Report and Accounts

31 DECEMBER 1998



■ ERNST & YOUNG

Registered no. 2317213

DIRECTORS

J Johnson

C E Tingley

(Chairman)

E T Mann

H B Aspis

(alternative director for E T Mann)

M J Cunningham

N Pearce

P Higgins

SECRETARY

F S Gelderd

AUDITORS

Ernst & Young

400 Capability Green

Luton

Bedfordshire

LU1 3LU

BANKERS

National Westminster Bank Plc

32 East Street

Barking

Essex

IG11 8E2

SOLICITORS

Berwin Leighton

Adelaide House

London Bridge

London

EC4R 9HA

REGISTERED OFFICE

Roding House

2 Cambridge Road

Barking

Essex

IG11 8NL

DIRECTORS' REPORT

The directors present their report and accounts for the year ended 31 December 1998.

RESULTS AND DIVIDENDS

The profit for the year after taxation amounted to £9,938,307 (1997: £3,936,923) which has been transferred to reserves. No dividend is proposed.

PRINCIPAL ACTIVITY

The company's principal activity during the year continued to be the provision of trailers for rent or lease.

REVIEW OF BUSINESS AND FUTURE DEVELOPMENTS

The company has established a firm foothold in the UK and turnover grew by more than 37%.

Further expansion is planned for 1999 with a new branch to commence operations in Bridgend.

The trailer fleet which is now over 10,000 units is positioned for continued growth over the next 12 months.

DIRECTORS AND THEIR INTERESTS

The directors during the year were as follows:

D J Kenny - resigned 31 May 1998

C E Tingley J Johnson E T Mann

H M Roome - resigned 26 February 1999
D P Loosley - resigned 30 April 1998
M J Cunningham - appointed 17 June 1998
H B Aspis - appointed 17 June 1998
N Pearce - appointed 16 March 1999
P Higgins - appointed 30 September 1998

None of the directors had any beneficial interest in shares or contracts of the company.

PAYMENTS TO SUPPLIERS

The Company agrees terms and conditions for its business transactions with suppliers. Payment is then made to these terms, subject to the terms and conditions being met by the supplier.

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 some 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.

An assessment has been made of the potential risks to the company's activities arising from the date change to the Year 2000. The Board believes that the current systems are adequate to ensure that there will not be any significant failures or issues that might arise. There have been no costs incurred in the year associated with the Year 2000 issue.

DIRECTORS' REPORT

AUDITORS

A resolution in accordance with section 386 of the Companies Act 1985 to dispense with the obligation to appoint auditors annually was passed on 12 June 1996 and accordingly Ernst & Young shall be deemed reappointed as auditors.

By order of the board

Kelderd

Secretary

10 August 1999

STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

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

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company 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 to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

■ Ernst&Young

REPORT OF THE AUDITORS

to the members of Transamerica Trailer Leasing Limited

We have audited the accounts on pages 7 to 20, which have been prepared under the historical cost convention and on the basis of the accounting policies set out on page 10.

Respective responsibilities of directors and auditors

As described on page 5, the company's directors are responsible for the preparation of the accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts 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 accounts.

Opinion

In our opinion the accounts give a true and fair view of the state of the company's affairs as at 31 December 1998 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Registered Auditor

Emit & Y-

Luton

10 August 1999

PROFIT AND LOSS ACCOUNT

for the year ended 31 December 1998

| | | 1998 | 1997 |
|---|-------|--------------|--------------|
| | Notes | £ | £ |
| TURNOVER | 2 | 37,652,635 | 27,403,648 |
| Cost of sales | | (20,245,649) | (13,732,405) |
| GROSS PROFIT | | 17,406,986 | 13,671,243 |
| Administrative expenses | | (5,681,989) | (4,375,333) |
| | | 11,724,997 | 9,295,910 |
| Other operating income | | 2,080,199 | |
| OPERATING PROFIT | 3 | 13,805,196 | 10,776,266 |
| Interest receivable | | 22,342 | 1,606 |
| Interest payable and similar charges | 5 | (9,593,314) | (5,752,712) |
| | | (9,570,972) | (5,751,106) |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | | 4,234,224 | 5,025,160 |
| Taxation credit/(charge) | 6 | 5,704,083 | (1,088,237) |
| PROFIT FOR THE FINANCIAL YEAR | 16 | 9,938,307 | 3,936,923 |
| | | | |

A statement of movement on reserves can be found in note 16 to the accounts.

There are no recognised gains or losses other than the profit attributable to shareholders of the company of £9,938,307 in the year ended 31 December 1998 (1997: £3,936,923). All recognised gains and losses arise from continuing activities.

BALANCE SHEET at 31 December 1998

| | | 1998 | 1997 |
|---|-------|---------------|--------------|
| | Notes | £ | £ |
| FIXED ASSETS | | | |
| Tangible assets | 7 | 188,089,106 | 141,058,912 |
| CURRENT ASSETS | | | |
| Debtors - amounts falling due after one year | 8 | | 3,366,927 |
| - amounts falling due within one year | | 17,535,106 | 9,123,980 |
| | | 20,192,963 | 12,490,907 |
| Cash at bank and in hand | 9 | 901,925 | 6,209,755 |
| | | 21,094,888 | 18,700,662 |
| CREDITORS: amounts falling due within one year | 10 | (51,284,251) | (74,654,937) |
| NET CURRENT LIABILITIES | | (30,189,363) | (55,954,275) |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | 157,899,743 | 85,104,637 |
| CREDITORS: amounts falling due after more than one year | 11 | (123,741,426) | (56,654,627) |
| PROVISION FOR LIABILITIES AND CHARGES | 14 | (1,818,700) | (8,548,700) |
| | | 32,339,617 | 19,901,310 |
| CAPITAL AND RESERVES | | | |
| Called up share capital | 15 | 1,000 | 900 |
| Capital contribution | 16 | 37,871 | |
| Share premium account | 16 | 13,377,322 | 10,877,422 |
| Profit and loss account | 16 | 18,923,424 | 8,985,117 |
| Equity shareholders' funds | | 32,339,617 | 19,901,310 |
| | | | |

Director

Director

10 August 1999

The notes on pages 10 to 20 form part of these accounts.

STATEMENT OF CASH FLOWS

for the year ended 31 December 1998

| | Notes | 1998 £ | 1997 £ |
|---|--------|--------------|--------------|
| | 210103 | ~ | ~ |
| NET CASH INFLOW FROM OPERATING ACTIVITIES | 3(c) | 24,170,635 | 15,672,297 |
| RETURNS ON INVESTMENTS AND SERVICING OF FINANCE | | | |
| Interest received | | | 1,606 |
| Interest element of finance lease rent payments | | | (3,939,006) |
| Interest paid | | (5,246,814) | (1,697,770) |
| NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS | | | |
| AND SERVICING OF FINANCE | | (9,371,082) | (5,635,170) |
| TAXATION | | | |
| UK corporation tax paid | | (26,127) | _ |
| CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT | | | |
| Payments to acquire tangible fixed assets | | (64,453,557) | (47,127,979) |
| Receipts from sales of tangible fixed assets | | 3,954,221 | 956,784 |
| NET CASH (OUTFLOW)/INFLOW FROM INVESTING ACTIVITIES | | (60,499,336) | (46,171,195) |
| NET CASH (OUTFLOW)/INFLOW BEFORE FINANCING | | (45,725,910) | (36,134,068) |
| FINANCING | | | |
| Issue of ordinary share capital | 16 | 2,500,000 | 836,000 |
| Proceeds from new loans | | 20,300,000 | 53,380,000 |
| Repayment of capital element finance leases | 13 | (4,104,325) | (3,718,466) |
| Repayment of loans | 12 | (53,380,000) | (10,600,000) |
| Receipts from sale of plant and machinery under sales | | | |
| and leaseback agreements | | 77,600,000 | - |
| | | 42,915,675 | 39,897,534 |
| (DECREASE)/INCREASE IN CASH | 9 | (2,810,235) | 3,763,466 |
| | | | |

NOTES TO THE ACCOUNTS

at 31 December 1998

1. ACCOUNTING POLICIES

Accounting convention

The accounts are prepared under the historical cost convention and in accordance with applicable accounting standards.

Depreciation

Fixed assets are stated at cost.

The cost of fixed assets is written off by equal annual instalments over their expected useful lives with residual values as follows:

Leasehold land and buildings

over the lease term

Equipment for rental

10 to 15 years, residual value 10% to 20%

Motor vehicles
Office equipment

- 4 years, nil residual value

- up to 7 years, nil residual value

Deferred taxation and group relief

Deferred taxation is provided using the liability method on all timing differences, including those relating to pensions, which are expected to reverse in the future without being replaced, calculated at the rate at which it is anticipated the timing differences will reverse. Credit is taken for group relief receivable to the extent that it is certain that tax losses will be claimed and utilised by other group companies.

Pension benefits

The company is a member of a defined benefit scheme which is available to employees of Transamerica UK companies and branches.

Pension benefits are funded over the employees' periods of service. The company's contributions, based on the most recent triennial actuarial valuation of the fund, are made to an independent pension fund.

Leases

Income from operating leases is credited to profit and loss account on a straight line basis over the period of the contract.

Assets held under finance leases, which are leases where substantially all the risks and rewards of ownership of the asset have passed to the company, and hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives. The capital elements of future obligations under the leases and hire purchase contracts are included as liabilities in the balance sheet.

The interest elements of the rental obligations are charged in the profit and loss account over the periods of the leases and hire purchase contracts and represents a constant proportion of the balance of capital repayments outstanding.

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

NOTES TO THE ACCOUNTS

at 31 December 1998

2. TURNOVER

Turnover is stated net of Value Added Tax and represents amounts invoiced to third parties and relate to one continuing activity, the provision of trailers for hire or lease. The activities are carried out wholly in the United Kingdom.

Gross rentals receivable amounted to:

| | 1998 £ | 1997 £ |
|-------------------------------------|--------------------------|--------------------------|
| Short term rentals Operating leases | 16,307,894 21,344,741 | 11,832,948 15,570,700 |
| | 37,652,635 | 27,403,648 |
| | | |

3. OPERATING PROFIT

(a) This is stated after charging:

| (a) This is stated after charging. | 1998 £ | 1997 £ |
|--|-----------|-----------|
| Auditors' remuneration - audit services | 34,000 | 24,000 |
| - non-audit services | 311,600 | 45,000 |
| Depreciation of owned tangible fixed assets | 8,138,677 | 4,047,744 |
| Depreciation of assets held under finance leases | | |
| and hire purchase contracts | 5,474,787 | 4,942,194 |
| | | |

(b) Directors' remuneration:

No directors received emoluments from the company during the year.

(c) Reconciliation of operating profit to net cash inflow from operating activities:

| | 1998 | 1997 |
|---|-------------|-------------|
| | £ | £ |
| Operating profit | 13,805,196 | 10,776,266 |
| Depreciation | 13,567,898 | 8,989,938 |
| Profit on disposal of fixed assets | (98,755) | (5,010) |
| Increase in debtors | (7,702,056) | (4,531,193) |
| Increase in creditors | 4,598,352 | 442,296 |
| Net cash inflow from operating activities | 24,170,635 | 15,672,297 |
| | | |

NOTES TO THE ACCOUNTS

at 31 December 1998

4. STAFF COSTS

| | 1998 £ | 1997 £ |
|--|---------------------------------|---------------------------------|
| Wages and salaries Social security costs Other pension costs | 1,865,815 164,305 229,131 | 1,452,618 127,709 150,171 |
| | 2,259,251 | 1,730,498 |

1998

1997

The average number of staff employed by the company during the year was 73 (1997: 54).

5. INTEREST PAYABLE AND SIMILAR CHARGES

| | £ | £ |
|---|-------------|-----------|
| Parent undertaking | 4,320 | 102,627 |
| Other interest payable Finance charges payable under finance leases | 5,209,836 | 1,595,143 |
| and hire purchase contracts | 4,379,158 | 4,054,942 |
| | 9,593,314 | 5,752,712 |
| TAXATION CREDIT/(CHARGE) | | |
| | 1998 | 1997 |
| | £ | £ |
| UK corporation tax | 1,025,917 | _ |
| Deferred taxation (note 14) | (6,730,000) | 1,062,110 |
| | (5,704,083) | 1,062,110 |
| UK corporation tax underprovided in previous years | | 26,127 |
| | (5,704,083) | 1,088,237 |
| | | |

At 31 December 1998, the company had UK tax losses, subject to final agreement and before consortium relief claims by the shareholders, of approximately £8,345,000 (1997: £7,400,000) to carry forward.

NOTES TO THE ACCOUNTS at 31 December 1998

7. TANGIBLE FIXED ASSETS

| | Short leasehold land and buildings £ | Plant and machinery £ | Motor vehicles £ | Computer and office equipment £ | Total £ |
|---------------------|--|-----------------------------|------------------------|--|-------------|
| Cost: | * | * | ** | * | ~ |
| At 1 January 1998 | 46,401 | 168,004,832 | 544,612 | 282,267 | 168,878,112 |
| Additions | 33,688 | 64,259,511 | 148,983 | 11,375 | 64,453,557 |
| Disposals | _ | (5,603,557) | _ | _ | (5,603,557) |
| At 31 December 1998 | 80,089 | 226,660,786 | 693,595 | 293,642 | 227,728,112 |
| Depreciation: | | | | | |
| At 1 January 1998 | 21,686 | 27,303,554 | 239,239 | 254,721 | 27,819,200 |
| Charge for the year | 5,424 | 13,532,557 | 23,630 | 6,287 | 13,567,898 |
| Disposals | _ | (1,748,092) | _ | - | (1,748,092) |
| At 31 December 1998 | 27,110 | 39,088,019 | 262,869 | 261,008 | 39,639,006 |
| Net book value: | | | | | |
| At 31 December 1998 | 52,979 | 187,572,767 | 430,726 | 32,634 | 188,089,106 |
| | | | | | ==== |
| At 31 December 1997 | 24,715 | 140,701,278 | 305,373 | 27,546 | 141,058,912 |

Plant and machinery consists of assets leased out under operating leases.

The net book value of plant and machinery above includes an amount of £123,697,636 (1997: £59,777,296) in respect of assets held under finance leases.

8. **DEBTORS**

| 3,547,972 117,015 305,992 13,564,127 2,657,857 | 3,783,976 3,817,839 242,765 1,279,400 3,366,927 |
|--|---|
| 20,192,963 | 12,490,907 |
| | 117,015 305,992 13,564,127 2,657,857 |

NOTES TO THE ACCOUNTS

at 31 December 1998

8. **DEBTORS** (continued)

Amounts falling due after one year included above are:

1998 1997 £ £ 2,657,857 3,366,927

(153,342,552)

Amounts due from of Lombard North Central PLC

These amounts relate to consortium relief claims made by the shareholders, payable upon the occurrence of various crystallising events, as defined within the consortium relief agreement.

9. CASH AND CASH EQUIVALENTS

Analysis of net debt:

Net debt at 31 December

| rinarysis of net debt. | 1996 £ | Cashflow £ | 1997 £ | Cashflow £ | 1998 £ |
|------------------------------|-------------------|---------------|---------------|---------------|---------------|
| | | | | - | |
| Cash | 500 | 6,209,255 | 6,209,755 | (5,307,830) | 901,925 |
| Overdraft | (51,806) | (2,445,789) | (2,497,595) | 2,497,595 | - |
| | (51,306) | 3,763,466 | 3,712,160 | (2,810,235) | 901,925 |
| Short term loans | (10,600,000) | (42,780,000) | (53,380,000) | 33,080,000 | (20,300,000) |
| Finance lease obligations | (64,167,268) | 3,718,466 | (60,448,802) | (73,495,675) | (133,944,477) |
| | (74,818,574) | (35,298,068) | (110,116,642) | (43,225,910) | (153,342,552) |
| | | | | | |
| Reconciliation of net cashfl | ow to movement | in net debt: | | | |
| | | | | 1998 | 1997 |
| | | | | £ | £ |
| Increase in cash | | | | (2,810,235) | 3,763,466 |
| Cash inflow from increase i | in debt and lease | financing | | (40,415,675) | (39,061,534) |
| Movement in net debt in the | e period | | | (43,225,910) | (35,298,068) |
| Net debt at 1 January | | | (| 110,116,642) | (74,818,574) |

(110,116,642)

NOTES TO THE ACCOUNTS

at 31 December 1998

10. CREDITORS: amounts falling due within one year

| | 1998 | 1997 |
|---|--------------|------------|
| | £ | £ |
| Bank overdraft | _ | 2,497,595 |
| Amounts due to Lombard North Central PLC | | |
| Obligations under finance leases (note 13) | 4,067,003 | 3,794,175 |
| Instalments due on loans | 21,260,626 | 54,501,646 |
| Amounts due to Transamerica Funding LP: | | |
| Obligations under finance leases (note 13) | 6,664,606 | _ |
| Instalments due on loans from parent undertakings | - | 736,416 |
| Trade creditors | 1,145,961 | 1,743,399 |
| Corporation tax | 1,025,917 | 26,127 |
| Other taxes and social security | 11,359,394 | 46,842 |
| Accruals | 924,897 | 1,756,887 |
| Other creditors | 2,746,278 | 8,475,970 |
| Amounts due to fellow subsidiary undertakings | 1,101,527 | 326,780 |
| Deferred income | 988,042 | 749,100 |
| | 51,284,251 | 74,654,937 |
| | | |

The amounts due to Lombard North Central PLC relate to a short term loan drawn down under a floating rate facility with an interest rate currently fixed at 6.75%, for an amount of £20,300,000. The amount also includes an interest accrual of £960,626 (1997: £1,193,174) which relates to the finance lease obligation and short term loan.

Both Lombard North Central PLC and Transamerica group undertakings have confirmed that, except for the amounts due under finance lease obligations, they do not intend to call for repayments of amounts due to them within the foreseeable future.

11. CREDITORS: amounts falling due after more than one year

| | 1998 £ | 1997 £ |
|--|-------------|------------|
| Amounts due to Transamerica Funding LP Amounts due to Lombard North Central PLC | 71,463,952 | _ |
| | 52,277,474 | 56,654,627 |
| | 123,741,426 | 56,654,627 |
| | | |

Creditor amounts falling due after more than one year relate to obligations under finance leases (note 13).

NOTES TO THE ACCOUNTS

at 31 December 1998

| 2. | O | | |
|----|---|--|--|
| | | | |
| | | | |

| Included within creditors are loans which can be analysed as follows: | | |
|---|------------|--------------|
| · | 1998 | 1997 |
| | £ | £ |
| Wholly repayable within 5 years: | | |
| Lombard North Central PLC | 20,300,000 | 53,380,000 |
| Transamerica Funding LP | _ | 736,416 |
| | 20,300,000 | 54,116,416 |
| | | |
| | | |
| Analysis of maturity of debt: | 1000 | 1005 |
| | 1998 | 1997 |
| | £ | £ |
| Within one year | 20,300,000 | 54,116,416 |
| | | |
| Analysis of changes in financing during the year: | | r |
| | | Loans £ |
| | | ı. |
| Balance at 1 January 1998 | | 54,116,416 |
| Cash (outflow)/inflow from financing | | (33,816,416) |
| | | 20 200 000 |
| Balance at 31 December 1998 | | 20,300,000 |
| | | |

13. OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS

The maturity of these amounts is as follows:

| | 1998 | 1997 |
|----------------------|-------------|------------|
| | £ | £ |
| Amounts payable: | | |
| Within one year | 10,203,051 | 3,794,175 |
| In two to five years | 45,737,818 | 17,926,462 |
| More than five years | 78,003,608 | 38,728,165 |
| | 133,944,477 | 60,448,802 |
| | | |

NOTES TO THE ACCOUNTS

at 31 December 1998

At 31 December 1998

13. OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS (continued)

Analysis of changes in finance leases and hire purchase contracts during the year:

| At 1 January 1998 Repayment of capital element of finance leases Inception of finance lease contracts | 60,448,802 (4,104,325) 77,600,000 |
|---|---|
| | |

14. PROVISION FOR LIABILITIES AND CHARGES

| At 1 January 1998 Credited to profit and loss account | 8,548,700 (6,730,000) |
|--|--------------------------|
| At 31 December 1998 | 1,818,700 |

Deferred taxation provided in the accounts and the amounts not provided are as follows:

| | Provided | | Not provide | |
|---|-------------|-------------|-------------|------|
| | 1998 | 1997 | 1998 | 1997 |
| | £ | £ | £ | £ |
| Capital allowances in advance of depreciation | 6,105,673 | 10,879,549 | _ | _ |
| Tax losses | (2,586,874) | (2,296,810) | _ | *** |
| Other timing differences | (1,700,099) | (34,039) | - | _ |
| | 1,818,700 | 8,548,700 | | |

15. SHARE CAPITAL

| SHARE CAPITAL | | | | |
|--------------------------------|-----------|-------------|--------------|------------|
| | | Authorised | Allotted and | fully paid |
| | 1998 | 1997 | 1998 | 1997 |
| | No. | No. | £ | £ |
| Ordinary 'A' shares of £1 each | 510,000 | 510,000 | 510 | 459 |
| Ordinary 'B' shares of £1 each | 490,000 | 490,000 | 490 | 441 |
| | 1,000,000 | 1,000,000 | 1,000 | 900 |
| | | | <u> </u> | |

During the year, the company issued 51 £1 ordinary 'A' shares and 49 £1 ordinary 'B' shares fully paid for cash of £2,500,000 in order to fund the increase in business during the year.

£

133,944,477

Deferred taxation

NOTES TO THE ACCOUNTS at 31 December 1998

16. RECONCILIATION OF SHAREHOLDERS' FUNDS AND MOVEMENTS ON RESERVES

| | Share capital £ | Share premium £ | Capital contribution £ | Profit and loss account | Total shareholders' funds £ |
|----------------------|-----------------------|-----------------------|------------------------------|-------------------------|--------------------------------------|
| At 31 December 1996 | 800 | 10,041,522 | 37,871 | 5,048,194 | 15,128,387 |
| Received in the year | 100 | 835,900 | _ | _ | 836,000 |
| Profit for the year | _ | _ | _ | 3,936,923 | 3,936,923 |
| At 31 December 1997 | 900 | 10,877,422 | 37,871 | 8,985,117 | 19,901,310 |
| Received in the year | 100 | 2,499,900 | _ | _ | 2,500,000 |
| Profit for the year | - | _ | - | 9,938,307 | 9,938,307 |
| At 31 December 1998 | 1,000 | 13,377,322 | 37,871 | 18,923,424 | 32,339,617 |

17. PENSION COMMITMENTS

The company participates in a funded defined benefits pension scheme providing benefits based on final pensionable salary. The assets of the fund are held separately from those of the company.

The contributions to the scheme are determined by a qualified actuary on the basis of regular valuations.

The most recent valuation was carried out as at 6 April 1998, using the following main assumptions:

| Rate of return on investment | 8.5% per annum compound |
|---|-------------------------|
| Rate of salary increase | 6.0% per annum compound |
| Rate of increase to pensions in payment pre 6 April 1997 | 3.0% per annum compound |
| Rate of increase to pensions in payment post 6 April 1997 | 3.5% per annum compound |
| Rate of dividend increases | 4.5% per annum compound |
| | |
| Market value of scheme's assets | £5,227,401 |
| Actuarial value of the scheme's assets | £3,475,000 |
| Level of funding being the actuarial value of assets expressed as a | |
| percentage of benefits accrued to members | 120% |
| percentage of contents accrate to memorit | 120,0 |

This method of funding is known as the 'Attained Age Method'.

The surplus in the scheme is being recognised as a variation from regular cost, amortised over the average expected remaining service lives of current employees. Allowing for this the company will contribute at a rate of 11.1% of pensionable salaries as recommended by the Actuary.

NOTES TO THE ACCOUNTS

at 31 December 1998

18. RELATED PARTY TRANSACTIONS

Transactions with parent undertakings

The company had loans totalling £nil (1997: £120,083) with Transamerica group companies. Interest totalling £4,320 (1997: £102,627) was payable during the year on these balances.

The company entered into a sale and leaseback transaction with Transamerica Funding LP in the year to 31 December 1998 which in total raised finance of £77,600,000. At 31 December 1998 £77,600,000 (1997: £nil) of the capital element of the finance lease obligations was outstanding. Finance changes relating to this transaction of £528,558 (1997: £nil) was payable during the year.

The company also provides services to other operating entities of the European Trailer business of Transamerica Leasing. These services are recharged to these entities based on fleet net book values. This resulted in the company absorbing £1,653,389 (1997: £466,475) of charges from its parent and recharging this and other costs totalling £2,647,169 (1997: £992,069) to the Transamerica Trailer Leasing entities. These balances are now settled on a monthly basis.

Transactions with significant shareholders

The company had loans and overdrafts totalling £20,300,000 (1997: £54,405,525) with Lombard North Central PLC at 31 December 1998. During the year interest of £5,209,168 (1997: £1,589,803) was payable on these loans and overdrafts.

The company entered into various sale and leaseback transactions with Lombard North Central PLC in the year to 31 December 1996 which in total raised finance of £66,090,000. At 31 December 1998 £56,344,477 (1997: £60,448,802) of the capital element of the finance lease obligations was outstanding. Finance charges relating to these transactions of £3,852,491 (1997: £4,054,942) were payable during the year.

The net book value of the assets held under these finance leases is £54,072,762 (1997: £59,777,296).

Consortium relief

Debtors include £2,657,857 (1997: £3,366,927) relating to consortium relief claims made by the shareholders which are payable upon the occurrence of various crystalling events, as defined within the consortium relief agreement.

19. CAPITAL COMMITMENTS

Future capital expenditure contracted for but not provided for at 31 December 1998 amounted to £6,003,959 (1997: £29,811,182).

20. OPERATING LEASES

At 31 December 1998 the company had annual commitments under non-cancellable operating leases as set out below:

| | Land and buildings | |
|--------------------------------|--------------------|-------|
| | 1998 | 1997 |
| | £'000 | £'000 |
| Operating leases which expire: | | |
| Within one year | 25 | _ |
| In two to five years | 106 | 102 |
| In over five years | 296 | 25 |
| | | |

NOTES TO THE ACCOUNTS

at 31 December 1998

21. HOLDING COMPANY

The company is a 51% subsidiary undertaking of Transamerica Commercial Holdings Limited (the remaining 49% is held by the Lombard North Central PLC) which is registered in England and Wales, and which has included the company in its group accounts, copies of which are available from the Registrar of Companies.

The ultimate holding company is the Transamerica Corporation, incorporated in the United States of America.