Directors' Report and Financial Statements

for the year ended 30 September 2003

Hobsons
Chartered Accountants
Registered Auditors
Alexandra House
43 Alexandra Street
Nottingham
NG5 1AY



## Company information

Directors R. C. Godley

S. P. Evans P.R. Davies

Secretary R. C. Godley

Company number 2481967

Registered office Redfield Road

Lenton Nottingham NG7 2UJ

Registered Auditors Hobsons

Chartered Accountants Alexandra House 43 Alexandra Street

Nottingham NG5 1AY

Bankers National Westminster Bank Plc

16 South Parade Nottingham NG1 2JX

### Contents

	Page
Directors' report	1
Auditors' report	2
Profit and loss account	3
Balance sheet	4
Cash flow statement	5
Notes to the financial statements	6 - 12

# Directors' report for the year ended 30 September 2003

The directors present their report and the financial statements for the year ended 30 September 2003.

#### Change of name

On 8 October 2003 the company changed its name from Rock Welding Supplies Limited to Rock Industrial & Welding Supplies Limited.

#### Principal activity and review of the business

The principal activity of the company in the year under review was that of retailers of welding equipment and materials.

#### Results and dividends

The results for the year are set out on page 3.

The directors do not recommend payment of a final dividend.

#### Directors and their interests

The directors who served during the year and their interests in the company are as stated below:

	Ordin	Ordinary shares	
	2003	2002	
R. C. Godley	-	_	
S. P. Evans	1,245	1,245	
P.R. Davies	1,245	1,245	

#### 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 the affairs of the company and of the profit or loss of the company for that year. In preparing these 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 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 financial statements 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.

#### Registered Auditors

In accordance with Section 385 of the Companies Act 1985, a resolution proposing that Hobsons be reappointed as auditors of the company will be put to the Annual General Meeting.

This report was approved by the Board on Land 2000 and signed on its behalf by

R. C. Godley Secretary

#### Independent auditors' report to the shareholders of Rock Industrial & Welding Supplies Limited

We have audited the financial statements of Rock Industrial & Welding Supplies Limited for the year ended 30 September 2003 set out on pages 3 to 12. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. 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 the 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 described in the statement of directors' responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the directors report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it.

#### Basis of audit opinion

We conducted our audit in accordance with United Kingdom Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

#### Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 30 September 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Hobsons
Registered Auditors
Chartered Accountants
Alexandra House
43 Alexandra Street
Nottingham
NG5 1AY

NG5 IAI

9 July 2004

# Profit and loss account for the year ended 30 September 2003

Continuing operations 2003 2002 Notes £ £ Turnover 2 1,702,994 1,731,297 Cost of sales (1,242,907)(1,286,936)460,087 Gross profit 444,361 Administrative expenses (403,536)(432,798)Operating profit 3 56,551 11,563 Other interest receivable and similar income 4 3,468 4,111 5 Interest payable and similar charges (859)(526)Profit on ordinary activities before taxation 59,160 15,148 Tax on profit on ordinary activities 8 (20,041)(7,345)Retained profit for the year 39,119 7,803 Retained profit brought forward 462,361 454,558 Retained profit carried forward 501,480 462,361

There are no recognised gains or losses other than the profit or loss for the above two financial years.

# Balance sheet as at 30 September 2003

		200	3	2002	2
	Notes	£	£	£	£
Fixed assets					
Tangible assets	9		109,938		114,978
Current assets					
Stocks	10	133,961		150,438	
Debtors	11	481,529		465,682	
Cash at bank and in hand		241,682		243,340	
		857,172		859,460	
Creditors: amounts falling					
due within one year	12	(451,833)		(493,897)	
Net current assets		<del></del>	405,339	<del></del>	365,563
Total assets less current			·		
liabilities			515,277		480,541
Creditors: amounts falling due					
after more than one year	13		(3,837)		(8,220)
Net assets			511,440		472,321
Capital and reserves					
Called up share capital	14		9,960		9,960
Profit and loss account			501,480		462,361
Equity shareholders' funds	15		511,440		472,321
			<del></del>		

The financial statements were approved by the Board on ... Z. J. ... and signed on its behalf by

R. C. Godley

Director

# Cash flow statement for the year ended 30 September 2003

	Notes	2003 £	2002 £
Reconciliation of operating profit to net			
cash inflow from operating activities			
Operating profit		56,551	11,563
Depreciation		17,481	20,364
Decrease in stocks		16,477	(2,874)
(Increase) in debtors		(15,847)	(76,502)
(Decrease) in creditors		(68,277)	6,520
Net cash inflow from operating activities		6,385	(40,929)
Cash flow statement			
Net cash inflow from operating activities		6,385	(40,929)
Returns on investments and servicing of finance	19	2,609	3,585
Taxation	19	5,954	(4,888)
Capital expenditure	19	(12,441)	4,910
		2,507	(37,322)
Financing	19	(4,164)	(7,837)
Decrease in cash in the year		(1,657)	(45,159)
Reconciliation of net cash flow to movement in net fun	ds (Note 20)		
Decrease in cash in the year		(1,657)	(45,159)
Cash outflow from increase in debts and lease financing		4,164	7,837
Change in net funds resulting from cash flows		2,507	(37,322)
New finance leases and hire purchase contracts		-	(14,105)
Movement in net funds in the year		2,507	(51,427)
Net funds at 1 October 2002		230,988	282,415
Net funds at 30 September 2003		233,495	230,988

# Notes to the financial statements for the year ended 30 September 2003

#### 1. Accounting policies

#### 1.1. Accounting convention

The financial statements are prepared under the historical cost convention.

The company has consistently applied all relevant accounting standards.

#### 1.2. Turnover

Turnover represents the total invoice value, excluding value added tax, of sales made during the year.

### 1.3. Tangible fixed assets and depreciation

Depreciation is provided at rates calculated to write off the cost less residual value of each asset over its expected useful life, as follows:

Land and buildings - 10% straight line

Plant and machinery - 20% reducing balance

Fixtures, fittings - 20% reducing balance

Computer equipment - 25% straight line

Motor vehicles - 25% reducing balance

### 1.4. Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce constant periodic rates of charge on the net obligations outstanding in each period.

#### 1.5. Stock

Stock is valued at the lower of cost and net realisable value.

Cost comprises purchase price or direct production cost together with attributable production and other overhead. Net realisable value means estimated selling price less all further costs to completion and all costs to be incurred in marketing, selling & distribution.

#### 1.6. Pensions

The pension costs charged in the financial statements represent the contribution payable by the company during the year.

### 1.7. Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange prevailing at the accounting date. Transactions in foreign currencies are recorded at the date of the transactions. All differences are taken to the Profit and Loss account.

#### 2. Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the UK.

# Notes to the financial statements for the year ended 30 September 2003

3.	Operating profit	2003 £	2002 £
	Operating profit is stated after charging:		
	Depreciation and other amounts written off tangible assets	16,002	17,345
	Loss on disposal of tangible fixed assets	1,479	3,019
	Auditors' remuneration	3,200	2,750
	and after crediting:		
	Profit on foreign currencies	(935)	
4.	Interest receivable and similar income	2003	2002
		£	£
	Bank interest	3,468	4,111
5.	Interest payable and similar charges	2003	2002
	Hire purchase interest	£ 859	£ 526
6.	Employees		
	Number of employees		
	The average monthly numbers of employees	2003	2002
	(including the directors) during the year were:	Number	Number
	Management and sales	7	8
	Employment costs	2003	2002
		£	£
	Wages and salaries	179,359	192,515
	Social security costs	21,090	19,366
	Other pension costs	5,917	6,398
		206,366	218,279
		······································	

# Notes to the financial statements for the year ended 30 September 2003

6.1.	Directors' emoluments	2003	2002
		£	£
	Remuneration and other emoluments	134,526	134,794
	Pension contributions	3,450	3,400
		137,976	138,194
		<del></del>	
		Number	Number
	Number of directors to whom retirement benefits		
	are accruing under a money purchase scheme	2	2

## 7. Pension costs

The company operates a defined contribution pension schema. The scheme and its assets are held by independent managers. The pension charge represents contributions due from the company and amounted to £5,917 (2002 - £6,398).

#### 8. Tax on profit on ordinary activities

Analysis of charge in period	2003	2002
	£	£
Current tax	·	
UK corporation tax	20,186	7,345
Prior period adjustments	(145)	-
Total current tax charge	20,041	7,345
Tax on profit on ordinary activities	20,041	7,345

## Factors affecting tax charge for period

The tax assessed for the period is lower than the standard rate of corporation tax in the UK (30 per cent). The differences are explained below:

	2003 £	2002 £
Profit on ordinary activities before taxation	59,160	15,148
	<del></del>	
Profit on ordinary activities multiplied by standard rate of corporation		
tax in the UK of 30% (30 September 2002 : 30%)	17,748	4,544
Expenses not deductible for tax purposes (primarily goodwill amortisation)	1,732	996
Capital allowances for period in excess of depreciation	706	1,805
Adjustments to tax charge in respect of previous periods	(145)	-
Current tax charge for period	20,041	7,345

# Notes to the financial statements for the year ended 30 September 2003

9.

Tangible fixed assets	Land and buildings freehold £	Plant and machinery £	Fixtures, fittings and equipment £	Motor vehicles £	Total £
Cost					
At 1 October 2002	77,269	4,995	18,385	77,129	177,778
Additions	-	-	366	12,975	13,341
Disposals	-	-	-	(4,230)	(4,230)
At 30 September 2003	77,269	4,995	18,751	85,874	186,889
Depreciation					
At 1 October 2002	8,980	2,437	13,752	37,631	62,800
Charge for the year	1,727	512	1,239	12,524	16,002
On disposals	-	-	-	(1,851)	(1,851)
At 30 September 2003	10,707	2,949	14,991	48,304	76,951
Net book values	<del></del>				
At 30 September 2003	66,562	2,046	3,760	37,570	109,938
At 30 September 2002	68,289	2,558	4,633	39,498	114,978
	<del></del>				

Included above are assets held under finance leases or hire purchase contracts as follows:

		20	03	20	02
	Asset description	Net book value £	Depreciation charge £	Net book value £	Depreciation charge
	Motor vehicles	<u>8,527</u>	<u>2,842</u>	11,369	3,790
10.	Stocks			2003 £	2002 £
	Finished goods and goods for resale			133,961	150,438
11.	Debtors			2003 £	2002 £
	Trade debtors  Amounts owed by group undertakings  Other debtors			440,218 36,374 4,937 481,529	391,138 65,527 9,017 465,682
				=	403,062

# Notes to the financial statements for the year ended 30 September 2003

12.	Creditors: amounts falling due within one year	2003 £	2002 £
	Net obligations under finance leases		
	and hire purchase contracts	4,351	4,132
	Trade creditors	236,313	195,408
	Amounts owed to group undertaking	114,350	238,387
	Corporation tax	20,185	(5,809)
	Other taxes and social security costs	36,795	19,741
	Other creditors	39,839	42,038
		451,833	493,897
13.	Creditors: amounts falling due	2003	2002
15.	after more than one year	£	£
	Net obligations under finance leases		
	and hire purchase contracts	3,837	8,220
	Net obligations under finance leases		
	and hire purchase contracts		
	Repayable within one year	4,351	4,132
	Repayable between one and five years	3,837	8,220
		8,188	12,352
	Finance charges and interest allocated	,	•
	to future accounting periods	(4,351)	(4,132)
		3,837	8,220
14.	Share capital	2003	2002
	•	£	£
	Authorised equity		
	20,000 Ordinary shares of £1 each	20,000	20,000
	Allotted, called up and fully paid equity		
	9,960 Ordinary shares of £1 each	9,960	9,960

# Notes to the financial statements for the year ended 30 September 2003

15.	Reconciliation of movements in shareholders' funds	2003 £	2002 £
	Profit for the year	39,119	7,803
	Opening shareholders' funds	472,321	464,518
	Closing shareholders' funds	511,440	472,321

### 16. Contingent liabilities

The company has entered into an agreement with the minority ordinary shareholders whereby upon death, retirement or termination of employment of the shareholders the company (or its parent company) shall repurchase the ordinary shares at a price as determined by the Articles of Association.

### 17. Related party transactions

The following transactions with related parties occurred during the year.

Related parties	Sales	Purchases	Management & administration charges
Intermediate parent undertaking	£Nil	£Nil	£92,500
Fellow subsidiary undertakings	£165,385	£113,662	£Nil

All sales and purchases from group companies are at cost.

At 30 September 2003 there were the following balances with related parties:

Amounts due from intermediate parent undertaking	£Nil
Amounts due from fellow subsidiary undertakings	£36,374
Amounts due to intermediate parent undertaking	£91,946
Amounts due to fellow subsidiary undertakings	£22,404

#### 18. Ultimate parent undertaking

The company is a 75% subsidiary of Leengate Welding Group Limited, a company registered in England & Wales.

The ultimate parent company is The BOC Group plc, a company registered in England & Wales.

# Notes to the financial statements for the year ended 30 September 2003

### 19. Gross cash flows

20.

		2003 £	2002 £
Returns on investments and servicing of finance			
Interest received		3,468	4,111
Interest paid		(859)	(526)
		2,609	3,585
Taxation		<u></u>	<del></del>
Corporation tax paid		-	(10,763)
Corporation tax repaid		5,954	5,875
		5,954	(4,888)
Capital expenditure		<del></del>	<del></del>
Payments to acquire tangible assets		(13,341)	(1,290)
Receipts from sales of tangible assets		900	6,200
		$(12,44\overline{1})$	4,910
Financing			
Capital element of finance leases and hire purchase contracts		(4,164)	(7,837)
Analysis of changes in net debt	Onenina	Cash	Clasin -
	Opening balance	flows	Closing balance
	£	£	£
Cash at bank and in hand	243,340	(1,658)	241,682
Finance leases and hire purchase contracts	(12,352)	4,164	(8,188)
Net debt	230,988	2,506	233,494
	=====		