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INDUSTRIAL MACHINERY SUPPLIES LIMITED

CONSOLIDATED ACCOUNTS

FOR THE YEAR ENDED 31 DECEMBER 1999

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YEAR ENDED 31 DECEMBER 1999

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YEAR ENDED 31 DECEMBER 1999

COMPANY INFORMATION

COMPANY REGISTRATION NUMBER

1668906

REGISTERED OFFICE

Park House 102-108 Above Bar SOUTHAMPTON SO14 7NH

DIRECTORS

K E Gee R M M Van Weerdenburg T Van der Ploeg

COMPANY SECRETARY

K E Gee

AUDITORS

BDO Stoy Hayward Park House 102-108 Above Bar SOUTHAMPTON SO14 7NH

BANKERS

Barclays Bank Plc Bishop Meadow Road LOUGHBOROUGH Leicestershire LE11 ORB

YEAR ENDED 31 DECEMBER 1999

REPORT OF THE DIRECTORS

The Directors present their report and the financial statements for the year ended 31 December 1999.

PRINCIPAL ACTIVITY, TRADING REVIEW AND FUTURE DEVELOPMENTS

The group's principal activity is the import and distribution of commercial vehicle components.

The Directors consider the state of the group's affairs to be satisfactory and in line with expectations.

RESULTS AND DIVIDENDS

The consolidated profit for the year is shown on page 5.

The Directors do not recommend the payment of a dividend.

The resulting retained profit is to be added to reserves.

DIRECTORS

The Directors in office during the year and their interests in the shares of the company were as follows:-

Ordinary Shares of £1 each
31 December 1999 31 December 1998

K E Gee		1,000	1,000
R M M Van Weerdenburg	(appointed 4 January 1999)	-	-
T Van der Ploeg	(appointed 4 January 1999)	-	-
H J L Kappen	(resigned 4 January 1999)	-	-
E W Brongersma	(resigned 4 January 1999)	-	-

REPORT OF THE DIRECTORS (continued)

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 the group at the end of the financial year and of the profit or loss for that year. 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 and the group will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time, the financial position of the company and the group 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 of the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

YEAR 2000 COMPLIANCE

As is well known, many computer and digital storage systems express dates using only the last two digits of the year and will thus require modification or replacement to accommodate the year 2000 and beyond in order to avoid malfunctions and resulting widespread commercial disruption. This is a complex and pervasive issue. The operation of our business depends not only on our own computer systems, but also to a degree on those of our suppliers and customers. This could expose us to further risk in the event that there is a failure by other parties to remedy their own year 2000 issues.

We have considered the impact on our business and have taken steps to ensure that our computer systems are year 2000 compliant. We have also considered our reliance on the systems of our suppliers and customers. Given the complexity of the problem, it is not possible for any organisation to guarantee that no year 2000 problems will remain, because at least some level of failure may still occur. We believe that we will have the resources to deal promptly with significant failures or issues that might arise.

As at the date of signing this report, the company has not experienced any year 2000 compliance problems.

AUDITORS

/Secretary

BDO Stoy Hayward have expressed their willingness to continue in office and a resolution to re-appoint them will be proposed at the Annual General Meeting.

ON BEHALF OF THE BOARD

Date: 7 April 200

REPORT OF THE AUDITORS

TO THE MEMBERS OF INDUSTRIAL MACHINERY SUPPLIES LIMITED

We have audited the financial statements on pages 5 to 18 which have been prepared under the accounting

policies set out on pages 8 to 9.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 3, 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 independent made by the directors in

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 mis-statement, 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 affairs of the company and of the group as at 31 December 1999 and of the profit of the group for the year then ended and have been properly

prepared in accordance with the Companies Act 1985.

BDO Stoy Hayward

REGISTERED AUDITORS

Southampton

Date: 17 April 2000

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CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 1999

	Notes	<u>1999</u> £	<u>1998</u> £
TURNOVER Cost of Sales	1	6,041,518 4,799,028	6,000,988 4,575,623
GROSS PROFIT		1,242,490	1,425,365
Distribution and Selling Costs Administrative Expenses		127, 87 1 944,911	109,369 863,782
		1,072,782	973,151
OPERATING PROFIT	2	169,708	452,214
Interest receivable and similar income Interest payable and similar charges	5	5,680 (61,498)	25,071 (64,024)
Profit on ordinary activities before taxation		113,890	413,261
Taxation on profit on ordinary activities	6	(38,410)	(139,162)
PROFIT on ordinary activities after taxation retained for the year		75,480	274,099
Retained profit brought forward		624,554	350,455
RETAINED PROFIT CARRIED FORWARD	17	£700,034	£624,554

All amounts relate to continuing activities.

All recognised gains and losses are included in the Profit and Loss Account.

No reconciliation of shareholders' funds statement has been prepared as there are no movements in either the current or prior year other than the retained profit for the year.

The notes on pages 10 to 18 form part of these financial statements.

CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 1999

Notes	<u>1999</u> £	1998 £
8	162,184	182,327
10 11	614,183 1,831,847 543,556	601,244 1,682,761 176,064
	2,989,586	2,460,069
12	(1,762,361)	(1,317,848)
	1,227,225	1,142,221
	1,389,409	1,324,548
ar 13	(670,167)	(680,167)
15	(9,208)	(9,827)
	£710,034	£634,554
16 17	10,000 700,034	10,000 624,554
	£710,034	£634,554
	8 10 11 12 12	£ 8

by the Board of Directors on **The** and are signed on its behalf by:

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DIRECTOR

The notes on pages 10 to 18 form part of these financial statements.

INDUSTRIAL MACHINERY SUPPLIES LIMITED

BALANCE SHEET AS AT 31 DECEMBER 1999

	<u>Notes</u>	<u>1999</u> £	1998 £
FIXED ASSETS Tangible assets	8	162,184	182,327
CURRENT ASSETS Stock Debtors Cash at bank and in hand	10 11	614,183 1,831,847 543,556	504,013 1,949,043 173,811
		2,989,586	2,626,867
CREDITORS: Amounts falling due within one year	12	(1,770,045)	(1,272,330)
NET CURRENT ASSETS		1,219,541	1,354,537
TOTAL ASSETS LESS CURRENT LIABILITIES		1,381,725	1,536,864
CREDITORS: Amounts falling due after more than one	ear 13	(670,167)	(680,167)
PROVISIONS FOR LIABILITIES AND CHARGES	15	(9,208)	(9,827)
		£702,350	£846,870
CAPITAL AND RESERVES			
Called up share capital Profit and Loss Account	16 17	10,000 692,350	10,000 836,870
EQUITY SHAREHOLDERS' FUNDS		£702,350	£846,870

The financial statements were approved by the Board of Directors on Phone 2000 and are signed on its behalf by:

DIRECTOR

The notes on pages 10 to 18 form part of these financial statements.

ACCOUNTING POLICIES

Basis of Accounting

The financial statements have been prepared on the historical cost basis of accounting and in accordance with applicable accounting standards.

Basis of Consolidation

The consolidated financial statements incorporate the accounts of the Company and its subsidiary. The Group uses the acquisition method of accounting to consolidate the results of subsidiary undertakings which are included from the date of acquisition.

The parent company has taken advantage of the provisions of the Companies Act 1985 not to publish its own profit and loss account.

Turnover

Turnover represents the total of invoiced sales excluding Value Added Tax.

Depreciation

Depreciation is calculated to write-off the cost, less estimated residual values, of tangible fixed assets over their expected useful lives. Depreciation rates are as follows:-

Plant and Machinery - 10% - 20%

Motor Vehicles - 25% to 33 1/3%

Office Equipment - 10% to 33 1/3%

Impairment of Fixed Assets and Goodwill

The need for any fixed asset impairment write down is assessed by comparison of the carrying value of the asset against the higher of realisable value and value in use.

Stocks

Stocks are stated at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

Deferred Taxation

Deferred Taxation arises when items are recognised for tax purposes in periods that differ from the periods in which the items are recognised for accounting purposes. Provision is made for deferred taxation at current rates of tax in accordance with the liability method, to the extent to which it is probable that a taxation liability or asset will crystallise.

ACCOUNTING POLICIES (continued)

Leased Assets

Fixed Assets held under Hire Purchase Agreements, and those financed by leasing agreements which give rights approximating to ownership (ie. finance leases) are treated in accordance with Statement of Standard Accounting Practice 21 (SSAP 21) as if purchased outright. The corresponding obligations are included in creditors. Depreciation is provided, depending on the type of fixed assets, by the rates and methods set out above. The related finance costs are charged to the Profit and Loss Account in proportion to the outstanding balances of the agreements.

All other leases are treated as operating leases. Their annual rentals are charged to the Profit and Loss Account in the year in which they become payable.

Fixed Asset Investments

Fixed asset investments are stated at cost, but provision is made if it is considered that there has been any permanent diminution in value.

Foreign Currencies

Assets, liabilities, revenues and costs expressed in foreign currencies are translated into sterling at rates of exchange ruling on the date on which transactions occur, except for:-

- (i) monetary assets and liabilities which are translated at the rate ruling at the balance sheet date (other than those in (ii) below); and
- (ii) transactions to be settled at a contracted rate and trading transactions covered by a related or matching forward contract, which are translated at those contracted rates.

Differences arising on the translation of such items are dealt with in the profit and loss account.

Goodwill

Goodwill arose on the purchase of the business of ICS Black Box (UK) Limited on 1 January 1999. Because the business made a loss in the past year and is likely to do so again next year, the Directors consider that the goodwill has no value. Therefore the goodwill has been fully written off in the year.

Pension costs

The company makes payments to individual employees' personal defined contribution pension schemes. Contributions payable to the Schemes are charged to the profit and loss account in the period to which they relate.

Cashflow Statement

The company has taken advantage of the exemption conferred by FRS 1 (revised) not to prepare a cashflow statement as its parent's consolidated statements are publicly available.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 1999

1. TURNOVER

Turnover is wholly attributable to the group's principal activities and arises solely within the United Kingdom.

2.	OPERATING PROFIT	<u>1999</u> £	<u>1998</u> £
	Operating profit is stated after charging/(crediting):-		
	Depreciation of tangible fixed assets:		
	- owned assets	72,428	65,686
	- assets held under finance leases and hire purchase agreements	11,166	7,311
	Auditors' remuneration	9,000	8,500
	Operating leases - land and buildings	77,201	74,567
	Profit on sale of tangible fixed assets	(18,150)	(12,500)
	Foreign exchange differences	(21,882)	51,730
3.	STAFF COSTS	£	£
٥.	STAFF COSTS	2	₩
	Wages and salaries	479,296	455,345
	Social security costs	48,416	46,375
	Other Pension costs	16,638	10,718
	Medical Insurance	4,681	4,979
		£549,031	£517,417
		Number	Number
	The average monthly number of employees during the year was:		
	Sales	9	6
	Administration	11	11
	Warehouse	4	4
	Technical	7	2
		31	23

NOTES TO THE FINANCIAL STATEMENTS (continued)

4.	DIRECTORS' EMOLUMENTS	<u>1999</u> £	<u>1998</u> £
	Included in staff costs are:		
	Directors' emoluments including benefits in kind	74,396	67,867
	Aggregate contributions towards defined contribution pension scheme	6,791	6,072
		£81,187	£73,939
		Number	Number
	Number of directors in the defined contribution pension scheme	1	1
5.	INTEREST PAYABLE	£	£
	On loans from group companies On finance leases and hire purchase contracts	60,328 1,170	62,819 1,205
		£61,498	£64,024
6.	TAXATION	£	£
	UK Corporation tax:- Current Over-provision in previous year	38,500 (90)	139,224 (62)
		£38,410	£139,162

NOTES TO THE FINANCIAL STATEMENTS (continued)

7. INTANGIBLE FIXED ASSET

	COMPANY				Goodwill
	COST Addition and at 31 December 1	999			£ 210,000
	AMORTISATION Charge for the year and at 31 E	December 1999			210,000
	NET BOOK VALUE At 31 December 1999				£-
	At 31 December 1998				£-
8.	TANGIBLE FIXED ASSETS				
	GROUP AND COMPANY	Plant and <u>Machinery</u> £	Motor <u>Vehicles</u> £	Office <u>Equipment</u> £	Total £
	COST At 1 January 1999 Additions Disposals	72,113 - -	260,495 41,991 (57,139)	194,437 28,960 -	517,045 70,951 (57,139)
	At 31 December 1999	72,113	235,347	223,397	530,857
	DEPRECIATION At 1 January 1999 Charge for the year Eliminated on disposal	57,818 4,225	126,134 60,689 (49,639)	150,766 18,680	334,718 83,594 (49,639)
	At 31 December 1999	62,043	137,184	169,446	368,673
	NET BOOK VALUE At 31 December 1999	£10,070	£98,163	£53,951	£162,184
	At 31 December 1998	£14,295	£124,361	£43,671	£182,327
					

The net book value of the company's motor vehicles includes £15,023 (1998: £26,189) in respect of assets held under hire purchase agreements.

NOTES TO THE FINANCIAL STATEMENTS (continued)

9. FIXED ASSET INVESTMENT – COMPANY

	Investments in <u>Subsidiary</u> £
Cost At 1 January 1999	1
At 31 December 1999	1
Provisions At 31 January 1999	1
At 31 December 1999	1
Net Book Value At 31 December 1999	£-
At 31 December 1998	£-

Investments include an investment in a subsidiary, ICS Black Box (UK) Limited, a company registered in England and Wales, comprising a holding of 100% of its issued ordinary capital. The nominal value of the shareholding is £245,000, comprising £1 ordinary shares.

10.	STOCK	<u>1999</u> £	<u>1998</u> £
	GROUP Finished goods	£614,183	£601,244
	COMPANY Finished goods	£614,183	£504,013

NOTES TO THE FINANCIAL STATEMENTS (continued)

11. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	GROUP Trade debtors Amounts due from group undertakings Other debtors Prepayments and accrued income	1,785,623 2,613 4,772 38,839	1,618,463 10,805 21,616 31,877
		£1,831,847	£1,682,761
	COMPANY		
	Trade debtors	1,785,623	1,406,697
	Amounts due from group undertakings	2,613	490,977
	Other debtors Prepayments and accrued income	4,772 38,839	21,616 29,753
		£1,831,847	£1,949,043
12.	CREDITORS: Amounts falling due within one year	1999 £	1998 £
	GROUP		
	Trade creditors	628,356	438,179
	Amounts owed to group undertakings	736,429	440,160
	Social security and other taxes	327,372	237,504
	Other creditors	- 25,567	120 224
	Corporation tax Net obligations under hire purchase agreements	10,000	139,224 10,000
	Accruals and deferred income	34,637	52,738
		£1,762,361	£1,317,848
	COMPANY		
	Trade creditors	628,356	436,715
	Amounts owed to group undertakings	744,113	420,745
	Social Security and other taxes	327,372	217,008
	Corporation Tax	25,567	139,224
	Net obligations under hire purchase agreements Accruals and deferred income	10,000 34,637	10,000 48,638
		£1,770,045	£1,272,330
			

NOTES TO THE FINANCIAL STATEMENTS (continued)

13.	CREDITORS: Amounts falling due after more than one year	<u>1999</u> £	<u>1998</u> £
	GROUP AND COMPANY Amounts owed to group undertakings	666,000	666,000
	Net obligations under hire purchase agreements	4,167	14,167
		£670,167	£680,167
14.	SECURED CREDITORS		
	Secured Creditors included in notes 12 and 13 above are as follows:-		
	GROUP AND COMPANY Net obligations under finance leases and hire purchase agreements, sec	cured on the asset	ts concerned.
	Amounts repayable by instalments:		
	In one year or less	10,000	10,000
	In more than one year but not more than two years In more than two years but not more than five years	4,167 -	10,000 4,167
		£14,167	£24,167
	Obligations under hire purchase contracts are secured on the assets cor	ncerned.	
	There are no stated terms for repayment of the group debt.		
	The company is charged interest at 5%.		
15.	PROVISION FOR LIABILITIES AND CHARGES		
	GROUP AND COMPANY		
	Warranty provision	£9,208	£9,827
			Warranty <u>Provision</u> £
	Provision at 1 January 1999		9,827
	Transfer to profit and loss account		(619)
	At 31 December 1999		£9,208

There was no deferred tax provided or unprovided at either 31 December 1999 or 31 December 1998.

NOTES TO THE FINANCIAL STATEMENTS (continued)

16. CALLED UP SHARE CAPITAL

		<u>Authorised</u> 1999 1998 £ £		Allotted, Called Up <u>and Fully Paid</u> 1999 <u>1998</u> £ £	
	Ordinary shares of £1 each	£10,000	£10,000	£10,000	£10,000
17.	RESERVES				
	PROFIT AND LOSS ACCOUNT				£
	GROUP At 1 January 1999 Result for the year				624,554 75,480
	At 31 December 1999				£700,034
	COMPANY				
	COMPANY At 1 January 1999				836,870
	Result for the year				(144,520)
	At 31 December 1999				£692,350

18. COMMITMENTS UNDER OPERATING LEASES

At the year end, the group and company were committed to making the following annual payments under operating leases expiring as follows:-

GROUP AND COMPANY	<u>1999</u>		<u>1998</u>		
	Land and		Land and		
	<u>Buildings</u>	<u>Other</u>	<u>Buildings</u>	<u>Other</u>	
	£	£	£	£	
Within one year	-	-	55,925	_	
In 2-5 years	77,201	660	-	-	
1.010	255.001				
At 31 December 1999	£77,201	£660	£55,925	£-	

NOTES TO THE FINANCIAL STATEMENTS (continued)

19. CONTINGENT LIABILITIES

The company's assets are pledged as guarantee against its ultimate holding company's liabilities.

20. PENSION COMMITMENTS

The group operates defined contribution pension schemes for eligible employees who wish to participate and directors. In the year ended 31 December 1999, total pension contributions charged to the Profit and Loss Account were £105,764 (1998: £70,399).

21. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption conferred by paragraph 3(c) of FRS8 not to disclose transactions with other group companies, on the basis that it is controlled by Pon Holdings BV, whose financial statements are publicly available.

At 31 December 1999, the group and company owed the following amounts to other group companies:

	<u> 1999</u>	<u>1998</u>
	£	£
D. O. IDV	1 200 110	1.006.745
Pon Onroerend BV	1,390,119	1,086,745
IMS Netherlands BV	4,362	862
ICS Netherlands BV	7,749	-
and was owed the following amounts by other group companies:		
Pon Onroerend BV	2,613	10,338
ICS Netherlands BV	522	, <u>-</u>

22. OTHER FINANCIAL COMMITMENTS

The group and company have commitments under forward exchange contracts totalling £688,858.

NOTES TO THE FINANCIAL STATEMENTS (continued)

23. ULTIMATE PARENT COMPANY

The group's immediate holding company is Continental Banden Groep BV, a company incorporated in the Netherlands.

The group's ultimate holding company is Pon Holdings BV, which is also incorporated in the Netherlands.

Group financial statements are available from:

Nijverheidsweg 50 Postbus 11 The Netherlands

24. CONTROLLING PARTY

The group is controlled by its ultimate holding company, Pon Holdings BV.