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A A CLARK LIMITED

FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31ST DECEMBER 1994



## FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

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#### DIRECTORS' REPORT

The directors submit their report together with the audited financial statements for the year ended 31st December 1994.

#### 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 its profit or loss for that period. In preparing those financial statements, the directors are required to:

- a) select suitable accounting policies and then apply them consistently;
- b) make judgments and estimates that are reasonable and prudent;
- c) prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business;
- d) state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements.

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. The directors 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.

## **ACTIVITIES**

The principal activities of the company which have remained unchanged during the financial year were those of garage proprietors, motor car distributors and motor car hirers.

## BUSINESS REVIEW AND FUTURE DEVELOPMENTS

The year to 31st December 1994 has seen a return to patchy and unpredictable trading conditions, which have resulted in a disappointing year although the company has achieved a small profit. The directors are pursuing established management policy and hope to see improved profitability in the near future.

## RESULTS AND DIVIDENDS

The profit for the year after taxation amounted to £33,065 and is dealt with in the profit and loss account.

In view of the company's current and future requirements and the maintenance and development of the company's business the directors do not recommend the payment of a dividend for the year currently under review.

## FIXED ASSETS

Details of changes in fixed assets are stated in note 8 to the financial statements.

## MARKET VALUE OF LAND AND BUILDINGS

The directors consider that there is no significant difference between the value of land and buildings as shown in the balance sheet and market value.

## DIRECTORS' REPORT (continued)

## DIRECTORS AND THEIR INTERESTS

The directors of the company at 31st December 1994 were as follows:

- P. Newton
- R.J. Clark
- J.C. Berry
- J.F.A. Wiggins
- G.I. Nicholson
- D.A. Grayson
- T.W. Kirby
- A.C. Owen

No director had any interest in the shares of the company.

P. Newton, R.J. Clark, G.I. Nicholson and D.A. Grayson are directors of the ultimate parent company, Aureole Investments Limited, and their interests in the shares of that company are disclosed in that company's financial statements.

#### ENVIRONMENTAL POLICY

It is the policy of the company that, in its operation, due regard and care be taken of the effects on the environment of its working processes, practices and procedures.

#### TAXATION STATUS

The company is a close company within the provisions of the Income and Corporation Taxes Act 1988.

#### AUDITORS

In accordance with Section 385 of the Companies Act 1985, a resolution proposing the re-appointment of Casson Beckman, chartered accountants, as auditors to the company will be put to the annual general meeting.

BY ORDER OF THE BOARD

D.A. Grayson SECRETARY

DATED: 25th July 1995

REGISTERED OFFICE: 17/19 Alma Road

Windsor

## AUDITORS' REPORT TO THE MEMBERS OF A A CLARK LIMITED

We have audited the financial statements on pages 4 to 15 which have been prepared under the historical cost convention as modified by the revaluation of land and buildings and the accounting policies as set out on pages 7 and 8.

## RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described in the directors' report, 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 financial statements and to report our opinion to shareholders.

#### 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 judgments made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, are consistently applied and are 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 at 31st December 1994 and of the profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

CASSON BECKMAN

Chartered Accountants and Registered Auditors

London

DATED: 25th July 1995

## PROFIT AND LOSS ACCOUNT

## FOR THE YEAR ENDED 31ST DECEMBER 1994

	Notes	<u>1994</u> £	<u>1993</u> £
Turnover	2	12,546,134	13,687,961
Cost of sales	3	(10,737,219)	(11,795,960)
Gross profit		1,808,915	1,892,001
Distribution costs		(207,075)	(221,667)
Administrative expenses	4	(1,432,115)	(1,404,097)
Provision against amounts due from fellow subsidiary compa		-	(449,067)
Operating profit/(loss)		169,725	(182,830)
Interest payable	5	(163,660)	(200,719)
Profit/(loss) on ordinary activities before taxation		6,065	(383,549)
Tax on profit/(loss) on ordinary activities	7	27,000	(27,000)
Profit/(loss) for the year	17	£33,065	£(410,549)

Turnover and operating profit for the year all derive from continuing operations.

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

## FOR THE YEAR ENDED 31ST DECEMBER 1994

	1994	<u>1993</u>
	£	£
Profit/(loss) for the financial year	33,065	(410,549)
Unrealised surplus on revaluation of properties	-	-
Total gains and losses recognised		
since the last annual report	£33,065	£(410,549)
	=======	=======

## NOTE OF HISTORICAL COST PROFITS AND LOSSES

The profit/(loss) on ordinary activities for the year before taxation stated on an unmodified historical cost basis was as follows:

	<u>1994</u> £	<u>1993</u> £
Profit/(loss) on ordinary activities before taxation as reported on page 4	6,065	(383,549)
Depreciation on revalued element of fixed assets	-	-
Profit/(loss) on ordinary activities before taxation on an unmodified historical cost		
basis	£ 6,065	£(383,549)
	======	

The profit for the financial year stated on an unmodified historical cost basis was £33,065 (1993 - loss £410,549).

## BALANCE SHEET

## AT 31ST DECEMBER 1994

	Notes	19 £	994 £	<u>1</u>	<u>1993</u> £
Fixed assets		£	L	<b>L</b>	-
Tangible assets Investments	8 9		2,283,483 3,152,475 5,435,958		2,222,423 3,152,475 5,374,898
Current assets			3,433,330		3/3/1/000
Vehicles Stocks Debtors Cash at bank and in hand	10 11 12	333,571 1,142,542 4,938,235 20,515 		252,392 1,252,880 4,297,018 11,599	
Creditors: Amounts falli due within one year	.ng 13	(5,771,571)		(5,079,594)	
Net current assets			663,292		734,295
Total assets less current liabilities	:		6,099,250		6,109,193
Creditors: Amounts falling due after more than one year	14	(50,612)		(66,620)	
Provisions for liabilities and charges	es 15	(38,000)		(65,000)	
			(88,612)		(131,620)
		,	£6,010,638		£5,977,573
Capital and reserves					
Called up share capital Revaluation reserve Profit and loss account	16 17 17		3,003,550 1,536,736 1,470,352		3,003,550 1,536,736 1,437,287
P. NEWTON  R.J. CLARK  )	irectors	(6)	£6,010,638		£5,977,573

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

## 1. Accounting policies

The financial statements have been prepared in accordance with Statements of Standard Accounting Practice issued by UK accounting bodies.

The following accounting policies have been used consistently in dealing with items which are considered material in relation to the financial statements.

#### (a) Basis of accounting

The financial statements have been prepared under the historical cost convention, with the exception of freehold land and buildings which are stated at revalued amounts.

#### (b) Turnover

Turnover represents amounts invoiced by the company in respect of goods sold and services rendered during the year and is stated net of value added tax.

#### (c) Tangible fixed assets

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

Plant and machinery Motor vehicles

- 20% reducing balance basis
- on a straight line basis over an average of 2 years

Depreciation is not provided in respect of freehold properties as it is the company's policy to maintain the buildings to a high standard, and, because of this, such properties maintain residual disposal values in aggregate at least equal to their book values.

The company's appraisal of residual values is based as prices prevailing at the time of acquisition or subsequent valuation of the property in question. Provision is made in the profit and loss account in the event of the occurrence of any permanent diminution in property values.

Freehold land and buildings are stated at revalued amounts.

## (d) <u>Vehicles</u>

Vehicles held for hire are included in the balance sheet under current assets at cost less accumulated depreciation.

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

Motor vehicles - on a straight line basis over an average of 2 years.

#### NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

#### 1. Accounting policies (continued)

## (e) <u>Investments</u>

Fixed asset investments are stated at cost, less any provision for diminution in value.

#### (f) Stock

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

Cost includes all expenditure incurred in the normal course of business in bringing stocks to their present location and condition.

Net realisable value is based on the estimated selling price less further costs expected to be incurred up to subsequent disposal.

The company has adopted Financial Reporting Standard Number 5 and stocks legally owned by the manufacturer, but held by the company on terms that give a right to sell the stock in the normal course of business, is treated as an asset of the company.

The stock together with the corresponding liability to the manufacturer is now recognised in the financial statements at the time of delivery. In earlier periods these transactions were recognised on passage of legal title. Comparative figures have been re-presented where appropriate.

## (g) Hire purchase obligations

Assets held under hire purchase agreements and the related obligations are recorded in the balance sheet at the fair value of the assets at the inception of the agreements. The excess of the payments over the recorded obligations are treated as finance charges. The finance charges are allocated to accounting periods to give a constant rate of charge on the remaining balance of the obligation.

## (h) Deferred taxation

Deferred taxation is calculated on the liability method. It is provided to the extent that it is considered, with reasonable probability, that a liability will become payable within the foreseeable future.

#### (i) Pensions

The company participates in a defined contribution pension scheme operated on a group basis covering the majority of the permanent employees. Pension costs charged against profits represent amounts payable to the scheme in respect of the year.

## 2. Turnover and company result

The turnover of the company during the year covered by these financial statements was made in the same geographical area.

The turnover and result arising on the ordinary trading activity derive from the same class of business which is more particularly described in the directors' report.

# NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

3.	Cost of sales	<u>1994</u> £	<u>1993</u> £
	Cost of sales includes:		
	Depreciation - own assets - assets held under hire purchase	61,892	96,680
	contracts Profit on sale of fixed assets and hire vehicles	33,900 (23,675)	15,680 (69,882)
4.	Administrative expenses	<u>1994</u> £	<u>1993</u> £
	Administrative expenses include:-		
	Depreciation - own assets - assets held under hire purchase	20,721	28,670
	contracts	4,700	4,880
	Profit on sale of fixed assets	(5,612)	(5,377)
	Auditors' remuneration	20,000	16,000
		=====	=====
5.	Interest payable	1994	<u> 1993</u>
	•	£	£
	Interest payable comprises:		
	Interest on loans and overdrafts maturing within five years	115,633	132,780
	Finance charges on hire purchase obligations	34,124	40,344
	Interest on other loans	13,903	27,595
		£163,660	£200,719
		======	======
6.	Employees and directors	<u>1994</u> £	1993 £
	Staff costs, including executive directors, during the period covered by these financial statements		
	amounted to: Wages and salaries	906,001	920,585
	Social security costs	79,065	78,731
	Other pension costs	40,552	42,687
	•	£1,025,618	£1,042,003
		========	========
	The average weekly number of employees during the period was:	1994	1993
	Office and management	<u>1994</u> 23	<u>1995</u> 24
	Sales	4	4
	Other	40	41
		67	<del></del>
		====	====
		<u>1994</u>	<u> 1993</u>
	Staff costs include the following	<del></del>	
	emoluments in respect of directors:-		• <del>-</del>
	Directors' emoluments	£ Nil	£ Nil
	÷	=====	====

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

	Deferred tax	£(27,000)	£27,000
	The taxation (credit)/charge which is based on the results of the year is made up as follows:		
7.	Taxation	<u>1994</u>	<u>1993</u>

United Kingdom corporation tax has been computed at 25 % (1993: 25%) and has taken into account losses of approximately £77,000 to be surrendered by group companies (1993: £20,000 surrendered to group companies).

## 8. Tangible fixed assets

The analysis of movement on tangible fixed assets is set out below:

	Freehold	Plant and	Motor	
	<u>property</u>	<u>machinery</u>	<u>vehicles</u>	<u>Total</u>
Cost or valuation	£	£	£	£
At 1st January 1994	2,015,064	317,454	187,096	2,519,614
Additions at cost	_	65,726	229,786	295,512
Disposals	-	(10,000)	(234,687)	(244,687)
At 31st December 1994	2,015,064	373,180	182,195	2,570,439
	=======	======	======	=======
<u>Depreciation</u>				
At 1st January 1994	-	235,930	61,261	297,191
Charge for the year	-	17,742	25,421	43,163
Disposals	-	(10,000)	(43,398)	(53,398)
71. 24.1 9 1		<del></del>		<del></del>
At 31st December 1994	-	243,672	43,284	286,956
	=====	======	=====	======
<u>Net book value</u>	•			
At 31st December 1994	£2,015,064	£129,508	£138,911	£2,283,483
	322222	======	======	=======
At 31st December 1993	£2,015,064	£81,524	£125,835	£2,222,423
	=======	======	======	=======

The net book value of the company's fixed assets includes £77,895 (1993 - £97,352) in respect of assets held under hire purchase contracts.

Cost or valuation at 31st December 1994 is represented by:

	========	======	======	=======
	£2,015,064	£373,180	£182,195	£2,570,439
Cost	240,064	373,180	182,195	795,439
Valuation in 1986	525,000	-	_	525,000
Valuation in 1992	1,250,000	-	-	1,250,000

Certain of the company's freehold land and buildings were revalued at their open market values at 31st December 1992 by the directors.

The historical cost of freehold property stated at valuation is £238,264 (1993 - £238,264).

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31ST DECEMBER 1994

## 9. <u>Investments</u>

This comprises investments in subsidiaries made up as follows:

Cost at 1st January 1994 and 31st December 1994

£3,152,475

=========

The company holds 100% of the equity of the following companies, both of which are incorporated in Great Britain and registered in England.

Name of company	<u>Holding</u>	Nature of business
Delta Motor Company (Windsor) Ltd	100 Ordinary £1 shares	Dormant
Windsor Vehicle Leasing Ltd	100 ordinary £1 shares	Motor Vehicle Lessors

The company is exempt from the requirement to prepare group accounts since its immediate parent, Aureole Investments Limited, is incorporated in Great Britain and registered in England and Wales.

The directors are of the opinion that the aggregate value of the shares and amounts owing from the subsidiary undertakings is not less than the aggregate of the amounts at which they are stated in the company's balance sheet.

#### 10. Vehicles

The analysis of vehicles held for hire is as follows:

	£
Cost	
At 1st January 1994	308,092
Additions at cost	810,946
Disposals	(739,777)
At 31st December 1994 .	379,261
	======
<u>Depreciation</u>	FF 700
At 1st January 1994	55,700
Charge for the year	78,050
Disposals	(88,060)
At 31st December 1994	45,690
	======
<u>Net book value</u>	
At 31st December 1994	£333,571
	======
At 31st December 1993	£252,392
	. ======

The net book value of vehicles held for hire includes £291,688 (1993 - £239,411) in respect of assets held under hire purchase contracts.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31ST DECEMBER 1994

	Finished goods and goods for re-sale	£1,142,542	£1,252,880
11.	<u>Stocks</u>	<u>1994</u>	<u>1993</u>

The replacement value of stocks is not materially greater than the balance sheet value.

Where vehicles on consignment are deemed in substance to be assets of the company they have been included in stocks. The company has included £665,981 (1993 - £670,556) of consignment stock in finished goods and a corresponding amount in trade creditors.

12.	<u>Debtors</u>	<u> 1994</u>	<u> 1993</u>
		£	£
	Amounts falling due within one year:		
	Trade debtors Amounts owed by group undertakings: Amounts owed by parent and fellow subsidiary	564,036	450,403
	undertakings	4,296,270	3,797,362
	Other debtors	3,364	200
	Prepayments	74,565	49,053
		£4,938,235	£4,297,018
		========	========
13.	Creditors: Amounts falling due within one year	1994	1993
		£	£
	Bank loans and overdrafts	2,019,883	2,015,090
	Trade creditors	1,049,550	933,995
	Amounts owed to group undertakings		
	Amounts owed to parent and fellow subsidiary		
	undertakings	104,355	104,355
	Amount owed to subsidiary undertakings	2,056,624	1,420,162
	Other taxation and social security costs	42,961	95,924
	Hire purchase loans	402,084	390,494
	Other loans	16,008	16,008
	Accruals	80,106	103,566
		£5,771,571	£5,079,594

Bank loans and overdrafts included above are secured by way of a floating charge over the company's assets.

Other loans are secured by way of a fixed charge over a freehold property included in fixed assets.

Hire purchase loans are secured on certain motor vehicles.

Trade creditors include £665,981 (1993 - £670,556) in respect of vehicles on consignment that are deemed in substance to be assets of the company.

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

		======	=======
	Other loans	£50,612	£66,620
	than one year	£	£
14.	<u>Creditors: Amounts falling due after more</u>	<u> 1994</u>	<u> 1993</u>

Other loans are secured on a freehold property included in fixed assets and are repayable in monthly instalments over 10 years from March 1989. The aggregate amount payable after more than 5 years is £Nil (1993: £2,668) Interest is payable at rates appropriate to each transaction.

## 15. Provision for liabilities and charges

The provision for deferred taxation on the liability method is:

		Provision		<u>Potential</u>	
		<u> 1994</u>	<u> 1993</u>	<u>1994</u>	<u> 1993</u>
		£	£	£	£
	Excess capital allowances	45,000	65,000	78,000	94,000
	Other timing differences	(7,000)	-	(7,000)	-
	Tax on revaluation surplus Capital gain on subsidiary	-	-	461,000	463,000
	acquired from group company	-	_	990,000	990,000
	3 1 1 1	<del></del>			
		£38,000	£65,000	£1,522,000	£1,547,000
		======	======	========	=======
16.	Share capital			<u>1994</u>	<u> 1993</u>
				£	£
	Authorised:				
	Ordinary shares of £1 each			3,000,050	3,000,050
	Deferred shares of 50p each			3,500	3,500
					<del></del>
				£3,003,550	£3,003,550
		,		=======	=======
	Allotted, issued and fully paid	1:			
	Ordinary shares of £1 each			3,000,050	•
	Deferred shares of 50p each			3,500	3,500
				£3,003,550	£3,003,550
				=======	=======

#### NOTES FORMING PART OF THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31ST DECEMBER 1994

## 17. Reserves and Reconciliation of movements in shareholders' funds

		Profit	Total
Share	Revaluation	and loss	Shareholders'
<u>capital</u>	reserve	account	<u>Funds</u>
£	£	£	£

Shareholders funds at 1st

January 1994 3,003,550 1,536,736 1,437,287 5,977,573
Profit for the financial year - - 33,065 33,065

Shareholders funds at 31st
December 1994 £3,003,550 £1,536,736 £1,470,352 £6,010,638

<u> 1994</u>

<u> 1993</u>

## 18. Capital commitments

Capital commitments at 31st December 1994 for which no provisions have been made in these financial

statements are:-

Contracted £Nil £58,000

## 19. Operating lease commitments

At 31st December 1994 the company was committed to making the following payments during the next year in respect of operating leases:

	======	======
Within one year	£Nil	£35,000
Leases which expire:	<u> 1994</u>	<u>1993</u>
	1994	1002

## 20. Contingent liabilities

The company has guaranteed the bank overdraft of its parent company and certain fellow subsidiary companies. At 31st December 1994 the contingent liability in respect of these guarantees was £2,841,571 (1993 - £3,344,564).

The company is included in group guarantees of the hire purchase loans of fellow subsidiaries. At 31st December 1994 the contingent liability in respect of this guarantee was £11,089,250 (1993 - £10,678,925).

The company is included in a guarantee given by group companies in respect of the borrowings of an associated company. The contingent liability in respect of this guarantee at 31st December 1994 was £ Nil (1993 - £3,075,000).

The company is included in a group registration for VAT purposes with its parent company and fellow subsidiaries. All members of the VAT group are jointly and severally liable for the total amount of VAT due and at 31st December 1994 the contingent liability in respect of this group registration was £223,676 (1993 - £229,005).

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

## FOR THE YEAR ENDED 31ST DECEMBER 1994

## 21. Assets charged

The parent company has secured its bank borrowings by granting a fixed charge over the properties of this company which are included under fixed assets.

## 22. <u>Ultimate parent company</u>

The company's ultimate parent company is Aureole Investments Limited, incorporated in Great Britain and registered in England. Copies of the parent company's financial statements are available from Companies House, Crown Way, Maindy, Cardiff CF4 3UZ.

## 23. Approval of financial statements

These financial statements were formally approved by the board of directors on 25th July 1995.