Report of the Directors and

**Financial Statements** 

for the year ended 31 December 1999

for

AVL United Kingdom Ltd

106775

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# Company Information for the year ended 31 December 1999

**DIRECTORS:** 

HO List

J M Read

**SECRETARY:** 

R. Whitby

**REGISTERED OFFICE:** 

Century House Gadbrook Park Northwich Cheshire CW9 7TL

**REGISTERED NUMBER:** 

1067795 (England and Wales)

**AUDITORS:** 

Cooper Taylor

Chartered Accountants Registered Auditors

The Dowery Barker Street

Nantwich Cheshire

CW5 5TE

BANKERS:

National Westminster Bank PLC

P O Box 30 The Bull Ring Northwich Cheshire CW9 5DU

**SOLICITORS:** 

Smith Whittingham Dysart Buildings

Nantwich Cheshire

CW5 5DW

## Report of the Directors for the year ended 31 December 1999

The directors present their report with the financial statements of the company for the year ended 31 December 1999.

#### PRINCIPAL ACTIVITIES

The principal activities of the company in the year under review were those of providing marketing and support in the United Kingdom with regard to engine engineering, consulting, test systems and instrumentation provided by AVL Verwaltungsgesellschaft mbH, the ultimate holding company.

#### REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

During the year the company closed its site at Shoreham and expanded the engine engineering facility at Peterborough.

#### DIVIDENDS

No dividends will be distributed for the year ended 31 December 1999.

#### DIRECTORS

The directors during the year under review were:

**HOList** 

J M Read

The directors holding office at 31 December 1999 did not hold any beneficial interest in the issued share capital of the company at 1 January 1999 or 31 December 1999.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

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

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **AUDITORS**

The auditors, Cooper Taylor, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD:

J M Read - DIRECTOR

Dated: 17 -3 -2000

### Report of the Auditors to the Shareholders of AVL United Kingdom Ltd

We have audited the financial statements on pages four to seventeen which have been prepared under the historical cost convention and the accounting policies set out on pages nine and ten.

### Respective responsibilities of directors and auditors

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

### Basis of opinion

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

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

### **Opinion**

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 1999 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Cooper Taylor

Chartered Accountants

Cooper Taylor

Registered Auditors

The Dowery

Barker Street

Nantwich Cheshire

CW5 5TE

Dated: 17-3-2000

# Profit and Loss Account for the year ended 31 December 1999

		199	9	199	8
	Notes	£	£	£	£
TURNOVER Continuing operations Acquisitions	2	15,410,428	15,410,428	9,628,957 904,138	10,533,095
		15,410,428		10,533,095	
Cost of sales	3		11,517,744		7,064,328
GROSS PROFIT	3		3,892,684		3,468,767
Net operating expenses	3		4,158,210		3,289,671
OPERATING (LOSS)/PROFIT Continuing operations Acquisitions	5	(265,526)	(265,526)	316,837 (137,741)	179,096
		(265,526)		179,096	
Interest receivable and similar income			24,356		20,429
			(241,170)		199,525
Interest payable and similar charges	7		54,005		43,551
(LOSS)/PROFIT ON ORDINARY A BEFORE TAXATION	ACTIVITIES		(295,175)		155,974
Tax on (loss)/profit on ordinary activities	8		(62,388)		59,407
(LOSS)/PROFIT FOR THE FINAN AFTER TAXATION	CIAL YEAR	<b>L</b>	(232,787)		96,567
Retained profit brought forward			143,280		46,713
(DEFICIT)/RETAINED PROFIT C	ARRIED FO	RWARD	£(89,507)		£143,280

## TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the loss for the current year and the profit for the previous year.

## Balance Sheet 31 December 1999

	1999	9	1998	3
Notes	£	£	£	£
9		995,182		501,211
- 10	1,257,808		2,987,301	
11	6,924,783		4,257,885	
11	2,250		41,200	
	124,804		3,920,996	
	8,309,645		11,207,382	
12	9,057,296		11.254.065	
		(747,651)		(46,683)
		247,531		454,528
13		(145,790)		-
17		-		(120,000)
		£101,741		£334,528
		<u></u>		
18		<b>180,</b> 000		180,000
19		11,248		11,248
		(89,507)		143,280
24		£101,741		£334,528
	9 10 11 11 12 13 17	Notes £  9  10 1,257,808 11 6,924,783 11 2,250 124,804  8,309,645  12 9,057,296	9 995,182  10 1,257,808 11 6,924,783 11 2,250 124,804 8,309,645  12 9,057,296  (747,651)  247,531  13 (145,790)  17 - £101,741  18 180,000 11,248 (89,507)	Notes       £       £       £         9       995,182         10       1,257,808       2,987,301         11       6,924,783       4,257,885         11       2,250       41,200         124,804       3,920,996         8,309,645       11,207,382         12       9,057,296       11,254,065         (747,651)         247,531         13       (145,790)         17       -         £101,741       -         18       180,000         11,248       (89,507)

ON BEHALF OF THE BOARD:

J M Read - DIRECTOR

Approved by the Board on 17 - 3 - 2000

# Cash Flow Statement for the year ended 31 December 1999

		199	9	199	8
	Notes	£	£	£	£
Net cash (outflow)/inflow					
from operating activities	1		(1,079,586)		1,006,697
Returns on investments and					
servicing of finance	2		(24,849)		(23,080)
Taxation			(100,262)		(11,007)
Capital expenditure	2		(485,096)		(409,080)
			(1,689,793)		563,530
Financing	2		(1,820,700)		2,504,862
(Decrease)/Increase in cash in the per	riod		£(3,510,493)		£3,068,392
Reconciliation of net cash flow to movement in net funds	3				<u>.</u>
(Decrees)/Increese					
(Decrease)/Increase in cash in the period		(3,510,493)		3,068,392	
Cash outflow		(3,310,473)		3,000,372	
from decrease in					
debt and lease financing		89,872		-	
Change in net funds resulting		· <u></u>			
from cash flows			(3,420,621)		3,068,392
New finance leases			(371,831)		-
Movement in net funds in the period			(3,792,452)		3,068,392
Net funds at 1 January 1999			3,230,933		162,541
Net (debt)/funds at 31 December 1999	9		£(561,519)		£3,230,933

# Notes to the Cash Flow Statement for the year ended 31 December 1999

# 1. RECONCILIATION OF OPERATING (LOSS)/PROFIT TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES

	1999	1998
	£	£
Operating (loss)/profit	(265,526)	179,096
Depreciation charges	362,956	173,936
Loss on sale of fixed assets	-	175
Increase in pension provision	(120,000)	120,000
Decrease/(Increase) in stocks	1,729,493	(2,502,479)
Increase in debtors	(164,933)	(159,339)
(Decrease)/Increase in creditors	(2,621,576)	3,195,308
Net cash (outflow)/inflow		
from operating activities	(1,079,586)	1,006,697

## 2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	1999 £	1998 £
Returns on investments and servicing of finance		
Interest received	24,356	20,471
Interest paid	(29,348)	(40,540)
Interest element of finance lease	(10.957)	(2.011)
rentals payments	(19,857)	(3,011)
Net cash outflow		
for returns on investments and servicing of finance	(24,849)	(23,080)
	<del></del>	
Capital expenditure		
Purchase of tangible fixed assets	(546,044)	(409,080)
Sale of tangible fixed assets	60,948	-
Not seed and Orange		
Net cash outflow for capital expenditure	(485,096)	(409,080)
101 capital exponentare	<del></del>	=====
Financing Increase / (decrease) in group		
borrowings	(1,730,828)	2,323,614
Loan advances/ (repayments)	(-,,,	_,,
in year	-	90,000
Capital element of	(00.072)	
finance lease repayments  Cash receipt re share issue	(89,872)	91,248
Cany vassibe va nyma young		
Net cash (outflow)/inflow		
from financing	(1,820,700)	2,504,862

# Notes to the Cash Flow Statement for the year ended 31 December 1999

## 3. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.1.99	Cash flow	Other non-cash changes	At 31.12.99
	£	£	£	£
Net cash:				
Cash at bank and in hand	3,920,996	(3,796,192)		124,804
Bank overdrafts	(690,063)	285,699		(404,364)
	3,230,933	(3,510,493)		(279,560)
Debt:				
Finance leases	-	89,872	(371,831)	(281,959)
	<del>-</del>		(0.54.004)	(204.050)
		89,872 ———	(371,831)	(281,959)
Total	3,230,933	(3,420,621)	(371,831)	(561,519)
Analysed in Balance Sheet				
Cash at bank and in hand	3,920,996			124,804
Bank overdrafts	(690,063)			(404,364)
Finance leases				
within one year	-			(136,169)
after one year	<del>-</del>			(145,790)
	3,230,933			(561,519)

## Notes to the Financial Statements for the year ended 31 December 1999

#### 1. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

The group has indicated that it will continue to support the company for a period of at least twelve months from the date of signing these financial statements. On this basis, the directors consider it appropriate to prepare the financial statements on a going concern basis.

#### Accounting convention

The finacial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards.

#### **Turnover**

Turnover represents net invoiced sales of goods and services, excluding value added tax. Amounts invoiced on contracts which are not sufficiently complete to recognise turnover or profit thereon at the year end are shown as payments on account within creditors: amounts falling due within one year.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Plant and machinery

- 25% on cost

Office equipment and fixtures

- 10% on cost and

25% on cost

Motor vehicles

- 25% on cost

#### Stocks

Stock and work in progress are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads.

Provision is made for any foreseeable losses on contracts included in work in progress.

#### **Deferred taxation**

Provision is made at current rates for taxation deferred in respect of all material timing differences except to the extent that, in the opinion of the directors, there is reasonable probability that the liability will not arise in the foreseeable future.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability.

Rentals paid under operating leases are charged to the profit and loss account as incurred.

## Notes to the Financial Statements for the year ended 31 December 1999

#### 1. ACCOUNTING POLICIES - continued

#### **Pensions**

The company operates a defined contribution pension scheme for Mr J M Read a company director. Although this scheme is a defined contribution scheme the company has agreed to provide the director with benefits based on final pensionable pay. The assets of the scheme are seperately held from those of the company, being invested with an insurance company. Contibutions are paid so as to spread the cost over the director's working life with the company reviewing annually the level of contributions required to ensure full funding at retirement. Provision is made for any shortfall between the contributions required and the contributions paid in the year.

### Pensions - employees

The company makes contributions to personal pension schemes in respect of a number of employees. The amounts charged against profits represents the contibutions payable in respect of the year.

#### 2. TURNOVER

The turnover and loss (1998 - profit) before taxation are attributable to the principal activities of the company.

Included in turnover are exports to Europe totalling £20,758 (1998 - £127,768) and to Brazil of £19,297. In addition the company made sales to overseas group companies of £6,490,688 (1998 - £2,500,208).

#### 3. ANALYSIS OF OPERATIONS

Cost of sales	Continuing £ 11,517,744	1999 Acquisitions £	Total £ 11,517,744
Gross profit	3,892,684	-	3,892,684
Net operating expenses:			
Distribution costs Administrative expenses	70,053 4,088,157 4,158,210	- - -	70,053 4,088,157 4,158,210
	Continuing £	1998 Acquisitions £	Total £
Cost of sales	6,625,870	438,458	7,064,328
Gross profit	3,003,087	465,680	3,468,767
Net operating expenses:			
Distribution costs Administrative expenses	29,726 2,656,524	603,421	29,726 3,259,945
	2,686,250	603,421	3,289,671

# Notes to the Financial Statements for the year ended 31 December 1999

#### 4. STAFF COSTS

	1999	1998
	£	£
Wages and salaries	1,876,702	1,490,367
Social security costs	191,574	157,535
Other pension costs	134,029	199,755
	2,202,305	1,847,657
The average monthly number of employees during the year was as follows:	1999	1998
Sales ,service and administration	56	49
	=	=

## 5. **OPERATING (LOSS)/PROFIT**

The operating loss (1998 - operating profit) is stated after charging/(crediting):

	1999	1998
	£	£
Hire of plant and machinery	120,156	102,189
Rent	145,297	138,014
Depreciation - owned assets	273,084	173,936
Depreciation - assets on finance leases	89,873	-
Loss on disposal of fixed assets	-	175
Auditors' remuneration	15,000	12,000
Non-audit work	9,548	5,803
Foreign exchange differences	<u>(91,199)</u>	(100,600)
Directors' emoluments	65,064	67,097
	<u></u>	

### 6. EXCEPTIONAL ITEMS

Included in administrative expenses are exceptional costs relating to the closure of the companys' Shoreham site of £178,005. This comprises termination payments to employees, disposals of fixed assets and property closure cost.

Included in administrative expenses are exceptional pension cost of £82,952 (1998 - £120,000).

### 7. INTEREST PAYABLE AND SIMILAR CHARGES

	1999	1998
	£	£
Bank interest	3,681	1,178
Bank loan interest	24,062	26,961
Interest payable to ultimate		
holding company	6,405	12,401
Leasing charges	19,857	3,011
	54,005	43,551
	<del></del>	

# Notes to the Financial Statements for the year ended 31 December 1999

## 8. TAXATION

The tax (credit)/charge on the loss on ordinary activities for the year was as follows:

	1999	1998
	£	£
UK corporation tax	(100,000)	101,600
(Under) / over provision in		
earlier years	(1,338)	(993)
Deferred taxation	38,950	(41,200)
	(62,388)	59,407

UK corporation tax has been charged at 30% (1998 - 31%).

## 9. TANGIBLE FIXED ASSETS

	Plant and machinery	Office equipment and fixtures	Motor vehicles	Totals
	£	£		£
COST:				
At 1 January 1999	246,863	754,750	16,553	1,018,166
Additions	48,176	869,699	-	917,875
Disposals	(2,312)	(62,495)	(16,553)	(81,360)
At 31 December 1999	292,727	1,561,954	<u> </u>	1,854,681
DEPRECIATION:				
At 1 January 1999	115,540	392,009	9,405	516,954
Charge for year	55,996	304,831	2,130	362,957
Eliminated on disposals	(1,232)	(7,645)	(11,535)	(20,412)
At 31 December 1999	170,304	689,195	-	859,499
NET BOOK VALUE:				
At 31 December 1999	122,423	872,759	-	995,182
At 31 December 1998	131,323	362,740	7,148	501,211

# Notes to the Financial Statements for the year ended 31 December 1999

## 9. TANGIBLE FIXED ASSETS - continued

Aggregate amounts

Fixed assets, included in the above, which are held under finance leases are as follows:

			Office equipment and fixtures
			£
	COST: Additions		371,831
	At 31 December 1999		371,831
	DEPRECIATION:		
	Charge for year		89,873
	At 31 December 1999		89,873
	NET BOOK VALUE:		
	At 31 December 1999		281,958
10.	STOCKS		
10.	STOCKS	1999	1998
		£	£
	Stock	851,129	366,288
	Work in progress	406,679	2,621,013
		1,257,808	2,987,301
	There is no material difference between the carrying value of stocks a	and their replacement val	ues.
11.	DEBTORS		
		1999	1998
		£	£
	Amounts falling due within one year:		
	Trade debtors	2,875,362	2,827,083
	Other debtors	94,020	26,479
	Prepayments & accrued income	99,827	50,714
	Amounts due from group companies	3,755,574	1,353,609
	Corporation tax	100,000	1,353,007
		6,924,783	4,257,885
	Amounts falling due after more than one year:		
	Deferred tax asset	2,250 ====	41,200
		<del></del>	

4,299,085

6,927,033

# Notes to the Financial Statements for the year ended 31 December 1999

## 12. CREDITORS: AMOUNTS FALLING

	DUE WITHIN ONE YEAR		
		1999	1998
		£	£
	Bank loans and overdrafts		
	(see note 14)	404,364	690,063
	San Paolo Bank Loan		
	(see note 14)	350,000	350,000
	Loan from holding company		
	(see note 14)	90,000	90,000
	Finance leases		
	(see note 15)	136,169	-
	Trade creditors	502,763	119,340
	Other creditors	1,212	7,486
	V.A.T.	84,047	672,083
	Social security & other taxes	51,413	62,667
	Amounts due to group companies	6,884,964	6,213,827
	Deferred income	315,269	52,972
	Payments on account	-	2,772,504
	Taxation	_	101,600
	Accruals	237,095	121,523
	Acciuals		
		9,057,296	11,254,065
		<del></del>	11,234,003
13.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	1999 £	1998 £
	Finance leases	4.45 500	
	(see note 15)	145,790	
		<del></del>	
14.	LOANS AND OVERDRAFTS		
	An analysis of the maturity of loans and overdrafts is given below:		
		1999	1998
		£	
	Amounta falling due within one year or on demand	ı	£
	Amounts falling due within one year or on demand:		
	Bank overdrafts	404,364	690,063
	San Paolo Bank Loan	350,000	350,000
	Loan from holding company	90,000	90,000
	Loan from holding company	<del></del>	90,000
		844,364	1,130,063
		<del></del>	1,130,003

## Notes to the Financial Statements for the year ended 31 December 1999

#### **OBLIGATIONS UNDER LEASING AGREEMENTS** 15.

	Finance leases	
	1999	1998
	£	£
Gross obligations repayable:		
Within one year	168,530	-
Between one and five years	176,314	
	344,844	-
Finance charges repayable:		
Within one year	32,361	-
Between one and five years	30,524	-
	62,885	
Net obligations repayable:		
Within one year	136,169	-
Between one and five years	145,790	<u> </u>
	281,959	-

The following payments are committed to be paid within one year:

## **Operating leases**

	Land and buildings		Other	
	1999	1998	1999	1998
	£	£	£	£
Expiring:				
Within one year	-	-	21,068	17,047
Between one and five years	20,000	46,000	89,720	94,316
In more than five years	58,894	68,894		-
	78,894	114,894	110,788	111,363
	<del></del>			
SECURED DEBTS				

#### 16. S

The following secured debts are included within creditors:

	1999	1998
	£	£
Finance leases	281,959	-
PROVISIONS FOR LIABILITIES AND CHARGES		

## 17.

	1999	1998
	£	£
Pension provisions	-	120,000
		<del></del>

## Notes to the Financial Statements for the year ended 31 December 1999

### 17. PROVISIONS FOR LIABILITIES AND CHARGES - continued

	Balance at 1 J Utilised in year			Pensions £ 120,000 (120,000)
	Balance at 31	December 1999		
18.	CALLED UF	SHARE CAPITA	L	
	Authorised:			
	Number:	Class:	Nominal 1999 value: £	1998 £
	1,000,000	Ordinary	£1 <b>1,000,000</b>	1,000,000
	Allotted, issue	ed and fully paid:		
	Number:	Class:	Nominal 1999 value: £	1998 £
	180,000	Ordinary	£1 <u>180,000</u>	180,000
19.	SHARE PRE	EMIUM		
			1999 £	1998 £
	Ordinary shar	re issue in	r	£
	year		11,248	<u>11,248</u>

#### 20. ULTIMATE PARENT COMPANY

The share capital is owned by AVL UK Holdings Limited, a company registered in England and Wales. The ultimate holding company is AVL Verwaltungsgesellschaft mbH, a company registered in Austria.

During the year the company paid loan interest to its ultimate parent company of £6,405 (1998-£12,401).

## 21. CONTINGENT LIABILITIES

The company has entered into a guarantee dated 27 July 1984 to HM Customs & Excise to the value of £20,000 with recourse.

### 22. CAPITAL COMMITMENTS

	1999	1998
	£	£
Contracted but not provided for in the		
financial statements	-	170,871

## 23. RELATED PARTY DISCLOSURES

No related party disclosures are given in respect of transactions with group companies as the company is included in the consolidated accounts of AVL Verwaltungsgesellschaft mbH. There are no related parties other than group companies.

# Notes to the Financial Statements for the year ended 31 December 1999

## 24. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	1999	1998
	£	£
(Loss)/Profit for the financial year	(232,787)	96,567
Issue of equity shares		91,248
NET (REDUCTION)/ADDITION TO SHAREHOLDERS' FUNDS	(232,787)	187,815
Opening shareholders' funds	334,528	146,713
CLOSING SHAREHOLDERS' FUNDS	101,741	334,528
Equity interests	101,741	334,528