358,747	347,960

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

For the year ended 31 March 1990		
TAXATION	<u>1990</u> £	1989 £
UK Corporation Tax at: 35% Current Deferred Over provision in respect of prior years Tax credits on franked investment income	478,665 (2,129) 33,464 510,000	446,593 (3,000) (1,223) 46,630 489,000
PROFIT FOR YEAR		
Of the profit for the year of £892,351 (1989 £547,094) was dealt with in the company.	(1989 £801,56 e accounts of	18), £674,072 the holding
DIVIDEND	<u>1990</u> £	<u>1989</u> £
Dividend proposed	550,000	450,000

INTANGIBLE FIXED ASSETS

Dividend proposed

Group	1990	<u>1989</u>
Purchased Goodwill	£	£
Cost		
At 31.3.89 Additions- Ellis Tylin - UBH	2,359,186	1,924,165 435,021
	2,359,186	2,359,186
Depreciation		
At 31.3.90 Charge for the period	80,173 117,959	80,173
	198,132	80,173
Net Book Value		
At 31.3.90	2,161,054	2,279,013
		Page 12

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

8. TANGIBLE FIXED ASSETS

THEGTORE ETVED WOOFT				
Group	Office Equipme Fixtures Plant Fitting £ £	nt &	Leasehold Improvemen	
Cost At 31.3.89 Additions Disposals	477,064 216,7 135,793 123,9 (22,447) (23,4	01 -	27,366 4,598	738,268 264,292 (45,915)
At 31.3.90	590,410 317,1	38 17,133	31,964	<u>956,645</u>
Depreciation At 31.3.89 Charge for the year Dispose	239,466 62,0 100,095 43,9 (21,886) (22,2	18 5,580	1,675 7,685	304,743 157,278 (44,179)
At 31.3.90	<u>317,675</u> <u>83,6</u>	<u>7,158</u>	9,360	417,842
Net Book Value At 31.3.90	<u>272,735</u> <u>233,4</u>	89 9,975	22,604	538,803
At 31.3.89	237,598 154,6	<u>81 15,555</u>	25,691	433,525
Company	<u>Plant</u> £	Office <u>Equipme</u> £	<u>nt</u>	Total
Cost At 31.3.89 Additions Disposals	430,043 109,191 (21,759)	110,7 71,2 (23,2	06	540,793 180,397 (45,044)
At 31.3.90	517,475	<u>158,6</u>	<u>71</u>	676,146
Depreciation At 31.3.89 Charge for the year Disposals	219,548 72,510 (21,438)	55,8 21,5 (22,1	73	275,402 94,083 (43,548)
At 31.3.90	270,620	55,3	<u>17</u>	325,937
Net Book Value At 31.3.90	246,855	103,3	54	350,209
At 31.3.89	210,495	54,8	96	265,391

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

9,	CAPITAL COMMITMENTS	<u>1990</u>	<u>1989</u>
	Expenditure contracted for but not provided in the accounts	40,000	
) }	Expenditure authorised by the directors but not contracted for	262,000	341,000
10.	FIXED ASSET INVESTMENTS		Subsidiary £
	Cost At 31.3.89		1,800,000
	At 31.3.90		1,800,000
	Net Book Value At 31.3.89 and 31.3.90		1,800,000
11.	DEFERRED ASSETS	<u>1990</u> £	1989 8
•	Group	£	£
.	Advance corporation tax Deferred tax - interest receivable	183,333	150,000
	Corporation tax - Plant replacement fund at: 35%	458,423	448,722
	Company	641,756	598,722
	Advance corporation tax Deferred tax - interest receivable	183,333 (27,562)	150,000
	Corporation tax - Plant replacement fund at: 35%	458,423	448,722
		614,194	598,722

Deferred taxation represents a provision calculated on the liability method for corporation tax on timing differences arising from the treatment of items in the accounts in periods that differ from the treatment for taxation purposes where they are expected to crystallise in the foreseeable future.

The plant replacement fund deferred asset represents corporation tax paid on part of the net receipts and provisions held in the fund and recoverable against future expenditure.

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NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

12.	STOCKS AND WORK IN PROGRESS	1990	<u>1989</u> £
	Group	<u>1990</u> £	£
	Raw materials and consumables Work in progress:	367,205	320,575
	Cost less foreseeable losses Applicable payments on account	2,875,200 (<u>2,862,182</u>)	2,132,672 (<u>1,593,153</u>)
		13,018	539,519
		380,223	860,094
	Company	1990 £	<u>1939</u> £
—	Raw materials and consumables Work in progress	342,880 13,018	295,748 20,002
13.	DEDMODE	355,898	315,750
2 1 3 .	DEBTORS	1990	1989
	Group	<u>1990</u> £	<u>1989</u> £
	Due within one year: Trade debtors Other debtors Prepayments and accrued income Amounts recoverable on contracts	3,092,556 40,118 173,788 649,652	2,696,353 120,105 144,630
	AMOUNTS TECOVETABLE ON CONCLUSED	3,956,114	2,961,088
	Due after more than one year: Prepayment of pension contributions	63,360	55,263
		4,019,474	3,016,351
	Company	1990 e	<u>1989</u> £
	Due within one year: Trade debtors Other debtors Prepayments and accrued income Dividend receivable	1,220,952 117,868 106,716 50,000	1,003,574 78,064 88,515
		1,495,536	1,170,153
Ď.	Due after more than one year: Prepayment of pension contributions	63,360	55,263
		1,558,896	1,225,416
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NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

14.	INVESTMENTS	1990 £	<u>1989</u> £
	Cost of investments listed on a recognised stock exchange Market value of listed investments	1,102,805 1,091,648	1,351,804 1,558,769
15.	CREDITORS		
	Group Due within one year:	1990 £	<u>1989</u> £
	Trade creditors Proposed dividend Corporation tax Taxation and social security payable Other creditors Accruals and deferred income Payments received on account	2,056,630 550,000 545,544 467,949 285,229 828,383 833,534	1,862,511 450,000 360,428 357,906 277,664 795,016 877,875
	Company	<u>5,567,269</u> 1990	4,981,400 1989 £
1 9	Company Due within one year:	<u>1990</u> £	£
	Trade creditors Proposed dividend Corporation tax Taxation and social security payable Other creditors Accruals and deferred income	807,586 550,000 194,982 238,435 200,262 570,985	665,095 450,000 195,428 198,584 189,561 610,079
5		2,562,250	2,308,747

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

1,6,	PLANT REPLACEMENT FUND	1990 £	<u>1989</u> £
	Balance at 31.3.89	1,752,906	1,644,352
•	Receipts from guarantee customers and provisions	1,172,933	1,084,250
		2,925,837	2,728,602
	Expenditure	(900,397)	(977,364)
•	Corporation tax	(9,701)	1,668
	Balance at 31.3.90	2,015,739	1,/52,906
	Deferred asset (note 11)	458,423	448,722
		2,474,162	2,201,628
17.	DEFERRED MAINTENANCE PROVISION		
	Group	1990 £	<u>1989</u> £
	Balance at 31.5.89	261,074	182,560
4	Transfer (to)/from profit and loss account	(23,287)	78,514
	Balance at 31.3.90	237,787	261,074
18.	SHARE CAPITAL	1990 E	1989 £
Į.	Authorised	~	~
	'A' Ordinary shares at £1 each	500,000	500,000
3	'B' Ordinary shares at £1 each	500,000	500,000
į	, and the second se	1,000,000	1,000,000
	Allotted, called up and fully paid		
,	'A' Ordinary shares at £1 each	250,000	250,000
	'B' Ordinary shares at £1 each	250,000	250,000
		500,000	500,000

Expiring within one year Expiring between two and

five years inclusive

Expiring in over five years

NOTES TO THE FINANCIAL STATEMENTS for the year ended 31 March 1990

19. PROFIT AND LOSS ACCOUNT

	Group		<u>1990</u> £	<u>1989</u> £	
	Balance at 31.3.89		991,069	1,039,501	
ì	Retained earnings		342,351	351,568	
1			1,333,420	1,391,069	
	Capitalisation of reserves			400,000	
,	Balance at 31.3.90		1,333,420	991,069	
	Company		<u>1990</u>	<u>1989</u> £	
	Balance at 31.3.89		868,095	1,039,501	
}	Retained earnings		254,010	228,594	
i			1,122,105	1,268,095	
	Capitalisation of reserves	,	<u></u>	400,000	
	Balance at 31.3.90		1,122,105	868,095	
20.	FINANCIAL COMMITMENTS Group			•	
	The payments under operating £650,369 split as follows:-	leases	payable in 1990	the next year 1989	are
}	Land and Buildings		~	~	

8,615

19,000

114,830

142,445

22,305

109,290

131,595

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

20. FINANCIAL COMMITMENTS (continued)

Group	<u>1990</u>	1989
Other	L	~
Expiring within one year	110,955	82,465
Expiring between two and five years inclusive	396,969	328,840
	<u>5C7,924</u>	411,305
Company	7 📉	
The payments under operating lease £287,452 split as follows:-	es payable in th	e next year are
£207,452 SPIIC AS TOLIOWS.	<u>1990</u>	1989 £
Land and Building.	.	~
Expiring in over five years	55,430	49,890
Other		
Expiring within one year Expiring between two and	65,875	48,655
five years inclusive	166,147	155,724

The majority of the Group and the Company's leases of land and buildings are subject to rent review periods ranging between three and five years.

232,022

21. DEFERRED TAXATION

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The amount of potential deferred tax calculated on the liability method is as follows:		~
mining differences arising from the		

Timing differences arising from the excess of tax allowances on fixed assets eligible for such allowances over the depreciation provided in the accounts

Group	24,215	32,839
Company	22,750	30,450

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NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 1990

22. PENSION COSTS

The Company and subsidiary are participants in the Powell Duffryn Pension Plan, which is a funded, defined benefit scheme of the Powell Duffryn plc Group. Contributions to the scheme are based on pension costs across the Group as a whole. There is a surplus in the Group scheme which has resulted in advice from the consulting actuaries, that no company contributions should be paid until at least April 1991.

In these accounts, the Company and subsidiary's cost of participation in the scheme is recognised on the basis of contributions payable, and the net cost for the year ended 31 March 1990 is therefore Nil (1989 Nil). This policy is consistent with UK Statement of Standard Accounting Policy No 24.

Prepaid 'Annion contributions totalling £63,360 are included in the balance ' 18t in "Prepayments falling due after more than one year".

Full part, sulars of the actuarial valuation of the Powell Duffryn Group Screen - to contained in the accounts of Powell Duffryn plc.

23. ULTIMATE HOLDING COMPANY

The Company's ultimate holding companies are Powell Duffryn Plc (incorporated in Great Britain) 50% and Compagnie Générale des Eaux (incorporated in France) 50%.