

BTC Speciality Chemical Distribution Limited

Directors' report and financial statements Registered number 1241117 For the year ended 31 December 2012



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BTC Speciality Chemical Distribution Limited Directors' report and financial statements For the year ended 31 December 2012

Contents

Directors' report	1
Statement of directors' responsibilities in respect of the Directors' Report and the financial statements	3
independent auditor's report to the members of BTC Speciality Chemical Distribution Limited	4
Profit and loss account	6
Statement of total recognised gains and losses	6
Balance sheet	7
Reconciliation of movements in shareholders' funds	8
Notes to the financial statements	9

Directors' report

The directors present their directors' report and financial statements for the year ended 31 December 2012

Review of activities and future prospects

BTC is a pan European Sales organisation of BASF SE focussed on speciality chemicals and performance polymers. It offers the competence and the continuity of the world's leading chemical company, combined with the flexibility and speed of our regional distribution companies. In 2012 BTC Europe recorded an annual turnover of €525 million. BTC sells and markets the full range of BASF SE's speciality chemicals and performance polymers as well as selected complementary 3rd party products. In addition BTC manages logistics activities, provides technical support and a variety of added value services to support customers. BTC Europe consists of 7 operations which are managed locally to ensure they fulfil local market requirement. 10 warehouses across Europe provide the ability to move specialist stock across borders. Each BTC company has an external sales force structured by industry sector and use the same SAP based IT System. All BTC companies are ISO 9001 registered.

In 2012 BTC UK, operating under the Trading name of BTC Speciality Chemical Distribution Limited recorded an annual turnover of £4 million compared to £15 million in 2011 From April 2011 the BTC business model changed as BTC UK became agents of BTC GmbH All stock was sold to BTC GmbH and all customers became part of BTC GmbH and a commission agreement now operates between BTC GmbH and BTC UK

Debtors days increased from 56 days in 2011 to 57 days in 2012

In 2013 as part of the BTC network, the company shall continue to concentrate on the development of speciality chemical distribution within the UK and Ireland

The main risks and uncertainties for BTC UK are a declining UK Manufacturing market, the inherent risk of product obsolescence due to competitors developing technically superior products and also the risk of a major incident involving a chemical leak and contamination. The current global economic crisis has of course led to heightened risk awareness for the management of our debtors but we believe our processes are strong enough to mitigate the risk of bad debts. The additional business risk should the general economy worsen further and demand for our products fall is difficult to predict, however, the business is optimistic that it is well placed to manage a general downturn in demand or particular sector due to its efficient structures and wide portfolio of products.

Result and dividend

The profit after taxation for the financial year amounted to £551,000 (2011 £1,426,000)

The directors do not recommend a payment of a final dividend (2011 ml) An interim dividend was not paid during 2012 (2011 £2,121,000)

Directors and directors' interests

The directors who held office during the year were as follows

T B Jensen

Director

D Budd

Director

S Hatton

Company Secretary

Employees

The company has continued its policy of maintaining employee awareness by communicating with employees on all matters of concern. In particular, all employees are kept aware of the financial and economic factors affecting the performance of the company

The company operates a profit sharing scheme for the benefit of employees

Directors' report (continued)

Employment of disabled persons

The company gives full and fair consideration to employment applications from disabled persons, having regard to the aptitudes and abilities of the applicant and the nature of work involved. The company uses all reasonable endeavours to provide continued and any necessary retraining to any employees becoming disabled during employment, and to give all employees equal opportunities for training, career development and promotion

Health and safety at work

The company gives high priority to providing a safe and healthy environment for all employees and contractors and is determined to maintain its good record for the preservation of health, safety and the environment

Political and charitable contributions

The Company made no political contributions during the year Donations to UK charities amounted to £nil (2011 nil)

Disclosure of information to auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditor is unaware, and each director has taken all the steps that he ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Company's auditor is aware of that information

Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office

Approved by the Board of Directors and signed on behalf of the Board

T B Jensen Director

Registered office

Earl Road Cheadle Hulme Cheadle Cheshire SK8 6QG

Statement of directors' responsibilities in respect of the Directors' Report and the financial statements

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year Under that law they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

Under company law the directors must not approve the financial statements unless they are satisfied that they 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 these financial statements, the directors are required to

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.



KPMG LLP

St James' Square Manchester M2 6DS United Kingdom

Independent Auditor's Report to the members of BTC Speciality Chemical Distribution Limited

We have audited the financial statements of BTC Speciality Chemical Distribution Limited for the year ended 31 December 2012 set out on pages 6 to 17 The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's web-site at www frc org uk/auditscopeukprivate

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

Independent Auditor's Report to the members of BTC Speciality Chemical Distribution Limited (continued)

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

13 Nay 2013

David Bills (Senior Statutory Auditor) for and on behalf of KPMG LLP, Statutory Auditor Chartered Accountants St James' Square Manchester

Profit and loss account for the year ended 31 December 2012

13. 12. year oldaed o'r becomber 2012	Note	2012 £000	2011 £000
Turnover Cost of sales	2	3,817 (11)	15,286 (10,462)
		3,806	4,824
Distribution costs Administration expenses Other operating income	3	(3,098)	(162) (2,885) 141
Operating profit		708	1,918
Other interest receivable and similar income	6	31	29
Profit on ordinary activities before taxation Tax on profit on ordinary activities	2-6 7	739 (188)	1,947 (521)
Profit for the financial year		551	1,426

Statement of total recognised gains and losses

There have been no recognised gains and losses other than those passing through the profit and loss account in the current or preceding year

The notes from page 9 to 17 form part of the financial statements

Balance sheet At 31 December 2012

	Note	2012 £000	£000	2011 £000	£000
Current assets Debtors	9	7,619		7,576	
		7,619		7,576	
Creditors amounts falling due within one year	10	(1,892)		(2,400)	
Net current assets			5,727		5,176
Total assets less current liabilities Creditors: amount falling due after more than one year	11		5,727 (11)		5,176 (11)
Net assets			5,716		5,165
Capital and reserves Called up share capital Profit and loss account	12 13		5,716		5,165
Shareholders' funds			5,716		5,165

These financial statements were approved by the board of directors on behalf by

3/5

2013 and were signed on its

T B Jensen Director

Company registered number 1241117

The notes from page 9 to 17 form part of the financial statements

Reconciliation of movements in shareholders' funds for the year ended 31 December 2012

Note	2012 £000	2011 £000
	551	1,426
8	-	(2,121)
	551 5,165	(695) 5,860
	5,716	5,165
	***	\$ 551 8 - 551 551 5,165

Notes

(forming part of the financial statements)

1 Accounting policies

The financial statements are prepared in accordance with applicable United Kingdom accounting standards. The particular accounting policies adopted are described below. They have all been applied consistently throughout the year and the preceding year.

Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards, and under the historical cost accounting rules

Under Financial Reporting Standard 1 the Company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the Company in its own published consolidated financial statements

The company's accounts are consolidated into the group accounts of BASF SE, a company incorporated in Germany (note 18)

The Company is exempt by virtue of \$400 of the Companies Act 2006 from the requirement to prepare group financial statements. These financial statements present information about the Company as an individual undertaking and not about its group.

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Directors' Report on page 1. The company has considerable financial resources and the directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. The directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis for accounting in preparing the annual financial statements.

Going concern basis

The company has considerable financial resources and the directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook

The directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis for accounting in preparing the annual financial statements.

Foreign currencies

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction or, if hedged forward, at the rate of exchange under the related forward currency contract. Monetary assets and liabilities denominated in foreign currencies are translated using the contracted rate or the rate of exchange ruling at the balance sheet date and the gains or losses on translation are included in the profit and loss account.

Leases

Operating lease rentals are charged to the profit and loss account on a straight line basis over the period of the lease

Post-retirement benefits

The company makes pension contributions to the BASF UK Group Pension Scheme (the Scheme) on behalf of its employees. There are two sub-schemes, one is of the defined benefit type, while the other is a defined contribution plan. The defined benefit scheme is accounted for as a multi-employer scheme under FRS17. Contributions are charged to the profit and loss account as they become payable. The employer's pension costs for the defined contribution plan are charged to the profit and loss account as they become payable.

Stocks

Stocks are stated at the lower of cost and net realisable value. In determining the cost of raw materials, consumables and goods purchased for resale, the weighted average purchase price is used. Provision is made for obsolete, slow moving or defective items where appropriate

Taxation

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a rights to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements

A net deferred tax asset is regarded as recoverable and therefore recognised only when, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax in measured on a non-discounted basis

Classification of financial instruments issued by the Company

Following the adoption of FRS 25, financial instruments issued by the Company are treated as equity (i.e. forming part of shareholders' funds) only to the extent that they meet the following two conditions

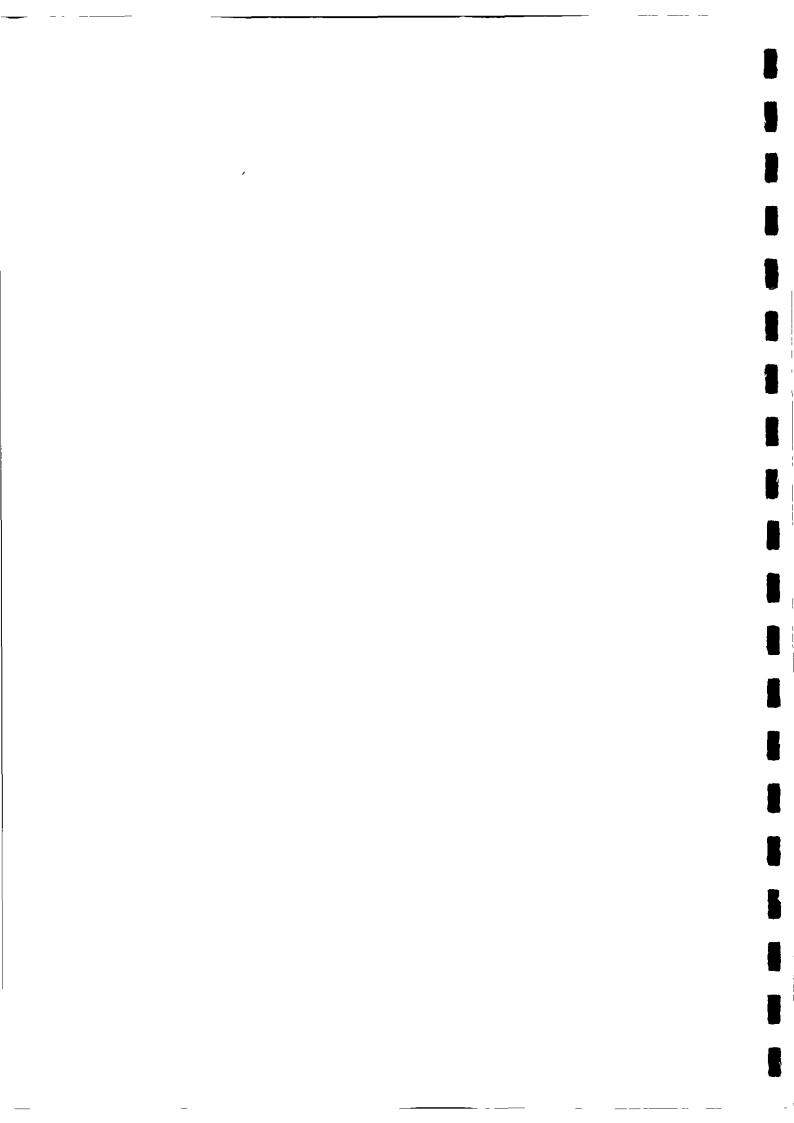
- a) they include no contractual obligations upon the Company to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the Company, and
- b) where the instrument will or may be settled in the Company's own equity instruments, it is either a nonderivative that includes no obligation to deliver a variable number of the Company's own equity instruments or is a derivative that will be settled by the Company's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability. Where the instrument so classified takes the legal form of the Company's own shares, the amounts presented in these financial statements for called up share capital and share premium account exclude amounts in relation to those shares

Finance payments associated with financial liabilities are dealt with as part of interest payable and similar charges Finance payments associated with financial instruments that are classified as part of shareholders' funds (see dividends policy), are dealt with as appropriations in the reconciliation of movements in shareholders' funds

Employee share schemes

The cost of awards to employees that take the form of shares or rights to shares in BASF SE are recognised over the period of the employee's related performance. No cost is recognised in respect of SAYE schemes that are offered on similar terms to all or substantially all employees.



2 Analysis of turnover and profit on ordinary activities before taxation

	2012 Turnover	2011 Turnover	2012 Profit before taxation	2011 Profit before taxation
	£000	£000	£000	£000
By activity				
Sales and distribution of chemical products	3,817	15,286	739	1,947
All turnover arises on sales made from the Unit	ed Kingdom Turno	over of the com	pany by destinatio	n 1s as follows
			2012	2011
By geographical market			£000	£000
				0.050
United Kingdom Germany			3,817	8,858 5,652
Other			-	776
			3,817	15,286
3 Profit and loss account				
			2012	2011
			£000	£000
Profit on ordinary activities before taxation is state	ed after charging			
Rentals under operating lease agreements			92	79
Auditor's remuneration				
Auditor Stemuneration			2012	2011
Amounts receivable by the auditor and their associa	tes in respect of		£000	£000
Audit of financial statements of subsidiaries pursuant			10	11
Addition in interest states of substitutes pursuant	to logislation			
4 Remuneration of directors				
			2012	2011
			£000	£000
Directors' emoluments			124	140

5 Staff numbers and costs

The average number of persons employed by the Company (including directors) during the year, analysed by category, was as follows

B,				
			Number of I	
			2012	2011
Sales and distribution Administration			30 4	26
Administration				4
			34	30
The aggregate payroll costs of these persons we	ere as follows			
			2012	2011
			£000	£000
Wages and salaries			1,508	1,413
Social security costs			164	149
Other pension costs			196	132
			1,868	1,694
6 Other interest receivable and similar	r income			
			2012	2011
			£000	£000
Bank interest receivable			31	29
7 Taxation				
Analysis of charge in period				
ge we per con	2012		2011	
	€000	£000	£000	£000
UK corporation tax				
Current tax on income for the period	189		525	
Adjustments in respect of prior periods	-		(7)	
Total current tax		189		518
		169		516
Deferred tax (see note 9)				
Origination/reversal of timing differences	1		2	
Adjustment in respect of previous years	(2)		1	
Total deferred tax		(1)		3
Tax on profit on ordinary activities		188		521

7 Taxation (continued)

Factors affecting the tax charge for the current period

The current tax charge for the period is higher (2011 higher) than the standard rate of corporation tax in the UK (24 5%, 2011 26 5%) The differences are explained below

	2012 £000	2011 £000
Current tax reconciliation		
Profit on ordinary activities before tax	739	1,947
		
Current tax at 24 5% (2011 26 5%)	181	516
Effects of		
Expenses not deductible for tax purposes	9	11
Capital allowances for period in excess of depreciation	(1)	(2)
Adjustments to tax charge in respect of previous periods	•	(7)
m . t		
Total current tax charge	189	518
	· · · · · · · · · · · · · · · · · · ·	

The 2012 Autumn Statement on 5 December 2012 announced that the UK corporation tax rate will reduce to 21% by 2014 A reduction in the rate from 26% to 25% (effective from 1 April 2012) was substantively enacted on 5 July 2011, and further reductions to 24% (effective from 1 April 2012) and 23% (effective from 1 April 2013) were substantively enacted on 26 March 2012 and 3 July 2012 respectively

This will reduce the company's future current tax charge accordingly. The deferred tax asset at 31 December 2012 has been calculated based on the rate of 23% substantively enacted at the balance sheet date.

It has not yet been possible to quantify the full anticipated effect of the announced further 2% rate reduction, although this will further reduce the company's future current tax charge and reduce the company's deferred tax asset accordingly

8 Dividends

The aggregate amount of dividends comprises

The aggregate unionit of dividends comprises	2012 £000	2011 £000
Interim dividend paid of £nil (2011 £192 82) per ordinary share paid in respect of the current year	•	2,121

9 Debtors

	2012 £000	2011 £000
Trade debtors Amounts owed by group undertakings Prepayments and accrued income Deferred taxation (see below) Taxation and social security Other receivables by group undertakings	4 483 2 11 52 7,067	14 801 37 10 75 6,639
	7,619	7,576
		Deferred Taxation £000
At the beginning of the year Credit to the profit and loss for the year		10 1
At the end of the year		11
The elements of deferred taxation are as follows	2012 £000	2011 £000
Difference between accumulated depreciation and amortisation and capital allowances Other timing differences	8 3	10
	11	10
10 Creditors: amounts falling due within one year		
	2012 £000	2011 £000
I rade creditors Amounts owed to other group undertakings Corporation Tax Taxation and social security Accruals and deferred income	29 182 994 34 653	21 353 1,680 26 320
	1,892	2,400

11 Creditors: amount falling due after one year

Deferred ordinary shares of £1 each		
	2012 £000	2011 £000
 The deferred ordinary shares of £1 each have the following rights attached 5% fixed non cumulative dividend for any financial year in which the net profits of the company available for dividend exceed £10,000,000 an entitlement to receive the capital paid up after a total £1,000 has been distributed in respect of each of the ordinary shares no entitlement to attend or vote at any General Meeting of the company 	11	11 ———
12 Called up share capital		
	2012 £	2011 £
Authorised, 900,000 ordinary shares of 1 pence each	-	
900,000 ordinary shares of 1 perice each	9,000	9,000
Called up, allotted and fully pard		
11,000 ordinary shares of 1 pence each	110	110

13 Reserves

	Profit and loss account £000
At beginning of year Profit for the year	5,165 551
At end of year	5,716
	

14 Contingent liabilities and assets

The company is part of a composite guarantee arrangement with other BASF plc UK group companies. The maximum liability at any time is the credit balance on the account with HSBC plc. As at 31 December 2012 and 31 December 2011 no such liability existed.

15 Commitments

Annual commitments under non-cancellable operating leases are as follows

	2012 Other £000	2011 Other £000
Operating leases which expire		
Within one year	10	17
In the second to fifth years inclusive	72	42
	82	59
		=

16 Pension scheme

The company participates in the BASF (UK) Group Pension Scheme, which all permanent employees of BASF companies in the UK are eligible to join. There are two sub-schemes, one is a defined benefit plan while the other is a defined contribution plan. The company introduced the defined contribution plan on 6 April 1998 for new employees. Employees who were already members of the defined benefit plan were offered the opportunity to transfer to the new defined contribution plan. From 1 April 2012 any remaining members of the defined benefit plan were transferred to the defined contributions plan, and the defined benefit plan was closed to future accrual Assets are held in separate trustee administered funds.

The charge to the profit and loss account in respect of the pension scheme was £196,000 (2011 £132,000), of which £nil (2011 nil) contributions are outstanding at the balance sheet date

The BASF (UK) Pension Scheme ("Scheme") is a multi-employer scheme covering the majority of BASF companies in the UK. The Company is unable to identify its share of the underlying assets (and liabilities) of the Scheme because the assets are not separately assigned to the individual members. The assets of the scheme are invested on an aggregated basis with no identification of assets relating to an individual employer. A proportion of the liability within the scheme for deferred and pensioner members relates to employers who no longer participate in the scheme. Contributions are set for the scheme as a whole rather than reflecting the actuarial characteristics of the employees of the individual employer. Splitting the scheme in these circumstances would have to be done in an arbitrary manner and would therefore not reflect a realistic value. As a result the company has taken advantage of the exemption permitted by FRS 17 not to bring the assets and liabilities of the scheme onto the company balance sheet.

FRS17, under the multi-employer accounting rules, requires the company to account for its defined benefit scheme as a defined contribution scheme. The future contributions of the company will be affected by the surplus on the group scheme, details of which are disclosed below

The BASF (UK) Group Pensions Scheme had a surplus of £0 7 million on a FRS17 basis as at 31 December 2012. The gross liabilities of the scheme are £480 3 million. The main assumptions used in the calculation of this surplus are summarised below.

16 Pension Scheme (continued)

1 ension Scheme (command)		
	As at 31 December 2012	As at 31 December 2011
	Detember 2012	December 2011
Assumptions		
Discount Rate	4.40%pa	4 90%pa
Price inflation	2.20%pa	2 00%pa
Salary increases	3.80%pa	4 00%pa
Pension increases in payment		
Pre April 1997 service – guaranteed *	2.70%pa	2 90% pa
Pre April 1997 service – discretionary *	1.30%pa	1 50% pa
April 1997 – May 2005 service	2.70%ра	2 90% pa
Post May 2005 service	1.80%pa	2 00% pa

Some sections of the Pension Scheme provide guaranteed increases on this element of pension, others provide discretionary increases

During the year BASF Plc made a special contribution of £5,800,000 (2011 £2,300,000) to the BASF Group Pension Scheme This payment was made to address the funding deficit which was identified and agreed with the Trustees of the pension scheme

Additional contributions to the defined benefit plan were agreed with the Pension Trustees as part of a recovery plan following the last scheme valuation on 31 December 2009 This recovery plan requires additional contributions of £4 0 million per annum up to 2016 The next valuation on behalf of the Trustees will be based on the situation at 31 December 2012

17 Related party disclosures

The directors have taken advantage of the provisions of FRS8 'Related Party Disclosures' not to disclose transaction between subsidiaries of BASF SE

18 Ultimate parent company and parent undertaking of larger group of which the company is a member

The company's immediate parent company is BASF plc, a company incorporated in Great Britain and registered in England and Wales

BASF Societas Europaea ("BASF SE"), a company incorporated in Germany, is the ultimate parent company and is the parent of the largest group of companies to prepare consolidated financial statements. Copies of BASF SE consolidated financial statements may be obtained from

Press Offices Dept ZOA/P BASF SE D67056 Ludwigshafen Germany

In the opinion of the directors of the company, the company is controlled by BASF SE