HALL & TAWSE MIDLANDS LIMITED (FORMERLY HALL & TAWSE EASTERN LIMITED)

COMPANY NUMBER 1197246

REGISTERED IN ENGLAND

DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 1996



DIRECTORS' REPORT

FOR THE YEAR ENDED 30 JUNE 1996

The directors present their annual report on the affairs of the company, together with the financial statements and auditors' report for the year ended 30 June 1996.

Principal activity and business review

On 1st July 1995, consequent to the reorganisations within Hall & Tawse Group Limited, the company changed its name to Hall & Tawse Midlands Limited (formerly Hall & Tawse Eastern Limited), acquired the businesses of Hall & Tawse Western Limited and Hall & Tawse East Anglia Limited and subsequently transferred the trade and assets of those two companies to Hall & Tawse Midlands Limited.

The principal activity of the company is that of building contracting, design and build, and building maintenance.

The company has traded satisfactorily during the year.

The retained profit for the financial year is £674,976 (1995: loss of £892,437).

Dividends

Dividends provided during the year amounted to £330,000 (1995: £904,487).

Directors and their interests

The directors of the company who served during the year were:

R F Barton

I S Beck (Resigned 30 November 1995)

Mrs W A Courtman

N W Davies (Appointed 1 July 1995)

R G Dudgeon (Appointed 1 July 1995, Resigned 26 April 1996)

E J Howard (Appointed 1 July 1995)
D S Hurcomb (Appointed 1 July 1995)
R J Irving (Appointed 1 July 1995)
B Slater (Resigned 1 July 1995)

J M Smith (Appointed 1 July 1995, Resigned 30 June 1996)

Mrs J M P Thomas (Resigned 1 July 1995)

D S Vincent

The directors had no beneficial interest in the shares of the company as it is a wholly-owned subsidiary of Raine plc.

DIRECTORS REPORT (continued)

Directors and their interests (continued)

The directors had the following interests (including family interests) in the shares of Raine plc according to the register kept under Section 325, Companies Act 1985.

	At 30 June 1995 or later date of appointment			At 30 June 1996			
	Shares	<u>Options</u>	Options granted	<u>Shares</u>	Options	Exercise Price	Exercise Dates
R F Barton	15,125	45,070	-	15,125	45,070	19,715 @ 82.17p 10,817 @ 81.19p 135 @ 94.90p 14,403 @ 75.50p	Dec 1990 - Dec 1997 Dec 1991 - Dec 1998 Dec 1992 - Dec 1999 Dec 1997 - May 1998
W A Courtman	-	26,980	-	-	26,980	11,682 @ 82.17p 5,696 @ 94.90p 9,602 @ 75.50p	Dec 1990 - Dec 1997 Dec 1992 - Dec 1999 Dec 1997 - May 1998
E J Howard	4,161	24,403	-	6,889	24,403	10,000 @ 75.50p 14,403 @ 75.50p	Nov 1995 - Nov 2002 Dec 1997 - May 1998
R J Irving	-	30,047	-	10,810	30,047	17,524 @ 81.19p 2,921 @ 94.90p 9,602 @ 75.50p	Dec 1991 - Dec 1998 Dec 1992 - Dec 1999 Dec 1997 - May 1998

D S Hurcomb and J M Smith are directors of Hall & Tawse Group Limited, D S Vincent is a director of Raine plc; their interest in the shares of Raine plc are disclosed in the directors' report for those respective companies.

During the year, options granted to Mrs J M P Thomas and Mr I S Beck lapsed on their resignation and termination of employment.

The year end share price was 13.5p and the price ranged from 13.5p to 32p during the year.

No director had any interest in a contract with the company or any other fellow subsidiary company of Raine plc in the course of the year.

Employees

It is the company's policy to employ, within the limitations of its trading activities, disabled persons on equal terms. Every effort is made to retain employees who become disabled during the period of their employment by arranging retraining. Promotional opportunities are open to all employees irrespective of disablement.

The directors recognise the importance of good communications and good relations with employees, including the provision of information to personnel and obtaining their views. The company maintains employee relations appropriate to its own particular needs and environment and encourages awareness of financial and economic circumstances, reinforced by the use of a savings-related share option scheme.

Payment of creditors

It is the company's policy, for the year ending 30 June 1997, that it will place orders with suppliers on certain terms and conditions, which include terms of payment. Suppliers will then be paid accordingly, where goods and services have been provided in accordance with the relevant terms and conditions of contract.

Charitable donations

There were no charitable or political donations during the year.

DIRECTORS REPORT (continued)

The "Elective Regime"

At the Annual General Meeting held on 15 November 1990, the company adopted a resolution under the terms of Section 379A, Companies Act 1985 (as amended) to take advantage of the full range of procedural relaxations permitted by that provision. Accordingly, no Annual General Meeting is to be held and the financial statements will not be laid before the members.

Auditors

Our auditors, KPMG, have indicated to the directors that a limited liability company, KPMG Audit plc, is principally to undertake the audit business of UK listed companies and their subsidiaries. Accordingly, they have indicated their intention to resign and the directors intend to appoint KPMG Audit plc as auditors of the company.

By order of the Board

W A Courtman Secretary

This report was approved by the Board on 8 October 1996.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are required by law to prepare financial statements for each financial period which give a true and fair view of the state of affairs of the company and of the profit for the period.

The directors are responsible for ensuring that the financial statements are prepared using suitable accounting policies, which are consistently applied and judgements and estimates which are reasonable and prudent. They are required to prepare the financial statements on a going concern basis unless it is inappropriate to presume that the company will continue in business.

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

REPORT OF THE AUDITORS, KPMG TO THE MEMBERS OF HALL & TAWSE MIDLANDS LIMITED

We have audited the financial statements on pages 5 to 16.

Respective responsibilities of directors and auditors

As described above, 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 affairs of the company as at 30 June 1996 and of the profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

KPMG

8 October 1996

Nottingham

KPMG Chartered Accountants Registered Auditors

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 30 JUNE 1996

	Notes	1996	1996	1995
Turnover	1	£	£	£
Continuing operations	*	39,345,893		41,986,758
Acquisitions		53,980,058		, , , <u>-</u>
			93,325,951	
Cost of sales	2		(87,994,992)	(39,940,680)
Gross profit			5,330,959	2,046,078
Administrative expenses	2		(5,062,053)	(2,376,561)
Operating profit/(loss) Continuing operations Acquisitions		(182,444) 451,350	268,906	(330,483)
Net interest receivable	3		·	,
Net interest receivable	3		888,547	356,845
Profit on ordinary activities before taxation	4		1,157,453	26,362
Tax on profit on ordinary activities	7		(365,771)	(14,312)
Profit on ordinary activities after taxation Dividends	8		791,682 (330,000)	12,050 (904,487)
Retained profit/(loss) for the financial year	17		461,682	(892,437)

All amounts relate to continuing operations.

The company has had no recognised gains or losses other than the retained profit/(loss) for the years as indicated above.

The retained profit for the year has been derived on an unmodified historical cost basis.

Movements on reserves are set out in note 17 to the financial statements.

BALANCE SHEET

AT 30 JUNE 1996

	Notes	1996 £	1995 £
Fixed assets			
Tangible assets	9	351,974	129,285
Investments	10	2,822,131	
		3,174,105	129,285
Current assets			
Stocks	11	460,197	_
Debtors	12	20,410,440	8,808,398
Cash at bank and in hand		13,595,983	5,003,410
		34,466,620	13,811,808
Creditors: amounts falling due within one year	13	(28,906,224)	(10,527,907)
Net current assets		5,560,396	3,283,901
Total assets less current liabilities		8,734,501	3,413,186
Creditors: amounts falling due after more than one year	14	(709,965)	(544,599)
Net assets		8,024,536	2,868,587
Capital and reserves			
Called up share capital	16	4,822,231	2,000,100
Capital contribution reserve	17	1,872,136	, , , .
Profit and loss account	17	1,330,169	868,487
Equity shareholders' funds	18	8,024,536	2,868,587

These financial statements were approved by the Board on 8 October 1996 and signed on its behalf by:

R F Barton Director

ACCOUNTING POLICIES

The following accounting policies have been applied consistently in dealing with items which are considered material to the company's financial statements.

Basis of preparation

The financial statements are prepared on a going concern basis, using the historical cost convention and in accordance with applicable Accounting Standards.

Turnover

Turnover represents the invoiced value of goods and services supplied together with the value of contracting work executed during the year. No credit is taken for claims until there is firm agreement with the customer. Turnover is exclusive of VAT.

Stocks

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

Long term contracts

The amount of profit attributable to the stage of completion of a long term contract is recognised when the outcome of the contract can be foreseen with reasonable certainty. Turnover for such contracts represents the value of work done in the year. Full provision is made for any losses which are foreseen.

Long term contract balances are stated at costs incurred, less those transferred to the profit and loss account, after deducting payments on account not matched with turnover and any foreseeable losses. Amounts recoverable on contracts are included in debtors and represent turnover recognised in excess of payments on account.

Depreciation

Depreciation is calculated on a straight line basis to write off the cost or valuation less the estimated residual value of tangible assets over their expected useful lives as follows:-

Plant and equipment

- 10% to 33% per annum

Motor vehicles

- 25% per annum

Pension schemes

Contributions are made to the defined benefit pension schemes operated by the Group in accordance with the recommendations of independent actuaries.

Pension contributions are charged to the profit and loss account so as to spread the cost of pensions over the expected average remaining service lives of the scheme members.

ACCOUNTING POLICIES (Continued)

Deferred taxation

Deferred taxation is provided using the liability method in respect of the taxation effect of all timing differences to the extent that it is probable that liabilities will become payable in the foreseeable future.

Leased assets

Operating lease rentals are charged to the profit and loss account in the year to which they relate.

Cash flow statements

The ultimate parent undertaking, Raine plc, has adopted Financial Reporting Standard No.1, thus exempting the company from the requirement to prepare a cash flow statement.

Group accounts

The company is exempt from preparing group accounts under section 228 of the Companies Act 1985. The results are included in the consolidated financial statements of its parent undertaking, Raine plc.

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 30 JUNE 1996

		1996 Continuing operations "Ongoing" "Acquisitions"		1996 Total	1995 Total
1	Turnover All attributable to contracting	£	£	£	£
	Analysis by geographic origin:				
	United Kingdom Other Europe	39,345,893 -	53,960,758 19,300	93,306,651 19,300	41,986,758
		39,345,893	53,980,058	93,325,951	41,986,758
2	Cost of sales and net operating expenses				
	Control Control	£	£	£	£
	Cost of sales Administrative expenses	37,474,268 2,054,069	50,520,724 3,007,984	87,994,992 5,062,053	39,940,680 2,376,561
		39,528,337	53,528,708	93,057,045	42,317,241
				1996	1995
3	Interest Payable:			£	£
	On bank loans and overdrafts			(21,126)	-
	On finance leases			(1,668)	
	Receivable:			(22,794)	-
	On bank balances			194,680	343,468
	Group loans			716,661	13,377
				888,547	356,845
					=
4	Profit on ordinary activities before taxation	n		£	£
	Profit is principally attributable to contracting	g activities in			
	the UK			1,427,453	<u>26,362</u>
	Profit on ordinary activities before taxation is charging/(crediting):	stated after			
	Depreciation			188,199	80,417
	Directors' remuneration (see note 5)			453,791	274,949
	Auditors' remuneration for audit services Operating lease rentals:			35,500	15,090
	- plant and machinery			859,080	405,188
	- other			264,655	115,155
	Profit on disposal of tangible assets			(22,498)	(4,995)
	Reorganisation expenses Exceptional item			270,000	134,000
	X				

The exceptional item (which has been included in administration expenses) relates to the allocation of refinancing costs following the renegotiation of the Raine Group bank facilities.

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

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Directors' remuneration	1996 £	1995 £
Emoluments in connection with the management of the		
company	410,498	249,947
Pension contributions	43,293	25,002
Emoluments, excluding pension contributions, of the chairman and highest paid director were: Chairman		
Highest paid director	- 69,964	61,931
rigilest paid director	09,904	01,931
The emoluments of the directors, excluding pension contributions, were within the following ranges:		
ů ů	Number	Number
£0 - £5,000	4	2
£20,001 - £25,000	1	-
£35,001 - £40,000	1	_
£40,001 - £45,000	-	1
£45,001 - £50,000	1	3
£50,001 - £55,000	1	-
£55,001 - £60,000	2	_
£60,001 - £65,000	1	1
£65,001 - £70,000	1	-
Employees	Number	Number
The average number of employees, including directors,	***************************************	1.00,000
during the year was:		
Direct employees	200	70
Administration	347	1/13
* XVIIIIII SELUCION	547	213
		====
The associated employment costs were:	£	£
Wages and salaries	8,675,345	3,324,514
Social security costs	717,176	277,706
Other pension costs	555,407	200,438

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

7	Tax on profit on ordinary activities	1996 £	1995 £
	UK corporation tax at 33% (1995: 33%) Deferred taxation Adjustments in respect of previous year	247,801 125,272 (7,302)	3,967 13,311 (2,966)
		365,771	14,312
	Adjustments in respect of previous year consist of:		
	Corporation tax Deferred tax	86,854 (94,156)	(2,966)
		(7,302)	(2,966)
8	Dividends	£	£
	Dividends proposed and paid on equity shares	330,000	904,487
9	Tangible assets		Plant and equipment £
	Cost at 1 July 1995 Acquisition Additions Transfers from group undertakings Disposals At 30 June 1996		670,454 1,896,731 191,997 29,655 (525,057) 2,263,780
	Depreciation: At 1 July 1995 Acquisition Charge for the year Transfers from group undertakings Disposals	,	541,169 1,681,981 188,199 22,878 (522,421)
	At 30 June 1996		1,911,806
	Net book value at 30 June 1996		351,974
	Net book value at 30 June 1995		129,285

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

10 Investments

On 1 July 1995 the assets and liabilities of two fellow subsidiary undertakings were acquired at book value, and have been accounted for by the acquisition method of accounting.

Net assets acquired:	Book Value &		
	Hall & Tawse Western	Hall & Tawse East	Total
	Limited	Anglia Limited	
	£	£	£
Tangible fixed assets	110,776	103,974	214,750
Stocks	137,213	63,000	200,213
Debtors	6,881,896	2,816,045	9,697,941
Cash at bank and in hand	4,349,026	3,273,301	7,622,327
Creditors	(10,156,780)	(4,756,320)	(14,913,100)
Cost of acquisition	1,322,131	1,500,000	2,822,131

Satisfied by an issue of shares: £2,822,131

The investments are directly held and represent 100% of the ordinary share capital of the subsidiary undertakings.

The accounting periods of the acquisitions are conterminous with Hall & Tawse Midlands Limited. The summarised profit and loss accounts of the acquired entities for the year ended 30 June 1995 were:

	Hall & Tawse Western Limited	Hall & Tawse East Anglia Limited	Total
	£	£	£
Turnover	31,320,079	14,164,397	45,484,476
Operating (loss)/profit	(308,491)	317,841	9,350
(Loss)/profit after taxation	(92,273)	319,738	227,465

There were no recognised gains or losses in the year shown other than those disclosed above.

11	Stocks	1996	1995
		£	£
	Raw materials and consumables	94,572	_
	Work in progress	365,625	-
		460,197	

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

12	Debtors	1996 £	1995 £
	_ ····	*	T.
	Trade debtors	7,757,051	3,168,437
	Amounts recoverable on contracts	4,292,346	1,264,545
	Retentions	4,006,431	1,584,609
	Amounts owed by ultimate parent undertaking	1,948	180
	Amounts owed by parent undertaking	4,014,062	2,668,000
	Amounts owed by fellow subsidiary undertakings	27,361	1,859
	Other debtors	49,156	32,561
	Prepayments and accrued income	262,085	88,207
		20,410,440	8,808,398
	Included in the charge and the Call		
	Included in the above are the following amounts falling due after one year:		
	Retentions	000 610	(02.004
	Deferred taxation (see note 15)	908,610	682,894
	Deferred taxation (see note 15)	141,379	63,437
		1,049,989	746,331
13	Creditors: amounts falling due within one year	£	£
	Payments received on account	594,132	331,321
	Trade creditors	22,871,374	8,054,692
	Amounts owed to ultimate parent undertakings	469,254	151,623
	Amounts owed to parent undertaking	610	1,087
	Amounts owed to fellow subsidiary undertakings	101,852	67,901
	Amounts owed to subsidiary undertakings	2,822,131	
	Other creditors	452,028	134,259
	Corporation tax	449,201	20,417
	Other taxes and social security	299,115	509,559
	Proposed dividend	90,000	750,000
	Accruals and deferred income	756,527	507,048
		28,906,224	10,527,907
			
14	Creditors: amounts falling due after more than one year	£	£
	•		
	Retentions	650,778	544,599
	Accruals and deferred income	<u>59,187</u>	
		<u>709,965</u>	544,599

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

15	Provision for liabilities
	Deferred taxation:

Deferred taxation:				£
At 1 July 1995 Acquisition				(63,437) (109,058)
Utilised during the year				31,116
At 30 June 1996				(141,379)
		rided	Full potent	ial liability
	1996	1995	1996	1995
	£	£	£	£
Accelerated capital allowances	(99,705)	(35,511)	(99,705)	(35,511)
Other timing differences	(41,674)	(27,926)	(41,674)	(27,926)
	(141,379)	(63,437)	(141,379)	(63,437)
Share capital				
Authorised		Number		£

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Authorised Ordinary shares of £1 each	Number	£
At 1 July 1995 Authorised during the year At 30 June 1996	2,500,000 2,500,000 5,000,000	2,500,000 2,500,000 5,000,000
Allotted, called up and fully paid: Ordinary shares of £1 each At 1 July 1995 Issued during the the year At 30 June 1996	2,000,100 2,822,131 4,822,231	2,000,100 2,822,131 4,822,231

The shares were issued at par on 1 July 1995 in consideration for a parent undertaking loan.

17 Reserves

	Capital contribution reserve	Profit and loss account	Total
At 1 July 1995 Retained profit for the year Capital contribution At 30 June 1996	£ - 1,872,136	£ 868,487 461,682	£ 868,487 461,682 1,872,136
At 30 Julie 1990	<u>1,872,136</u>	1,330,169	3,202,305

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

18 Reconciliation of movements in shareholders' funds

	1996	1995
T. (1. d. 1. m	£	£
Profit for the financial year	791,682	12,050
Dividends	(330,000)	(904,487)
	461,682	(892,437)
Capital contribution	1,872,136	_
Shares issued during the year	2,822,131	_
Net addition to shareholders' funds	5,155,949	(892,437)
Opening shareholders' funds	2,868,587	3,761,024
Closing shareholders' funds	8,024,536	2,868,587

All shareholders funds are attributable to equity interests.

19 Commitments and contingent liabilities

Future capital commitments for which no provision has been made in these financial statements are as follows:

	1996	1995
Contracted for but not provided for	£	£
	Nil	25,000

Operating leases:

Annual commitments in respect of non-cancellable operating leases are as follows:

	1996		1995	
	Land & Bldgs £	Other £	Land & Bldgs £	Other £
Expiring within one year Expiring between two and	-	138,175	-	38,411
five years Expiring after five years	264,655	562,630	115,155	263,939
	264,655	700,805	115,155	302,350

Performance bonds amounting to £4,548,320 (1995: £2,415,969) have been entered into by the company in the normal course of business.

The company has a contingent liability in respect of guarantees given to support borrowings and performance bonds of its ultimate parent company, fellow subsidiaries and subsidiary undertakings amounting to £84,290,483 (1995: £76,897,441).

NOTES TO THE ACCOUNTS (Continued)

FOR THE YEAR ENDED 30 JUNE 1996

20 Pensions

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The company is a member of the defined benefit pension scheme operated by the ultimate parent undertaking, Raine plc. Contributions are paid in accordance with the recommendations of independent actuaries, based on the regular cost of providing benefits across the group as a whole, without any recognition of fund surpluses or deficits which are dealt with by Raine plc. Particulars of the latest actuarial valuation of the principal schemes which was performed on 1 July 1994 are given in the financial statements of Raine plc.

Parent undertakings

The immediate parent undertaking is Hall & Tawse Group Limited, a company incorporated in Great Britain and registered in England and Wales.

The ultimate parent undertaking is Raine plc, a company incorporated in Great Britain and registered in England and Wales. Copies of the financial statements of Raine plc can be obtained from Raine House, Ashbourne Road, Mackworth, Derby DE22 4NB.