SHANKS & McEWAN (NORTHERN) LIMITED (Registered Number 98678)

REPORT AND ACCOUNTS

YEAR ENDED 30 MARCH 1996

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DIRECTORS' REPORT

The directors present their annual report and audited financial statements for the year ended 30 March 1996.

PRINCIPAL ACTIVITIES, BUSINESS REVIEW AND FUTURE PROSPECTS

The principal activities of the company are the operation of waste collection and disposal services, including recycling, for industry and local authorities.

The company plans to continue to increase its market share in the waste management sector and will invest in additional landfill void at economic cost and in new geographical areas with growth potential.

TRADING RESULTS AND DIVIDENDS

The profit on ordinary activities after taxation for the year ended 30 March 1996 was £2,238,000 (1995 - £2,766,000).

No interim dividend (1995 - £650,000) was paid during the year, and the directors do not recommend the payment of a final dividend (1995 - £1,335,000). The resulting retained profit of £2,238,000 (1995 - £781,000) has been transferred to reserves.

DIRECTORS

The directors who held office during the year were as follows:

K R Morin

M C E Averill

D J Downes

S M Muir

G J Newman (Retired 30 August 1996)

R Reid

DIRECTORS' REPORT (CONTINUED)

DIRECTORS' INTERESTS

None of the directors had a direct interest in the share capital of the company.

Those directors who were not also directors of Shanks & McEwan Group PLC had interests in that company's share capital as follows:

	As at 30 March 1996		As a	at 1 April 1995		
	Ordinary		Ordinary		Ordinary	
	Shares of 10p	<u>Options</u>	Shares of 10p	<u>Options</u>		
K R Morin	48,000	188,363	58,955	109,583		
S M Muir	1,850	24,201	1,850	2,929		
R Reid	1,500	36,686	1,500	17,353		

The directors had no interests in the shares of any other company in the group.

ACQUISITIONS

The Scottish dry waste business of Leigh Interests plc was purchased for £5.2m in March 1996. The fair value of assets was £0.6m. The goodwill arising of £4.6m was written off to reserves. (Note 11)

Since the year end there has been a further small acquisition of £0.5m for D & D Environmental Services Ltd in Glasgow.

EMPLOYMENT POLICIES

It is the Group's policy that all employees should be informed and consulted on all matters of concern to them, and also to ensure that they are made aware of the financial, economic and operational factors, affecting their performance.

Communications have been further improved as part of divisional continuous improvement strategies, and both formal and informal meetings with employees or their representatives take place at the individual locations. A regular employee newspaper, SME World, is widely distributed and each division produces its own internal newsletter.

PAYMENT OF SUPPLIERS

It is the Group's payment policy for the year ending 29 March 1997, in respect of all suppliers, to settle agreed outstanding accounts in accordance with terms and conditions agreed with suppliers when placing orders. The Group will abide by these terms of payment.

DIRECTORS' REPORT (CONTINUED)

STATEMENT OF DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and 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 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.

AUDITORS

Price Waterhouse have indicated their willingness to continue in office and a resolution concerning their re-appointment will be proposed at the Annual General Meeting.

By Order of the Board

SM M.

S M Muir Secretary

12 November 1996

Registered Office: A8 Edinburgh Road Coatbridge ML5 4UG

AUDITORS' REPORT TO THE MEMBERS OF SHANKS & McEWAN (NORTHERN) LIMITED

We have audited the financial statements on pages 5 to 19 which have been prepared under the historical cost convention and the accounting policies set out on pages 7 and 8.

Respective responsibilities of directors and auditors

As described on page 3 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and 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 March 1996 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

PRICE WATERHOUSE Chartered Accountants and Registered Auditors

Inco Wateraus

Glasgow

12 November 1996

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 MARCH 1996

	<u>1996</u> £'000	<u>1995</u> £′000
TURNOVER (Note 2)	19,265	17,953
Cost of sales	13,182	12,540
GROSS PROFIT	6,083	5,413
Administrative expenses	2,211	1,939
OPERATING PROFIT	3,872	3,474
Interest payable (Note 6)	371	255
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION (Note 3)	3,501	3,219
Tax on profit on ordinary activities (Note 7)	1,263	453
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	2,238	2,766
Dividends (Note 8)	0	1,985
RETAINED PROFIT FOR THE FINANCIAL YEAR (Note 17)	2,238	781

There were no recognised gains or losses other than the profit for the year (1995 - £Nil).

The notes on pages 7 to 19 form part of these financial statements.

BALANCE SHEET - 30 MARCH 1996

	<u>1996</u> £'000	<u>1995</u> £'000
FIXED ASSETS		
Tangible assets (Note 9) Investments (Note 10)	14,767 485	12,594
	15,252	12,594
CURRENT ASSETS		
Stocks (Note 12) Debtors (Note 13) Cash at bank and in hand	145 5,520 <u>5</u>	145 3,559 2
	5,670	3,706
CREDITORS - Amounts falling due within one year (Note 14)	18,840	12,463
NET CURRENT LIABILITIES	(13,170)	(8,757)
TOTAL ASSETS LESS CURRENT LIABILITIES	2,082	3,837
PROVISIONS FOR LIABILITIES AND CHARGES (Note 15)	1,390	803
NET ASSETS	692	3,034
CAPITAL AND RESERVES		
Called up share capital (Note 16) Profit and loss account (Note 17)	1 691	3,033
SHAREHOLDERS' FUNDS (Note 18)	692	3,034
		

APPROVED BY THE BOARD ON 12 November 1996

K R Morin DIRECTOR

The notes on pages 7 to 19 form part of these financial statements.

1.R. Moin

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996

1 ACCOUNTING POLICIES

(1) Basis of presentation

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

(2) Turnover

Turnover represents the invoiced value of waste streams processed and other services provided excluding value added tax. Turnover is recognised when processing occurs or the service is provided.

(3) Fixed assets

(i) Land and buildings, plant and machinery and motor vehicles

Depreciation is provided on assets other than land to write off their cost by equal annual instalments over their estimated useful economic lives.

The expected lives are:

Buildings Plant and machinery 25 years

3 to 10 years 3 to 6 years

Motor vehicles

(ii) Landfill

Acquisition and commissioning costs are capitalised and amortised over the estimated operational life of each site based on the amount of void space consumed.

(iii) Capitalisation of interest

The gross interest attributable to the financing of separately identifiable major capital projects prior to their date of completion is capitalised as part of the cost of the assets.

(4) Purchased goodwill

The excess of the fair value of the consideration given over the fair value of the net assets acquired is recognised as purchased goodwill, and is immediately written off against reserves.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

1 ACCOUNTING POLICIES (CONTINUED)

(5) Leased assets

Where the company has substantially all the risks and rewards of ownership of a leased asset, it is treated as a finance lease. Leased assets are included in tangible fixed assets at the total of the capital elements of payments during the lease term and the corresponding obligation is included in creditors. Depreciation is provided to write off the assets over the shorter of the lease term or expected useful life.

Rentals paid under operating leases are charged to profit and loss account as incurred over the term of the lease.

(6) Stocks

Stocks are stated at the lower of cost (on a first in first out basis) and net realisable value.

(7) Deferred taxation

Provision is made for deferred taxation arising from timing differences between profits as computed for taxation purposes and profits as stated in the financial statements to the extent that the liability will crystallise in the foreseeable future. The timing differences are due primarily to the excess of tax allowances on tangible fixed assets over the corresponding depreciation charge in the financial statements.

(8) Environmental provision

The provision relates to the estimated current cost of: capping the pit areas in landfill reclamation; and gas and leachate control during the life of the site and after the site has been closed.

The estimated current cost of capping and gas and leachate control based on tonnage of landfill materials deposited in the year is charged against profits and credited to the provision which is reviewed annually for adequacy.

(9) Pensions

The cost of providing retirement pensions and related benefits is charged to the profit and loss account over the expected working lives of the pension scheme members currently in service. Any differences between the actuarial valuation of the scheme and the value of assets in the scheme are also charged or credited to the profit and loss account over the expected working lives of the scheme members.

(10) Investments

Investments are stated at cost less any provision for diminution in value.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

2 SEGMENTAL INFORMATION

The turnover and operating profit on ordinary activities before taxation derive from waste management in the United Kingdom. All of the company's turnover and operating profit relates to continuing operations, including acquisitions. (Note 11)

3 PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

	<u>1996</u>	<u> 1995</u>
	£′000	£′000
The profit is stated after charging/(crediting):		
Depreciation of tangible fixed assets		
- owned	2,670	2,410
- held under finance lease and hire purchase contracts	-	113
Operating lease rentals		
- property	123	108
- plant and machinery	142	272
Auditors' remuneration - Audit fees	20	18
· Non audit related fees	9	-
Royalties	125	119
Gain on sale of tangible fixed assets	<u>(59)</u>	<u>(70)</u>

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

4 EMOLUMENTS OF DIRECTORS

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The remuneration of the directors in respect of their services to the company was as follows:			
	<u>1996</u> £'000	<u>1995</u> £'000	
Emoluments, including pension contributions	<u>176</u>	<u>168</u>	
The emoluments of the highest paid director, excluding pension contributions, were £77,000 (1994	- £69,000).		
Emoluments of the other directors, excluding pension contributions, fell within the following bands:			
	Number	Number	
£Nil - £5,000 £10,001 - £15,000 £30,001 - £35,000	3	3	
£35,001 - £40,000 £40,001 - £45,001	1 _ <u>1</u>	1 1	
EMPLOYEES			
The average weekly number of persons employed by the company during the year was as follows:			
	<u>1996</u> Number	<u>1995</u> Number	
Waste management	<u>259</u>	234	
Staff costs comprise:	£'000	£′000	
Wages and salaries Social security costs Other pension costs (Note 21)	4,327 362 204	3,924 340 <u>181</u>	

4,893

4,445

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

6 INTEREST PAYABLE

		<u>1996</u> £'000	<u>1995</u> £′000
	Interest payable on loans and bank overdraft Interest payable on finance leases	371	211
	and hire purchase contracts	-	44
		371	255
7	TAX ON PROFIT ON ORDINARY ACTIVITIES		
	Taxation charge based on the profits of the year is made up as follows:		
		<u>1996</u> £′000	<u>1995</u> £'000
	UK Corporation tax at 33% (1995 - 33%)	984	1,157
	Prior year adjustment Deferred taxation (Note 15)		(115)
	Deterred taxadon (Note 15)	<u>279</u>	<u>(589)</u>
		1,263	453
8	DIVIDENDS		
		<u>1996</u> £′000	<u>1995</u> £'000
	Interim paid		650
	Final proposed	<u></u>	<u>1,335</u>
		-	1,985

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

9 TANGIBLE FIXED ASSETS

TAIBUIDEE TIMED ASSETS			100			
	Land		andfill sites	DI A		
	and buildings	F 1 11	Short	Plant &	Motor	
	Freehold	Freehold	<u>Leasehold</u>	<u>Machinery</u>	<u>vehicles</u>	<u>Total</u>
04	£′000	£′000	£′000	£'000	£′000	£′000
Cost						
At 2 April 1995	201	4,855	1,188	11,900	6,156	24,300
Additions	14	519	212	2,533	1,046	4,324
Additions from						
acquisitions	•	-	-	189	381	570
Disposals	•	-	•	(1,272)	(330)	(1602)
Transfers (to)/from						
group undertakings	<u>130</u>			<u>110</u>	17_	<u>257</u>
At 30 March 1996	345	5,374	1,400	13,460	7,270	27,849
						
Depreciation						
At 2 April 1995	161	1,223	654	6,134	3,534	11,706
Charge for year	19	374	228	1,155	884	2,660
Eliminated in respect				·		-,
of disposals	-			(1,103)	(320)	(1,423)
Transfers (to)/from						
group undertakings	<u>65</u>			<u>62</u>	12	<u>139</u>
At 30 March 1996	245	1,597	882	6,248	4,110	13,082
				-		
Net book amount						
At 30 March 1996	100	3,777	518	7,212	3,160	14,767
						
At 2 April 1995	40	3,632	534	5,766	2,622	12,594
,				-,,,,,,,		

Interest amounting to £269,000 (1995 - £269,000) is included in the cost of landfill sites.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

10 FIXED ASSETS - INVESTMENTS

	Shares in Subsidiary <u>Undertakings</u> £'000
At 1 April 1995 Transfers from other group companies	485
At 30 March 1996	<u>485</u>

All investments are stated at cost.

The company had the following investments in subsidiary undertakings:

Name of Company	County of Registration	Type of <u>Shares</u>	Type of <u>Business</u>	Proportion of shares and voting rights held
Shanks & McEwan Ltd	Scotland	Ordinary	Dormant	100%
Airdriehill Quarries Ltd	Scotland	Ordinary	Dormant	100%

During the year, the company paid consideration for all assets, liabilities and contractual arrangements of Shanks & McEwan Ltd and Airdriehill Quarries Ltd. The assets and liabilities were not contractually transferred until after the year end. The balance is held as an investment at cost at the year end.

The Directors are of the opinion that the value of the investments in subsidiary undertakings are not less than the amounts at which they are recorded in the balance sheet.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

11 ACQUISITION OF BUSINESS

On 15 March 1996, the company acquired the trade and assets and business of the Scottish dry waste collection business of Leigh Interests plc for a total consideration of £5,200,000, which was satisfied in cash.

The business combination has been accounted for using the acquisition method of accounting, and a summary of the effect of the acquisition on the company's financial statements is set out below:

Assets acquired:-

	Book <u>value</u> £,000	Fair value <u>adjustments</u> £,000	Fair value to the company £,000
Fixed assets - Plant & machinery	189		189
Fixed assets - Motor vehicles	381		381
Other assets	50	-	50
	620	<u>-</u>	620
Cash consideration paid			<u>5,200</u>
Purchased goodwill arising on acquisition (Note 17)		<u>4,580</u>

Post-acquisition results:-

Included within the turnover and operating profit of continuing operations is £99,000 and £20,000 respectively of a contribution from the acquired business.

Other information:-

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Prior to its acquisition by the company, the financial year of the acquired business commenced on 1 April 1995. In the period from 1 April 1995 to 15 March 1996 (i.e. the period pre-acquisition), the turnover and operating profit of Scottish dry waste collection was £2,743,000 and £301,000 respectively.

For the year ended 31 March 1995 the Scottish dry waste collection business made an operating profit of £248,000 on turnover of £2,680,000.

STOCKS	<u>1996</u> f'000	<u>1995</u> £′000
Raw materials and consumables	46	41
evestment land and property	99	<u>104</u>
	145	145

In the opinion of the directors, there is no significant difference between the replacement cost of stock and the amount at which it is stated in the balance sheet.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

13	DEBTORS	<u>1996</u> £'000	<u>1995</u> £'000
	Trade debtors	3,007	3,233
	Amounts owed by fellow subsidiary undertakings	2,210	73
	Prepayments and accrued income	<u>303</u>	<u>253</u>
		5,520	3,559
14	CREDITORS - Amounts falling due within one year		
		<u>1996</u>	<u> 1995</u>
		£'000	£'000
	Bank overdraft	11,444	3,717
	Trade creditors	862	977
	Amounts owed to parent undertaking	3,525	3,508
	Amounts owed to fellow subsidiary undertakings	35	649
	Other creditors	221	213
	Corporation tax payable	1,026	952
	Other taxation and social security	436	342
	Proposed dividend	•	1,335
	Accruals	<u>1,291</u>	<u>770</u>
		18,840	12,463

The company has granted to its bankers an unlimited inter company composite guarantee, and a right of set off against amounts outstanding on advances to its parent and fellow subsidiary undertakings.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

PROVISIONS FOR LIABILITIES AND CHARGES

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	Deferred <u>taxation</u> £'000	Environmental <u>provisions</u> f'000	<u>Total</u> £'000
At 1 April 1995		803	803
Utilised in year		(359)	(359)
Provided in year	<u>279</u>	<u>667</u>	946
At 30 March 1996	279	1,111	1,390

The deferred taxation balances and total potential liability for deferred taxation for all timing differences is made up as follows:

		1 <u>996</u>		1995
	Amount <u>provided</u> £'000	Potential <u>liability</u> £'000	Amount <u>provided</u> £'000	Potential <u>liability</u> £'000
Accelerated capital allowances Other timing differences	272 7	831 7		800 (36)
	279	838		764

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

16	CALLED	ПÞ	CHARE	CAPITAL
10	OULTED	vı	JIIAIL	CALLIAL

10	OALLED OF SHARE CAFTIAL	<u>1996</u> £	<u>1995</u> f
	Authorised: 100 ordinary shares of £1 each	100	100
	Allotted and fully paid: 2 ordinary shares of £1 each	2	2
17	PROFIT AND LOSS ACCOUNT		
			£′000
	At 1 April 1995 Retained profit for the financial year Goodwill written off on acquisition (Note 11)		3,033 2,238 <u>(4,580)</u>
	At 30 March 1996		691
	The cumulative goodwill written off against reserves for continuing businesses is £5,040,000 (1995)	i - £460,000).	
18	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS	<u>1996</u> £'000	<u>1995</u> £'000
	Profit on ordinary activities after taxation Dividends	2,238	2,766 (1,985)
	Goodwill written off on acquisition (Note 11)	<u>(4,580</u>)	
	Net (decrease) / increase in shareholders' funds Opening shareholders' funds	(2,342) <u>3,034</u>	781 <u>2,253</u>
	Closing shareholders' funds	692	3,034

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

19 CAPITAL COMMITMENTS

The amount of capital expenditure authorised by the directors for which no provision has been made in the financial statements is:

	<u>1996</u> £'000	<u>1995</u> £'000
Expenditure contracted for	<u>1,918</u>	<u>463</u>
Expenditure not contracted for		<u>15</u>

20 COMMITMENTS UNDER OPERATING LEASES

The annual commitments under operating leases are as follows:

	<u>Land a</u>	and buildings
	<u>1996</u>	<u> 1995</u>
	£′000	£′000
Leases expiring:		
Within one year	8	-
Between two and five years	•	8
Over five years	113	82
	121	90

21 PENSION COMMITMENTS

The company, along with other companies in the Shanks & McEwan Group, participates in pension arrangements providing benefits based on final salary. The assets of the scheme are held separately from those of the group companies and are invested by professional investment managers.

The contributions are determined by a qualified actuary on the basis of triennial valuations using the projected unit method.

The pension charge for the year was £204,000 (1995 - £181,000).

Details of the latest actuarial valuation of the scheme on 6 April 1992 are given in the financial statements of Shanks & McEwan Group PLC.

NOTES TO THE FINANCIAL STATEMENTS - 30 MARCH 1996 (CONTINUED)

22 CONTINGENT LIABILITIES

The Company has in the normal course of business given guarantees and performance bonds relating to the Company's own contracts.

23 ULTIMATE PARENT COMPANY

The ultimate parent company is Shanks & McEwan Group PLC, a company registered in Scotland. Copies of the group financial statements may be obtained from the Company Secretary, Shanks & McEwan Group PLC, Astor House, Station Road, Bourne End, Bucks. SL8 5YP.

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