# Financial Statements 31st December 1997





Company Number: 1698498



## **Directors' Report**

The directors have pleasure in submitting their annual report and financial statements for the year ended 31st December 1997.

### **Principal Activities**

The principal activities of the company ("TMI") are trading in the international securities and derivatives markets together with underwriting and managing new issues of securities.

TMI is regulated by The Securities and Futures Authority Limited and is a member of The London International Financial Futures & Options Exchange, the International Securities Market Association and the International Primary Market Association.

#### **Business Review**

TMI has continued to expand over the year, setting up an equity business group, enlarging its presence in the new issue/syndication market and maintaining its growth in structured financial products.

However, 1997 has been a difficult year for trading in the fixed income and equity markets. The Asian currency and debt crisis, and subsequent crash in world stock markets, has caused unprecedented widening of credit spreads in Asian and other emerging market debt securities and record levels of volatility in equities. Many houses in the international capital markets have suffered similar difficulties in these two areas and the Company has not been an exception. Consequently, the directors must report, regrettably, that this year the Company has shown a loss for the first time in the last six years.

The directors view the results of the year as a short-term setback in the development of the business and do not feel that this setback will adversely affect the establishment of TMI as a leading house in international capital markets.

#### **Financial**

The loss for the year amounted to £35,008,709 (1996 profit £7,025,780).

#### **Dividends**

The Directors do not recommend the payment of a dividend for 1997 (1996 Scrip dividend £6,000,000).



#### **Directors**

The directors are as follows:

E Yoshimura

M Yamada

T Uno

A Watanabe

H Yoshimine

K Watanabe

F Yano

A D Loehnis, C.M.G.

Mr T Tange resigned on 11th March 1997 and Mr E Yoshimura was appointed on 10th June 1997.

Mr K Enya resigned and Mr M Yamada was appointed on 11th June 1997.

Mr M Kawamura resigned on 4th April 1997 and Mr K Koga resigned on 10th July 1997.

None of the directors had any interest in the shares of the company at any time during the year.

#### **Employees**

It is the policy of the company to give full and fair consideration to applicants for employment from disabled persons, to continue wherever possible the employment of members of staff who may become disabled and to ensure that suitable training, career development and promotion are encouraged. Various means are used to communicate with employees on personnel policies and issues and on the performance, objectives and business direction of the company.

## Payment to Creditors

It is the company's policy to settle all of its trading transactions on the agreed settlement date. All other trade creditors are paid in accordance with the relevant invoice terms.

#### Auditors

In accordance with section 384 of the Companies Act 1985, a resolution for re-appointment of KPMG as auditors of the company is to be proposed at the forthcoming Annual General Meeting.



## 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 year. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- 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 maintaining proper accounting records which 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 1985. 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.

By order of the board

David I Spencer Secretary

16th February 1998

6 Broadgate London EC2M 2AA



# Auditors' Report to the members of Tokyo-Mitsubishi International plc

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

## 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 examinations, 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 31st December 1997 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

KPMG

Chartered Accountants
London
Registered Auditors

16th February 1998



## **Accounting Policies**

## Format of Financial Statements

The financial statements of a dealer in securities require special treatment, which is not dealt with in the statutory requirements, in order to present a true and fair view of its state of affairs and results. Accordingly, the directors believe that for the best presentation of the company's results and financial position, it is necessary to depart from the statutory accounting rules. A company dealing in securities has no equivalent to turnover, cost of sales and gross profit and therefore income from operations represents the net amount earned from trading and from holding positions in securities. Interest arising therefrom forms an integral part of the income from operations and, because it is reflected also in movements in market prices, should not be separately identified.

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of dealing securities, and in accordance with applicable accounting standards and with the Companies Act 1985, except as noted below in respect of dealing securities.

Dealing securities held as current trading assets are stated at market value and profits and losses arising from this valuation are taken to the profit and loss account. This is not in accordance with Schedule 4 to the Companies Act 1985 which requires that such assets be stated at the lower of cost and net realisable value, or that if revalued any revaluation differences be taken to revaluation reserve. The directors consider that these requirements would fail to give a true and fair view of the profit for the year of an investing enterprise that holds readily marketable investments as current assets since their marketability enables decisions to be taken continually about whether to hold or sell those assets, and hence the economic measure of performance in any period is properly made by reference to market values. It is not practicable to quantify the effect on the accounts of these departures since information on original cost, being of no continuing relevance to the business, is not readily available and therefore a note of the historical cost profit or loss, as required by paragraph 26 of Financial Reporting Standard No 3, has not been presented.

#### Securities

Dealing securities held for trading purposes are stated at market value. Securities held as part of asset swap or structured finance arrangements are held at cost. Securities held to provide, in the longer term, income or capital growth to cover administrative expenditure are shown at cost less provision for any permanent diminution in value.

Open futures and options contracts are accounted for on a marked-to-market basis.

Transactions are accounted for on a trade date basis.

#### **Swaps**

Swaps are accounted for using current market rates based on the net present value of the associated cashflows. Certain interest rate swaps, entered into with a view to managing interest rate exposures, are accounted for on an accrual basis. The resulting balance sheet amounts are included in debtors or creditors as appropriate and are presented net by counterparty where there is a legal right of set off in accordance with general industry practice.



## Accounting Policies - (continued)

#### Management Fees and Commission

Management fees and commission are accounted for on an accruals basis.

## Repurchase and Resale Agreements

Repurchase and resale agreements are regarded as financing transactions and are shown as short-term borrowing and short-term lending respectively.

#### Foreign Currencies

Monetary assets and liabilities denominated in foreign currencies and open forward foreign exchange contracts are translated using the rate of exchange ruling at the balance sheet date. Gains or losses on translation are included in the profit and loss account. Fixed asset investments denominated in foreign currency are translated using the rate of exchange ruling at the balance sheet date. Gains or losses on translation are offset against the corresponding gain or loss on translating the matched borrowings.

#### Depreciation

Depreciation is provided to write off the cost less estimated residual value of fixed tangible assets by equal instalments over their estimated useful economic lives as follows:

Leasehold improvements	10 - 25 years
Office furniture and fittings	5 years
Motor vehicles	4 years
Office machinery and computer software	4 years

Additions to fixed assets are not depreciated until they are brought into use.

#### **Taxation**

Provision is made for deferred taxation only to the extent that it is considered probable that an actual liability will arise.

#### Pensions

Based on actuarial advice, pension costs are charged to the profit and loss account so as to produce a regular cost which is a substantially level percentage of the current and expected future pensionable payroll. Variations from the regular cost are allocated over the remaining service lives of current employees.



## **Profit and Loss Account**

For the year ended 31st December 1997

John Grade Dist December 1997			
	Notes	1997	1996
		£'000	£'000
Income from Operations	1	26,839	75,125
Administrative expenses	2 - 4	(61,848)	(62,099)
(Loss)/Profit on ordinary activities before taxation	1	(35,009)	13,026
Taxation on ordinary activities	5	-	-
(Loss)/Profit on ordinary activities after taxation		(35,009)	13,026
Dividend	6	-	(6,000)
Retained (loss)/profit for the year		(35,009)	7,026
Retained profit brought forward		9,722	2,696
Retained (loss)/profit carried forward		(25,287)	9,722

The company has no recognised gains and losses during the current and previous period other than the loss for the year. All (losses)/profits shown above are derived from continuing operations.



## **Balance Sheet**

As at 31st	December 1997	Notes		1997 £'000	1996 £'000
Fixed asset Tangible as Investment	ssets	7 17		13,483 2,269	14,447 .2,567
Current as	esets	8	5,729,485	15,752	17,014
Securities	k and in hand	9	3,311,313 85,247		3,971,871 1,989,887 2,811
Creditors:			9,126,045		5,964,569
	one year	10	(8,167,920)		(4,782,027)
Net curren	t assets			958,125	1,182,542
Total assets	s less current liabilities			973,877	1,199,556
Creditors:	Amounts falling due after more than one year	11		(786,664)	(983,334)
Net assets				187,213	216,222
Capital and Called up sh Profit and lo	nare capital	12		212,500 (25,287)	206,500 9,722
Shareholde	rs' Funds	13		187,213	216,222

The accounts on pages 5 to 16 were approved by the Board of Directors on 16th February 1998 and signed on its behalf by:

Akira Watanabe Director

16th February 1998



## **Cash Flow Statement**

For the year ended 31st December 1997		
	1997 £'000	1996 £'000
Net cash inflow/(outflow) from operating activities	224,069	(316,078)
Taxation	-	(4,352)
Capital expenditure	(4,438)	(10,239)
Acquisitions and disposals	<del>.</del>	51,777
	219,631	(278,892)
Equity dividends paid	-	(3,000)
Financing	(141,897)	188,949
Increase/(Decrease) in cash	77,734	(92,943)

# Reconciliation of net cash flow to movement in net debt

Increase/(Decrease) in cash in period	77,734	(92,943)
Cash inflow from increase in long-term debt Cash outflow from redemption of new issues Effect of foreign exchange	(171,545) 313,442 350	(323,936) 134,987 112,209
Other movements	115,746	(35,342)
Movement in net debt in period	335,727	(205,025)
Net debt at 1st January 1997	(1,144,951)	(939,926)
Net debt at 31st December 1997	(809,224)	(1,144,951)

Changes in the presentation of the cash flow statement have been made consequent upon the adoption of the revised Financial Reporting Standard No 1 'Cash Flow Statements'. Comparative figures have been restated in accordance with the revised presentation.



# **Notes on the Cash Flow Statement**

1	Reconciliation of Operating	profit to Operating	Cash Flows		
		1		1997 £'000	1996 £'000
	Income from operations			26,839	75,125
	Administrative expenses			(61,848)	(62,099)
	Depreciation charges			5,458	5,990
	Profit on disposal of fixed asse	ets		(56)	(76)
	(Increase) in securities			(1,358,937)	(582,764)
	(Increase) in debtors			(1,757,614)	(1,085,252)
	Increase in creditors			3,370,577	1,445,207
	Effect of foreign exchange diff	erences		(350)	(112,209)
	Net cash inflow/(outflow) from	operating activities		224,069	(316,078)
2	Analysis of Cash Flows for he	eadings netted in Ca	ash Flow Stateme	nt	
	Capital Expenditure			£'000	£,000
	Additions to tangible fixed asse	ets	•	(4.511)	(10.201)
	Disposal of tangible fixed asset	ss.		(4,511) 73	(10,391)
					152
	Net cash outflow for capital exp	penditure		(4,438)	(10,239)
	Acquisitions and disposals				
	Purchase of subsidiary			-	51,777
	Financing				
	Proceeds of notes issues			171,545	323,936
	Redemption of note issues			(313,442)	(134,987)
	Net cash (outflow)/inflow from	financing		(141,897)	188,949
3	Analysis of changes in net deb	t			
		At	Cash	Other	At
		1/1/97	flows	changes	31/12/97
		£'000	£'000	£,000	£'000
	Cash in hand at bank	2,811	82,436	-	85,247
	Overdrafts	(204)	(4,702)		(4,906)
		2,607	77,734		80,341
	Debt due within 1 year	(164,224)	115,746	(54,423)	(102,901)
	Debt due after 1 year	(983,334)	141,897	54,773	(786,664)
	Total	(1,144,951)	335,377	350	(809,224)



## Notes on the Financial Statements

## 1 Income from operations and profit on ordinary activities before taxation

The whole of the income from operations and profit on ordinary activities is derived from substantially the same class of business and in a market which is not delineated by geographical bands.

2	Administrative	Expenses
---	----------------	----------

3

	1997	1996
	£'000	£'000
Staff costs (note 3)	28,334	31,482
Depreciation of fixed tangible assets	5,458	5,990
Operating lease rentals:	2,100	3,330
Hire of quotation and communication equipment	4,154	3,833
Rental of premises	2,931	2,767
Auditors' remuneration:	2,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2,707
Audit fees	98	85
Non audit related fees	91	120
Profit on disposal of fixed assets	(56)	(76)
Other administrative expenses	20,838	17,898
	61,848	62,099
Staff costs		
	1997	1996
Average number of employees	293	277
Employee costs	£'000	£'000
Excluding directors' emoluments)		_ 000
Wages and salaries	23,684	27,653
Social security costs	2,305	1,974
Other pension costs	2,345	1,855
	28,334	31,482



## Notes (continued)

4	Directors'	<b>Emoluments</b>
---	------------	-------------------

	1997 £'000	1996 £'000
Fees Emoluments (excluding pension contribution)	1,034	884
	1,034	884

The emoluments of the highest paid director amounted to £268,655 (1996 £203,368).

## 5 Taxation on ordinary activities

There has been no charge made for UK corporation tax due to the availability of losses.

#### 6 Dividend

	1997 £'000	1996 £'000
Dividend (1996 scrip dividend)		6,000

## 7 Fixed tangible assets

•	easehold ovements £'000	Office furniture and fittings £'000	Motor vehicles £'000	Office machinery £'000	Total £'000
Cost					
At 1st January 1997	6,906	797	724	22,872	31,299
Additions	506	155	_	3,850	4,511
Disposals	(534)	(552)	(258)	(12,276)	(13,620)
At 31st December 1997	6,878	400	466	14,446	22,190
Depreciation					
At 1st January 1997	2,622	554	384	13,292	16,852
Charge for the year	430	75	126	4,827	5,458
Disposals	(534)	(552)	(241)	(12,276)	(13,603)
At 31st December 1997	2,518	77	269	5,843	8,707
Net book value at 31st December 1997	4,360	323	197	8,603	13,483
Net book value at 31st December1996	4,284	243	340	9,580	14,447



## Notes (continued)

9

- Ductor of Duc William One year	8	Debtors:	Due	within	one	vear
----------------------------------	---	----------	-----	--------	-----	------

7-2- J				
			1997	1996
			£'000	£'000
Securities sold but not delivered Reverse repurchase agreements			493,898 444,682	1,391,821
Amounts owed by group undertakings			651,588	500,075
Swaps			645,571	1,716,299
Purchased options			325,349	230,980
Other debtors			71,941	59,643
Prepayments and accrued income		<del></del> :	96,456	73,053
		_ 5,	729,485	3,971,871
Securities				
		1997	1	996
	Listed	Unlisted	Listed	Unlisted
	£,000	£'000	£'000	£'000
Dealing securities, at market value Securities held at cost market value £510,522,000	2,193,365	612,368	1,314,694	419,723
(1996 £259,366,000)	246,989	258,591	186,384	69,086
	2,440,354	870,959	1,501,078	488,809
Total	3,311,3	13	1,989,	887

Of the dealing securities £192,752,504 (1996 £262,043,097) are listed on the London Stock Exchange Limited and the rest on stock exchanges outside Great Britain.

## 10 Creditors: Due within one year

	1997 £'000	1996 £'000
Securities bought but not delivered Repurchase agreements Amount owed to group undertakings Dealing securities at market value (listed) Dealing securities at market value (unlisted) Swaps Bank loans and overdrafts Short term borrowings Tax and social security Options sold Other creditors	2,948,734 1,617,224 691,381 568,379 32,846 1,689,910 4,906 102,901 1,118 415,810 94,711 8,167,920	1,724,296 122,779 255,120 626,905 11,830 1,383,033 204 164,224 2,157 355,666 135,813 4,782,027

Of the dealing securities, £32,515,703 (1996 £4,717,712) are listed on the London Stock Exchange Limited and the rest on stock exchanges outside Great Britain.



## Notes (continued)

12

11 C1	editors: Du	ie after m	ore than	one vear
-------	-------------	------------	----------	----------

Allotted, called up and fully paid

	1997	1	.996
£'000	£'000	£'000	£,000
2-5	over 5	2-5	over 5
years	years	years	years
92,950	144,072	-	258,688
277,322	267,256	361,309	344,287
-	5,064	-	15,192
<u>-</u>		3,858	
370,272	416,392	365,167	618,167
786,664		983,334	
1	.997	19	996
No '000	£'000	No '000	£'000
300,000	300,000	300,000	300,000
	£'000  2-5 years  92,950 277,322  370,272  786  No '000	2-5 years  92,950 144,072 277,322 267,256 - 5,064 370,272 416,392  786,664  1997 No '000 £'000	£'000 £'000 £'000  2-5 over 5 2-5 years years  92,950 144,072 - 277,322 267,256 361,309 - 5,064 - 3,858  370,272 416,392 365,167  786,664 983,

On 13th February 1997 the Company declared a final scrip dividend for 1996 of £6,000,000 which has been fully taken up by the shareholders and resulted in the increase in the allotted and issued share capital.

212,500

212,500

206,500

206,500

13	Reconciliation of movements in shareholders' funds	1997 £'000	1996 £'000
	Opening shareholders' funds Increase in share capital Retained (loss)/profit for the financial year	216,222 6,000 (35,009)	122,696 86,500 7,026
	Closing shareholders' funds	187,213	216,222

Shareholders' funds are soley attributable to equity interests.



## Notes (continued)

## 14 Guarantees, Contingent Liabilities and Commitments

In the ordinary course of its business the company entered into contracts for swaps, futures and options and other financial instruments. Annual commitments under non-cancellable operating leases, all of which expire in over five years time are £2,932,000 (1996 £2,932,000).

There were no material outstanding guarantees or contingent liabilities, other than those incurred in the normal course of the company's business on which no loss is expected.

#### 15 Pension Fund

## The Tokyo-Mitsubishi International plc Pension Scheme

Current pension arrangements can be summarised as follows:

- Up to the 5th April 1997 a final salary pension scheme for employees whose employment with the Company commenced before 1st April 1996 ("previous employees of Mitsubishi Finance International plc ("MFIL")") operated by Standard Life Assurance Company under their centralised trust.
- Up to the 5th April 1997 a final salary pension scheme for employees who commenced their employment with Bank of Tokyo Capital Markets Limited ("previous employees of BOTCM") sponsored by The Bank of Tokyo-Mitsubishi, Ltd. The company joined the scheme as a participating employer with effect from 1st April 1996. This scheme also provided the pension arrangements for all new employees of the company who commenced service after 1st April 1996.
- As at the 6th April 1997 a new final salary pension scheme (The Tokyo-Mitsubishi International plc Pension Scheme) was established for:
  - previous employees of MFIL;
  - ii) previous employees of BOTCM;
  - iii) all new employees of the company who commenced service after the 1st April 1996;
  - all new employees of the company who commenced service after the 6<sup>th</sup> April 1997 and were at least 36 years of age or designated senior staff.

At that date the assets of the previous final salary pension scheme for previous employees of MFIL were transferred by Standard Life Assurance Company to the new scheme.

An actuarial valuation was performed as at November 1997 but with an effective date of 6th April 1997. The results of the valuation, which was performed using the projected unit method, showed that the assets of the scheme amounted to £12,959,448 and were sufficient to secure 96% of the liabilities of the scheme based on projected final pensionable salaries. The main actuarial assumptions were an investment rate of return of 8.5% per annum, an increase in salaries of 7% and that pensions would increase in payment by 4.5%.

Total charge to the Profit and Loss Account for 1997 was £2,304,674 (1996 £1,815,320).



## Notes (continued)

## 16 Contracts of Significance and Related Party Transactions

Disclosures in respect of related party transactions are not required because the company, as a wholly owned subsidiary, is entitled to the exemption given in Financial Reporting Standard 8 (FRS 8).

## 17 Investment in Subsidiary

The company owns the whole of the issued ordinary share capital in the following subsidiaries:

Country of Main Incorporation Activity

BTM Securities (Spain) S.A., S.V.B.

Spain

Securities dealing

TMI Nominees Limited

United Kingdom

Nominee for TMI

The subsidiaries have been treated as fixed asset investments and are stated at cost. Both subsidiaries are not consolidated into the company's financial statements as they are not material for the purpose of giving a true and fair view.

### 18 Holding Company

The company is a wholly owned subsidiary of its ultimate holding company, The Bank of Tokyo-Mitsubishi, Ltd. which is incorporated in Japan. The company's financial statements are consolidated in the accounts of The Bank of Tokyo-Mitsubishi, Ltd. Copies of the group financial statements of the ultimate holding company are available from:

The Bank of Tokyo-Mitsubishi, Ltd. 7-1, Marunouchi 2-chome Chiyoda-ku Tokyo 100 Japan