

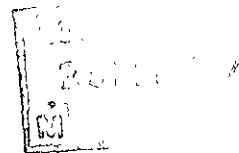
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ALEXANDERS CONTRACT RENTALS LIMITED

REPORT OF THE DIRECTORS
AND
FINANCIAL STATEMENTS
FOR THE

YEAR ENDED 30TH SEPTEMBER 1991

Charles
THE TYPESETTER



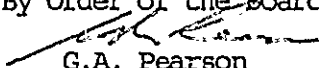
ALEXANDERS CONTRACT RENTALS LIMITED

Notice of Annual General Meeting

Notice is hereby given that the Annual General Meeting of the Company will be held at 32 Kensington Square, London, W8 5HH on Monday, 6th January 1992 at 12.15 p.m. for the following purposes:-

1. To consider and if thought fit, adopt the Directors' Report and Financial Statements for the year ended 30th September 1991.
2. To confirm the re-appointment of Charles, Chartered Accountants as auditors.
3. To transact any other business of the company.

By Order of the Board


G.A. Pearson

Secretary.

Weston Favell,
NORTHAMPTON.

6th January 1992.

Charles

ALEXANDERS CONTRACT RENTALS LIMITED

Report of the Directors in respect of the Year ended 30th September 1991

The directors present herewith the audited financial statements of the company for the year ended 30th September 1991.

RESULTS

The results for the year are set out in the profit and loss account on page 4.

DIVIDEND

The directors recommend a dividend of £146,989 for the year.

PRINCIPAL ACTIVITY

The company offers a contract rental service for motor vehicles.

EXPORTS

There were no exports during the year.

CHANGES IN TANGIBLE FIXED ASSETS

The movements in fixed assets during the year are set out in the table on page 8.

DIRECTORS

The directors of the company throughout the year ended 30th September 1991 were:-

Henry Clayton
Mrs. A.J. Clayton
C.M. Stevenson
G.A. Pearson
D.J. Wooding
R.G. Mathieson

ALEXANDERS CONTRACT RENTALS LIMITED

Report of the Directors in respect of the Year
ended 30th September 1991 (Contd.)

DIRECTORS' INTERESTS IN SHARES OF THE COMPANY

The directors have no interests in the shares of the company.

The beneficial interests of the directors of the company at 30th September 1991 in the shares of the Holding Company, Alexanders Holdings PLC were:-

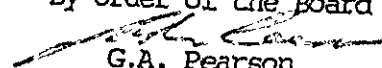
	Class of Share	Number Held 30/9/91	Number Held 30/9/90
H. Clayton	Ordinary 'A' Ordinary	2,350,882 83,043	8,068,457 83,043
Mrs. A.J. Clayton	Ordinary 'A' Ordinary	19,526,444 254,738	13,768,869 254,738
C.M. Stevenson	Ordinary	20,800	5,800
G.A. Pearson	Ordinary	1,150	1,150

Charles

AUDITORS

The auditors, Charles, Chartered Accountants, have indicated their willingness to continue in office and a resolution to re-appoint them will be proposed at the Annual General Meeting.

By Order of the Board


G.A. Pearson

Secretary

Weston Favell,
NORTHAMPTON.

6th January 1992.

REPORT OF THE AUDITORS

TO THE MEMBERS OF

ALEXANDERS CONTRACT RENTALS LIMITED

We have audited the financial statements on pages 4 to 12 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of the company's affairs at 30th September 1991 and of its profit and source and application of funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



SHARLES

Chartered Accountants.

GLASGOW.

6th January 1992.

ALEXANDERS CONTRACT REVEALS LIMITED

Profit and Loss Account
for the Year ended 30th September 1991

	Notes	1991	1990
		£	£
TURNOVER	2	37,601,126	35,139,550
Cost of Sales		(36,566,635)	(33,727,947)
GROSS PROFIT		1,034,491	1,411,611
Staff Costs	3	(479,043)	(413,156)
Administrative Expenses		(445,321)	(546,080)
NET OPERATING INCOME	4	110,127	452,375
Bank Interest Received		100,569	55,186
Interest Payable	5	(1,178)	(3,858)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		209,518	503,703
Tax on results on Ordinary Activities	6	(62,529)	(179,340)
PROFIT FOR THE FINANCIAL YEAR		146,989	324,363
Dividend		(146,989)	(324,363)
RETAINED PROFIT CARRIED FORWARD	13	-	-

Charles

The notes on pages 6 to 11 form part of these accounts
Audit Report page 3

ALEXANDERS CONTRACT RENTALS LIMITED
Balance Sheet at 30th September 1991

	Notes	1991	1990
		£	£
FIXED ASSETS			
Tangible Assets	7	21,228	31,733
CURRENT ASSETS			
Stocks	8	308,780	376,493
Debtors	9	2,336,660	3,154,457
Expenditure on Contract Hire	18	495,693	951,381
Bank and Cash Balances		299,712	25,765
		3,440,845	4,508,096
CREDITORS: amounts falling due within one year	10	(1,694,281)	(1,971,592)
NET CURRENT ASSETS		1,746,564	2,536,504
TOTAL ASSETS LESS CURRENT LIABILITIES		1,767,792	2,568,237
CREDITORS: amounts falling due after more than one year	11	(492,937)	(600,575)
		1,274,855	1,967,662
CAPITAL AND RESERVES			
Called Up Share Capital	12	209,160	209,160
Reserves	13	206,076	206,076
		415,236	415,236
AMOUNT OWING TO HOLDING COMPANY	14	859,619	1,552,426
		1,274,855	1,967,662

Director: C.M. Stevenson
Director: G.A. Pearson

6th January 1992.

The Notes on pages 6 to 11 form part of these accounts
Audit Report page 3

Charles

ALEXANDERS CONTRACT RENTALS LIMITED

Notes on the Financial Statements

1. ACCOUNTING POLICIES

- (a) The financial statements have been prepared under the historical cost convention.
- (b) Stocks
Stocks are valued at the lower of cost and net realisable value.
- (c) Depreciation and Amortisation
Depreciation on office equipment and fixtures is calculated at 15% on a straight line basis by reference to the expected useful lives of the assets.
- (d) Deferred Taxation
Provision is made for deferred taxation at current tax rates on the excess of the net book values over the written down tax values of fixed assets eligible for capital allowances, less unutilised tax losses.
- (e) Contract Hire
No profit is taken on contract hire agreements until the agreement is terminated and the vehicle returned by the customer and sold.

2. TURNOVER

Turnover is stated at invoiced value, excluding V.A.T.

3. STAFF COSTS

	1991	1990
	£	£
Wages and Salaries	416,703	355,981
Social Security Costs	38,651	32,746
Other Pension Costs	23,689	24,429
	479,043	413,156
	No.	No.
Average number of employees during year	39	38

ALEXANDERS CONTRACT RENTALS LIMITED

Notes on the Financial Statements

4. NET OPERATING INCOME

	1991	1990
	£	£
This is stated after charging:		
Directors' Remuneration (see below)	109,058	67,710
Auditors' Remuneration	10,000	9,000
Depreciation	13,597	21,074
Directors' Remuneration consists of:		
	£	£
Salaries - for management	105,424	65,111
Pension Contributions	3,634	2,599
	109,058	67,710
Highest Paid Director excluding Pension Payments	37,871	36,661
Other Directors in the range:		
£0 - £5,000	3	4
£20,001 - £25,000	-	1
£25,001 - £30,000	1	-
£35,001 - £40,000	1	-

5. INTEREST PAYABLE

	1991	1990
	£	£
Short Term:		
Bank	1,178	3,858

6. TAX ON RESULTS ON ORDINARY ACTIVITIES

	1991	1990
	£	£
United Kingdom Corporation Tax at 33.5% (1990 - 35%)	71,230	179,605
Transfer (from) Deferred Taxation at 33% (1990 - 35%)	-	(265)
Overprovision in Prior Year	(8,701)	-
	62,529	179,340

ALEXANDERS CONTRACT RENTALS LIMITED

Notes on the Financial Statements

7. TANGIBLE FIXED ASSETS

	Office Equipment and Fixtures
	£
Cost	
At 1st October 1990	120,303
Additions during Year	3,092
At 30th September 1991	123,395
Depreciation	
At 1st October 1990	88,570
Charged during Year	13,597
At 30th September 1991	102,167
Net Book Value at 30th September 1991	21,228
Net Book Value at 30th September 1990	31,733

8. STOCKS

	1991	1990
	£	£
Relief Vehicles	204,430	271,545
Company Vehicles	104,350	104,948
	308,780	376,493

9. DEBTORS - due within one year

	1991	1990
	£	£
Trade Debtors	1,484,772	2,181,423
Due by Fellow Subsidiaries	790,665	971,307
Prepayments	1,870	1,727
Corporation Tax Recoverable	6,196	-
Advance Corporation Tax Recoverable	53,157	-
	2,336,660	3,154,457

Notes on the Financial Statements

10. CREDITORS - amounts falling due within one year

	1991	1990
	£	£
Trade Creditors	1,169,995	1,132,886
Other Taxes & Social Security Costs	122,047	135,276
Accruals	36,178	36,988
Due to Fellow Subsidiaries	48,363	176,709
Instalments in Advance (Note 15)	246,468	300,288
Hire Purchase Creditors	-	9,840
United Kingdom Corporation Tax	71,230	179,605
	<u>1,694,281</u>	<u>1,971,592</u>

11. CREDITORS - amounts falling due after more than one year

	1991	1990
	<u>£</u>	<u>£</u>
Instalments in advance (note 15)	492,937	600,575

12. SHARE CAPITAL

	Authorised	Issued and Fully Paid
	1991 & 1990	1991 & 1990
	£	£
Ordinary shares of £1 each	250,000	209,160

13. RESERVES

	Profit Retained

	£
At 1st October 1990	206,076
Movements during Year:	
Profit for Year	146,989
Dividend Payable to Holding Company	(146,989)

At 30th September 1991	206,076

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ALEXANDERS CONTRACT RENTALS LIMITED

Notes on the Financial Statements

14. AMOUNT OWING TO HOLDING COMPANY

The company is a wholly owned subsidiary of Alexanders Holdings PLC, a company incorporated in Scotland.

15. INSTALMENTS IN ADVANCE

In the case of certain contracts, rentals are received in advance from customers who have opted for either an initial or terminal pause in monthly payments. These deposits are credited to the contract on the dates they would normally fall due.

16. CAPITAL COMMITMENTS

	1991	1990
	£	£
Contracted	-	-
Authorised but not Contracted	-	-

17. GUARANTEES

In conjunction with certain fellow subsidiary companies, the company has granted a Bond and Floating Charge and has given a Letter of Guarantee for overdraft facilities made available to the company and these subsidiaries up to an amount of £1,100,000.

In conjunction with certain fellow subsidiary companies, the company guarantees sums advanced by various finance houses.

18. EXPENDITURE ON CONTRACT HIRE

This represents direct expenditure on vehicles out on contract hire and similar contracts at the end of the financial year, after deduction of customers' contributions towards maintenance, and financing where applicable.

ALEXANDERS CONTRACT RENTALS LIMITED

Notes on the Financial Statements

19. CHARGES

Rental agreements are financed by Finance Houses. Some of the advances and interest thereon are guaranteed by the holding company and secured by a floating charge over:-

- a) All motor vehicles in possession of the borrower.
- b) Benefits of all contracts for hire of motor vehicles.
- c) Insurance monies recoverable for such motor vehicles.

ALEXANDERS CONTRACT RENTALS LIMITED

Statement of Source and Application of Funds

	1991	1990
	£	£
SOURCE OF FUNDS		
Profit on Ordinary Activities before Taxation	209,518	503,703
Adjustment for items not involving Movement of Funds:		
Depreciation	13,597	21,074
TOTAL GENERATED FROM OPERATIONS	223,115	524,777
APPLICATION OF FUNDS		
Payment to Holding Company in respect of A.C.T. surrendered	(53,157)	-
Dividend Payable to Holding Company	(146,989)	(324,363)
Purchase of Tangible Fixed Assets	(3,092)	(4,861)
Taxation Paid	(177,100)	(185,864)
	(380,338)	(515,088)
WORKING CAPITAL - (Decrease)/Increase	(157,223)	9,689
COMPONENTS OF (DECREASE)/INCREASE IN WORKING CAPITAL		
Stocks	(67,713)	94,382
Debtors	(877,150)	159,038
Vehicle Contract Expenditure	(455,688)	(126,786)
Owing to Holding Company	692,807	(52,481)
Creditors	276,574	(282,788)
	(431,170)	(208,635)
MOVEMENT IN NET LIQUID FUNDS		
Bank and Cash Balances	273,947	218,324
	(157,223)	9,689

The Notes on pages 6 to 11 form part of these Accounts
Audit Report page 3