

FINANCIAL STATEMENTS

FOR THE PERIOD ENDED

31 DECEMBER 1995



Company no 2981649

FINANCIAL STATEMENTS

For the period ended 31 December 1995

Company registration number:

2981649

Registered office:

27 Chancery Lane

LONDON WC2A 1NF

Directors:

Motors Directors Limited

P Jeffery

Secretary:

Motors Secretaries Limited

27 Chancery Lane

LONDON WC2A 1NF

Bankers:

The Royal Bank Of Scotland Plc

27 Park Row **LEEDS** LS1 5QB

Auditors:

Grant Thornton

Registered auditors Chartered accountants Grant Thornton House Kettering Parkway KETTERING Northants

NN15 6XR

FINANCIAL STATEMENTS

For the period ended 31 December 1995

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REPORT OF THE DIRECTORS

The directors present their report together with financial statements for the period ended 31 December 1995.

Principal activities

The company is principally engaged in the purchasing, selling and repairing of motor vehicles and other ancillary services.

Business review

The company was incorporated on 21 October 1994 as Retailsupply Limited, changed its name to Jeffrey (Wandsworth) Limited on 4 November 1994, then to Jeffery (Wandsworth) Limited on 17 November 1994 and commenced trading on 1 December 1994, having acquired certain assets and liabilities of the business formerly known as Naylor and Root. All activities in the period therefore relate to acquisitions.

The directors are pleased with the first period of trading and are optimistic for the foreseeable future.

There was a profit for the period after taxation amounting to £47,196. The directors recommend dividends absorbing £39,956, leaving £7,240 retained.

. Directors

The present membership of the Board is set out below. Mr P Jeffery was appointed to the Board on 21 October 1994. Motors Directors Limited were appointed to the Board on 2 November 1994.

The interests of the directors and their families in the shares of the company as at 31 December 1995 and at the date of their appointment were as follows:

	Ordinary shares 31 December 21 October 1995 1994		Pref 31 December 1995	21 October 1994
Motors Directors Limited P Jeffery	120,000	-	- 1	-

Motors Directors Limited is a company related to Vauxhall Motors Limited who own all the remaining preference shares at 31 December 1995.

Fixed assets

The principal items of capital expenditure were the purchase of assets relating to Naylor and Root, and the purchase of a new computer system.

REPORT OF THE DIRECTORS

Directors' responsibilities for the financial statements

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 period. 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
- 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, for safeguarding the assets of the company and for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditors

Grant Thornton offer themselves for reappointment as auditors in accordance with section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD

P Jeffery Director

22 april 1996

REPORT OF THE AUDITORS TO THE MEMBERS OF

JEFFERY (WANDSWORTH) LIMITED T/A PHOENIX VAUXHALL (FORMERLY RETAILSUPPLY LIMITED)

We have audited the financial statements on pages 4 to 19 which have been prepared under the accounting policies set out on pages 4 to 5.

Respective responsibilities of the directors and auditors

As described on page 1 the company's directors are responsible for the preparation of the 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 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 31 December 1995 and of its profit for the period then ended and have been properly prepared in accordance with the Companies Act 1985.

GRANT THORNTON
REGISTERED AUDITORS
CHARTERED ACCOUNTANTS

KETTERING
3 May 1996

PRINCIPAL ACCOUNTING POLICIES

BASIS OF PREPARATION

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

TURNOVER

Turnover is the total amount receivable by the company for goods supplied and services provided, excluding VAT and trade discounts.

DEPRECIATION

Depreciation is calculated to write down the cost or valuation less estimated residual value of all tangible fixed assets by equal annual instalments over their expected useful lives. The periods generally applicable are:

Freehold land and buildings 25 years
Leasehold land and buildings 7 years
Plant and machinery 10 years

STOCKS

Stocks are stated at the lower of cost and net realisable value.

Under supply agreements with General Motors the company has access to 'consignment stock' during the consignment period. Where the nature of this supply agreement transfers risks and rewards to the company which in substance gives the company control over the stock during the consignment period and liabilities in respect of holding costs the company recognises this stock in the balance sheet together with an equivalent liability.

Where supply agreements do not provide risks and rewards to the company until such time as legal title actually passes at the end of the consignment period, this stock is not included in the balance sheet. Both the terms under which stock is held, and the financial commitment in respect of this stock is disclosed in the notes to the financial statements.

DEFERRED TAXATION

Deferred tax is provided for under the liability method using the tax rates estimated to arise when the timing differences reverse and is accounted for to the extent that it is probable that a liability or asset will crystallise. Unprovided deferred tax is disclosed as a contingent liability.

Debit balances arising in respect of advance corporation tax on dividends payable or proposed are carried forward to the extent that they are expected to be recoverable.

CONTRIBUTIONS TO PENSION FUNDS

Defined benefit scheme

The pension costs charged against profits are based on actuarial methods and assumptions designed to spread the anticipated pension costs over the service lives of the employees in the scheme, so as to ensure that the regular pension cost represents a substantially level percentage of the current and expected future pensionable payroll. Variations from regular cost are spread over the average remaining service lives of current employees in the scheme.

PRINCIPAL ACCOUNTING POLICIES

LEASED ASSETS

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated over their expected useful lives. The interest element of leasing payments represents a constant proportion of the capital balance outstanding and is charged to the profit and loss account over the period of the lease.

All other leases are regarded as operating leases and the payments made under them are charged to the profit and loss account on a straight-line basis over the lease term.

MOTABILITY REPURCHASE ARRANGEMENTS

The company has certain obligations to repurchase vehicles at a predetermined residual price upon the expiry of contracts, usually after three years under agreements with Motability Finance Limited. The assets and corresponding liabilities have been disclosed in the balance sheet at the repurchase price. Where there is no obligation to repurchase vehicles, no disclosure is made.

PROFIT AND LOSS ACCOUNT

For the period ended 31 December 1995

	Note	1995 £
Turnover Cost of sales	1	15,571,938 13,479,704
Gross profit		2,092,234
Administrative expenses Other operating income		2,101,355 (227,225)
Operating profit		218,104
Net interest	2	159,708
Profit on ordinary activities before taxation	1	58,396
Tax on profit on ordinary activities	4	11,200
Profit for the financial period	14	47,196
Dividends	5	39,956
Profit transferred to reserves	13	7,240

There were no recognised gains or losses other than the profit for the financial period.

BALANCE SHEET AT 31 DECEMBER 1995

	Note	1995 £	1995 £
Fixed assets			
Tangible assets	6		1,862,911
Current assets			
Stocks	7	1,958,823	
Debtors	8	466,617	
Cash at bank and in hand	_	125,558	
		2,550,998	
Creditors: amounts falling due within one year	9	1,380,256	
Net current assets	_		1,170,742
Total assets less current liabilities		-	3,033,653
Creditors: amounts falling due after more than one year	10		2,235,986
•		- -	797,667
Capital and reserves			
Called up share capital	12		790,427
Capital redemption reserve	13		7,073
Profit and loss account	13	_	167
Shareholders' funds	14	=	797,667
Equity shareholders' funds			127,240
Non-equity shareholders' funds			670,427
		-	797,667

The financial statements were approved by the Board of Directors on 22 april 1996

P Jeffery

Motors Directors Limited

Director

Director

The accompanying accounting policies and notes form an integral part of these financial statements.

CASH FLOW STATEMENT

For the period ended 31 December 1995

	Note	1995
		£
Net cash inflow from operating activities	15	231,926
Returns on investments and servicing of finance		15,801
Interest received		(167,719)
Interest paid		(454)
Finance lease interest paid		(39,956)
Dividends paid		(0),500,
Net cash outflow from returns on investments		(192,328)
and servicing finance		
Taxation		(6,519)
UK corporation tax paid		(0,025)
Investing activities		/104 (EO)
Purchase of tangible fixed assets	10	(182,659)
Purchase of business entity	19	(2,193,433)
Net cash outflow from investing activites		(2,376,092)
Net cash outflow before financing		(2,343,013)
Financing		797,500
Issue of shares		1,510,000
Receipts from borrowings		(7,073)
Redemptions of shares		(33,752)
Repayment of borrowings		117,500
Capital element of finance lease rentals		
Net cash inflow from financing	16	2,384,175
Increase in cash and cash equivalents	17	41,162

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

2

1 TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

The turnover and profit before taxation are attributable to one activity; the purchasing, selling and repairing of motor vehicles, and other ancillary services.

The profit on ordinary activities is stated after:	1995 £
Auditors' remuneration:	
Audit services	3,000
Non-audit services	1,000
Depreciation:	
Tangible fixed assets, owned	55,145
Tangible fixed assets, held under finance leases and hire purchase contracts	2,601
Other operating lease rentals	56,333
Other operating income comprises:	227 225
Manufacturer's receivables	227,225
NET INTEREST	
	1995
	£
On bank loans, overdrafts and other loans:	
Repayable within 5 years, otherwise than by instalments	15,333
	15,333
Repayable wholly or partly in more than 5 years	100,215
Finance charges in respect of finance leases	454
Interest payable to group undertakings	59,507
Other interest receivable and similar income	(15,801)
	159,708

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

DIRECTORS AND EMPLOYEES	
Staff costs during the period were as follows:	1
Wages and salaries	1,350,4
Social security costs Other pension costs	105,1 34,6
Other pension costs	1,490,1
The average number of employees of the company during the period were as follows:	l Nun
Mechanical	
Sales and distribution Administration	
Management	
Remuneration in respect of directors was as follows:	j
Management remuneration	64,
The emoluments of the directors, excluding pension contributions, were as follows:	1
The highest paid director	64,
Other directors:	
	Nui
Nil - £5,000	
TAX ON PROFIT ON ORDINARY ACTIVITIES	
The tax charge is based on the profit for the period and represents:	
LIV Compression toy at 33%	11
UK Corporation tax at 33%	11

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

5 DIVIDENDS

1995

Non-equity dividends:

Preference dividend - formula per Articles of Association

39,956

Dividends paid during the year were as follows:

31 March 1995	8,861
30 June 1995	17,216
30 September 1995	12,996
31 December 1995 (proposed)	883

TANGIBLE FIXED ASSETS 6

	Freehold land and buildings	Short Leasehold land and buildings	Plant and machinery	Total
	£	£	£	£
Cost Additions	1,448,314	60,000	412,343	1,920,657
At 31 December 1995	1,448,314	60,000	412,343	1,920,657
Depreciation Provided in the period At 31 December 1995	19,413	9,286	29,047 29,047	57,746 57,746
Net book amount at 31 December 1995	1,428,901	50,714	383,296	1,862,911

The figures stated above include assets held under finance leases and similar hire purchase contracts, as for	llows:
	Computer equipment £
Net book amount at 31 December 1995	117,399
Depreciation provided during period	2,601

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

7 STOCKS

	1995
	£
Short term work in progress	1,106
Finished goods and goods for resale	741,923
Vehicle consignment stock	154,562
Motability repurchase commitment vehicles	1,061,232
	1,958,823

The company has an obligation to repurchase vehicles under agreements with Motability Finance Limited, such repurchase is usually required after three years. The assets and corresponding liabilities have been recorded at the repurchase price. There is no impact on the result for the financial period. The value of repurchase vehicles due after more than one year is £713,252.

Consignment vehicles included in the balance sheet relate to categories of stock where allocation has in principal been made to customer order. All other consignment vehicles are available for allocation to other Vauxhall Retailers. Consignment vehicles excluded from the balance sheet at 31 December 1995 had a cost of £513,377.

There were no significant differences between the replacement cost and the values disclosed above.

8 DEBTORS

	£
Trade debtors	276,105
Amounts owed by group undertakings	71,406
Other debtors	17,898
Prepayments and accrued income	101,208
	466,617

1995

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

9 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	1995
	£
Bank loans and overdraft	125,410
Trade creditors	88,714
Amounts owed to group undertakings	654,166
Motability repurchase commitments	347,980
Corporation tax	4,681
Social security and other taxes	62,000
Proposed dividends	883
Other creditors	19,950
Accruals and deferred income	46,472
Amounts due under finance leases	30,000
	1,380,256

The bank overdraft is secured by way of a fixed charge and a debenture over the assets of the company. The bank loans security is disclosed in note 10.

Amounts due to group undertakings include £212,270 in respect of vehicles held under the GMAC demonstrator and daily rental plans, and £420,983 in respect of consignment stock creditors.

All monies due to Vauxhall Motors Limited are secured by a debenture over the assets of the company.

Trade Creditors include amounts due under vehicle finance arrangements of £16,650 effectively secured against the relevant vehicle stocks.

10 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	£
Bank loans	1,080,234
Amounts owed to group undertakings	355,000
Motability repurchase commitments	713,252
Amounts due under finance leases	87,500
	2,235,986

Motability repurchase commitments are spread monthly throughout financial periods.

1995

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

Borrowings are repayable as follows:	1995 £
Within one year Bank and other borrowings Finance leases After one and within two years Bank and other borrowings Finance leases After two and within five years Bank and other borrowings Finance leases After five years Bank and other borrowings (repayable by instalments)	125,410 30,000 44,500 30,000 157,510 57,500 878,224 1,323,144
The aggregate values of borrowings repayable partly after five years are as follows:	
Repayable by instalments	1,121,248

The bank loan is secured by a legal charge over the freehold property and by way of a debenture over the assets of the company. The loan carries interest at commercial rates, and is repayable in a period in excess of 10 years.

In addition to the borrowings disclosed above, the amounts due to group undertakings (repayable otherwise than by instalments in more than five years) are made up of a Vauxhall Motors loan of £355,000.

The Vauxhall Motors loan becomes repayable when 80% of the dealer franchise has been acquired. Interest is payable at commercial rates. All monies due to Vauxhall Motors Limited are secured by a debenture over the assets of the company.

11 DEFERRED TAXATION

Deferred taxation not provided for in the financial statements is set out below. The amount unprovided represents a contingent liability at the balance sheet date and is calculated using a tax rate of 33%.

	1995 £
Accelerated capital allowances	25,100

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

12 SHARE CAPITAL

	1995 £
Authorised Ordinary shares of £1 each £1 redeemable preference shares	120,000 677,500
	797,500
Allotted, called up and fully paid Ordinary shares of £1 each £1 redeemable preference shares	120,000 670,427
	790,427

Preference shares

The redeemable preference shares are non-equity shares. The basic entitlement to a dividend at the rate of 1% net per share is waived, and instead these shares are entitled to a balance of any post tax profits remaining after redemption of the preference shares in accordance with the formula included in the company's Articles of Association. The redemption is made quarterly. Holders of preference shares have one vote for every share held. The rights of preference shareholders on a winding up are dependent upon a calculation determining funds in excess of 85% of the original total share capital, and such rights are ranked before those of ordinary shareholders.

Allotments during the period

In order to finance the company and enable it to commence trading, the company made an allotment of 120,000 ordinary £1 shares at par and 677,500 £1 preference shares at par

13 RESERVES

	Capital redemption reserve	Profit and loss account
	£	£
Retained profit for the period Share redemptions	7,073	7,240 (7,073)
At 31 December 1995	7,073	167

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

14	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS		
			1995 £
	Profit for the financial period Dividends		47,196 (39,956)
	Redemption of shares Issue of shares		7,240 (7,073) 797,500
	Net increase in shareholders' funds		797,667
15	NET CASH INFLOW/OUTFLOW FROM OPERATING ACTIVITIES		
			1995 £
	Operating profit Depreciation Increase in stocks Increase in debtors Increase in creditors		218,104 57,746 (1,401,731) (450,587) 1,808,394
	Net cash inflow from continuing operating activities		231,926
16	ANALYSIS OF CHANGES IN FINANCING		
		Share capital	Loans and amounts due under leases
		1995 £	1995 £
	At 1 December 1994 Net cash inflow/(outflow) from financing Redemption of shares	797,500 (7,073)	1,238,748
	At 31 December 1995	790,427	1,238,748

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

17 ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS

£
-
41,162

At 1 December 1994 Net cash inflow

At 31 December 1995

41,162

1995

18 ANALYSIS OF CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise:	1995 £	Change in 1995 £
Cash at bank and in hand Bank overdrafts	125,558 (84,396) 41,162	125,558 (84,396) 41,162

19 ACQUISITIONS

On 1 December 1994 the company acquired the business and certain assets and liabilities of Naylor and Root. This represents the main activity of the company during the period.

The assets and liabilities acquired were as follows:

	Book value £	Fair value £
Fixed assets Tangible	1,737,998	1,737,998
Current assets Stocks Debtors	557,092 16,030	557,092 16,030
Total assets	2,311,120	2,311,120

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

Creditors	42,454	42,454
Trade creditors Accruals	75,233	75,233
Total liabilities	117,687	117,687
Net assets	2,193,433	2,193,433
Fair value of net assets		2,193,433
	•	
Satisfied by: Cash	,	2,193,433

20 CAPITAL COMMITMENTS

The company had no capital commitments at 31 December 1995.

21 CONTINGENT LIABILITIES

There were no contingent liabilities at 31 December 1995.

22 PENSIONS

Defined Benefit Scheme

The company operates a defined benefit pension scheme for the benefit of the employees. The assets of the scheme are administered by trustees in a fund independent from those of the company.

Pension costs are assessed in accordance with the advice of a qualified actuary using the projected unit method. The assumptions which have the most significant effect on the results of the valuation are:

- A yield of 9% per annum compound applies throughout and is used in the calculation of immediate annuity rates for members retiring.
- Salaries increase at a rate of 8% per annum compound including an allowance for promotional increases.

The most recent actuarial valuation was at 1 December 1992.

The market value of scheme assets as at 1 December 1992 was £719,000. The actuarial value of those assets was sufficient to cover 109% of the benefits that had accrued to members, after allowing for expected future increases in earnings.

NOTES TO THE FINANCIAL STATEMENTS

For the period ended 31 December 1995

23 LEASING COMMITMENTS

Operating lease payments amounting to £47,000 are due within one year. The leases to which these amounts relate expire as follows:

1995 Land and buildings £

In five years or more

47,000

24 ULTIMATE PARENT UNDERTAKING

The directors consider that the ultimate parent undertaking of this company is General Motors Corporation which is registered in the United States of America.