FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 1995



Company No. 1100207

FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

Company registration number:	1100207
Registered office:	22 Lamson Road Off Ferry Lane Rainham Essex RM13 9YY
Directors:	N E Quiney C S Wright P Fecher D J Harvey P C Cotes
Company secretary:	P C Cotes
Bankers:	National Westminster Bank PLC 116 Fenchurch Street LONDON EC3M 5AN
	3i Plc 91 Waterloo Road LONDON SEI 8XP
Solicitors:	Burton Woolf & Turk
Auditors:	Grant Thornton Registered auditors Chartered accountants Grant Thornton House Melton Street Euston Square LONDON NW1 2EP

FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

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REPORT OF THE DIRECTORS

for the year ended 31 December 1995.

The directors have pleasure in presenting their report and the financial statements of the company and the group

Principal activity

The principal activity of the group remained unchanged and comprises the wholesale purchasing, processing and sale of paper and other packaging materials.

Business review

There was a profit for the year after taxation of £955,000 (1994: £785,000). The directors recommend a dividend amounting to £160,000 (1994: £130,000) leaving £795,000 (1994: 655,000) to be added to reserves brought forward.

Financial results of the group

The early months of 1995 reflected the continuation of the strong growth of late 1994. As the year progressed trading conditions became more difficult as prices first stabilised and then started to fall. For most products prices are now lower than a year ago and the outlook remains one of price volatility. Our volumes grew throughout the year, each month being an improvement over the same month last year.

Our growth inevitably lead to demands on cash resources and our bank facilities were fully utilised during the year. The overdraft at 31 December although £1 million higher than a year earlier was down from the third quarter peak and we expect the reduction to continue until the next upward raw material cost spurt.

A new Profit Related Pay scheme has been registered for 1996 and we continue to make monthly payments to employees. This practice has lead to difficulties in some companies where poor trading at the year end has caused them to make excessive interim payments. We will try to avoid this problem but with a year on year increase in payments of 30% believe the policy to be more meaningful to our staff.

Dividends

A final dividend of 160p per ordinary share for the year ended 31 December 1995 is proposed.

Fixed assets

Details of changes in tangible fixed assets are shown in note 9.

REPORT OF THE DIRECTORS

Directors

The directors who held office during the year and their interest together with that of their families in the shares of the company are as follows:

	Ordinary shares of 50p	
	31 December 1995	31 December 1994
N E Quiney	52,501	52,501
C S Wright	27,501	27,501
P Fecher	7,094	7,094
D J Harvey	· •	•
P C Cotes	•	

In addition, the following directors hold options over ordinary 50p shares in the company under the terms of the Ridley Quiney & Co Limited Employee Share Option Scheme at an exercise price of £15.

	Date option granted	Ordinary 50p shares under option
D J Harvey	21 October 1993	3,000
P C Cotes	21 October 1993	2,000

The above options are exercisable between 21 October 1996 and 21 October 2003 in accordance with the Scheme rules.

Disabled employees

When a vacancy arises where it is felt that disabled people could be employed, then recognition is given for the need to give full and fair consideration to the employment of such people.

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 year. 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.

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.

REPORT OF THE DIRECTORS

Auditors

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

BY ORDER OF THE BOARD

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P C COTES

Secretary

31/1/ 1996

REPORT OF THE AUDITORS TO THE MEMBERS OF

RIDLEY, QUINEY & CO LIMITED

We have audited the financial statements on pages 5 to 20 which have been prepared under the accounting policies set out on pages 5 and 6.

Respective responsibilities of directors and auditors

As described on page 2 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 affairs of the company and the group as at 31 December 1995 and of the results of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

GRANT THORNTON

REGISTERED AUDITORS
CHARTERED ACCOUNTANTS

grant Thankow

LONDON 31/1/ 1996

PRINCIPAL ACCOUNTING POLICIES

The following policies which have been consistently applied are considered material in relation to the group's financial statements. The principal accounting policies of the group have remained unchanged from the previous year.

Basis of accounting

The financial statements have been prepared under the alternative accounting rules set out in Schedule 4 Companies Act 1985, and in accordance with applicable UK Accounting Standards.

Turnover

Group turnover represents the invoiced value of goods and services supplied during the year, excluding sales between group companies and Value Added Tax.

Depreciation

Depreciation is provided on all tangible fixed assets save for land, at rates calculated to write off the cost or valuation, less estimated residual value, of each asset evenly over its expected useful life. The estimated useful lives are as follows:

Freehold buildings 50 ye	
Motor vehicles 4 ye	ars
Fixtures and fittings 10 ye	ars
Plant and equipment 10 ye	ars
Computer equipment 5 ye	ars

Leasing and hire purchase commitments

Assets obtained under finance leases and hire purchase contracts are recorded in the balance sheet as tangible fixed assets and are depreciated in accordance with the policy above. Obligations under such agreements are included in creditors net of finance charges allocated to future periods. Rental payments are apportioned between the finance element which is charged to the profit and loss account and the capital element which reduces the outstanding obligation for future instalments.

Rentals paid under operating leases are charged against income on a straight line basis over the lease term.

Stocks

Stocks and work in progress are valued at the lower of cost and net realisable value. Cost comprises the purchase price of raw materials, plus the labour and appropriate overhead expenses incurred in bringing the stocks to their present location and condition. Net realisable value is based on estimated selling price less further costs expected to be incurred to completion and disposal.

Deferred taxation

Deferred taxation is provided on all material timing differences except that no provision is made on the potential liability arising from the revaluation of freehold land and buildings as there is no proposal to dispose of the property in the foreseeable future and hence crystallise the liability.

PRINCIPAL ACCOUNTING POLICIES

Foreign currency

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction or, if hedged forward, at the rate of exchange under the related forward currency contract. All exchange differences are taken to the profit and loss account.

Consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries at the balance sheet date. None of the subsidiaries traded during the year.

Goodwill

Goodwill on consolidation is written off directly to reserves in the year it arises.

Company Pension Scheme

The company operates a defined benefit pension scheme providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the company, being invested by Norwich Union Life Insurance Society in Norwich Union mixed fund units. Contributions to the scheme are charged to the profit and loss account so as to spread the cost of pensions over employees' working lives with the company. The contributions are determined by a qualified actuary on the basis of triennial valuations using the projected unit method.

CONSOLIDATED PROFIT AND LOSS ACCOUNT

For the year ended 31 DECEMBER 1995

	Note	1995 £'000	1994 £'000
Turnover	1	22,968	17,985
Cost of sales		(18,934)	(14,400)
Gross profit		4,034	3,585
Selling and administrative costs		(2,411)	(2,280)
Operating profit	2	1,623	1,305
Interest payable	6	(185)	(130)
Profit on ordinary activities before taxation		1,438	1,175
Taxation charge	7	(483)	(390)
Profit on ordinary activities after taxation		955	785
Dividend	8	(160)	(130)
Retained profit for the year	17	795	655

All of the company's operations are classified as continuing.

All recognised gains and losses are included in the profit and loss account.

CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 1995

	Note	1995 £'000	1995 £'000	1994 £'000	1994 £'000
Fixed assets		2 000		. 000	
Tangible assets	9		3,470		3,505
Investments	10		50		50
			3,520		3,555
Current assets			-,		-,
Stocks	11	3,248		2,490	
Debtors	12	4,258		3,375	
Cash at bank and in hand		19		25	
		7,525		5,890	
Creditors: amounts falling due		,		ĺ	
within one year	13	(3,613)		(2,701)	
Net current assets			3,912		3,189
Total assets less current					
liabilities			7,432		6,744
Creditors: amounts falling due	1.4	(70.1)		(0.00)	
after more than one year	14	(704)		(809)	
Provision for liabilities					
and charges	15	(216)		(218)	
			(920)		(1,027)
Net assets			6,512		5,717
Capital and reserves					
Called up share capital	16		50		50
Share premium account			80		80
Profit and loss account	17		5,104		4,299
Revaluation reserve	17		1,278		1,288
Shareholders' funds	18		6,512		5,717

The financial statements were signed on behalf of the Board of Directors on 31 January 1996

N E Quiney

C S Wright

Directors

BALANCE SHEET AT 31 DECEMBER 1995

	Note	1995 £'000	1995 £'000	1994 £'000	1994 £'000
Fixed assets					
Tangible assets	9		3,470		3,505
Investments	10		142		142
			3,612		3,647
Current assets					
Stocks	11	3,248		2,490	
Debtors	12	4,258		3,375	
Cash at bank and in hand		19		25	
Charles and the Calling Ann		7,525		5,890	
Creditors: amounts falling due	13	(2.762)		(2,850)	
within one year	13	(3,762)		(2,830)	
Net current assets			3,763		3,040
Total assets less					
current liabilities			7,375		6,687
Creditors: amounts falling due	14	(704)		(809)	
after more than one year	14	(704)		(802)	
Provision for liabilities					
and charges	15	(216)		(218)	
			(920)		(1,027)
Net assets			6,455		5,660
Capital and reserves					
Called up share capital	16		50		50
Share premium account	10		80		80
Profit and loss account	17		5,047		4,242
Revaluation reserve	17		1,278		1,288
Shareholders' funds			6,455		5,660
The financial statements were sign	ned on behal	If of the Board of I	Directors on 30	January	1996
N E Quiney) ()		ر	
C S Wright	which	') Di)	rectors		
V ·	i				

CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 DECEMBER 1995

	Note	1995 £'000	1995 £'000	1994 £'000	1994 £'000
Net cash inflow from operating activities	Α		(135)		1,243
Returns on investments and servicing of finance Interest payable Dividends paid	_	(185) (130)		(130) (130)	
Net cash outflow from returns on investments and servicing of finance			(315)		(260)
Taxation paid			(393)		(221)
Investing activities Payments to acquire tangible fixed assets Receipts from sales of tangible fixed assets		(130) 24		(196)	
Net cash outflow from investing activities			(106)		(185)
Net cash flow before financing			(949)		577
Financing - Loan repayments	В		(121)		(107)
Movements in cash and cash equivalents	c		(1,070)		470

NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 DECEMBER 1995

	1995 £'000	1994 £'000
A. Reconciliation of operating profit to net cash inflow from		
operating activities		
Operating profit	1,623	1,305
Depreciation charges	154	150
Profit on sale of tangible fixed assets	(13)	(9)
Movement in stock	(758)	(448)
Movement in debtors	(883)	(235)
Movement in creditors	(258)	480
Net cash (outflow)/inflow from operating activities	(135)	1,243
B. Analysis of changes in financing during the year		
Long term loans:		
Balance at 1 January	930	1,037
Loan repayments	(121)	(121)
New loans		14
Balance at 31 December	809	930
C. Analysis of changes in cash and cash equivalents during the year		
Balance at 1 January	(88)	(558)
Net cash flow	(1,070)	470
Balance at 31 December	(1,158)	(88)

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

Chairman

Highest paid director

1	TURNOVER		
		1995 £'000	1994 £'000
	A geographical analysis of turnover is as follows:		
	United Kingdom Other EC Countries	20,668 2,300 22,968	16,051 1,934 17,985
	All turnover arose as a result of the Group's principal activity.		
2	OPERATING PROFIT		
	The results are stated after charging/(crediting):	1995 £'000	1994 £'000
	Depreciation of tangible assets - owned assets - leased assets Hire of plant and machinery	134 20 71	134 16 98
	Auditors' remuneration - audit - other services	10 6	10 8
	Profit on sale of tangible assets	(13)	(9)
3	DIRECTORS' EMOLUMENTS		
		1995	1994
	Directors' remuneration was paid in respect of directors of the company as follows:		
	Remuneration as executives including pension fund contributions	812,531	744,310
	The directors' remuneration shown above (excluding pension fund contributions) included:		

204,557

235,280

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

DIRECTORS' EMOLUMENTS (CONTINUED)

The emoluments of directors, (excluding pension fund contributions), fell in the following bands:

	1995	1994
	Num	ber of directors
£0 -£ 5,000	1	2
£45,001 -£50,000	-	1
£110,001 - £115,000	-	1
£125,001 - £130,000	1	-
£130,001 - £135,000	1	-
£155,001 - £160,000	-	1
£180,001 - £185,000	1	-
£200,001 - £205,000	-	2
£235,001 - £240,000	1	-

4 EMPLOYEES

The average number of employees during the year was:

	Group and Company	
	1995	1994
Administration, sales and management	39	40
Factory	12	12
Warehouse	13	13
	64	65

The cost of employing the above employees was:

	Group and Company	
	1995	1994
	£'000	£'000
Wages and salaries	1,783	1,712
Social security	135	145
Other pension costs	244	157
	2,162	2,014

5 COMPANY PENSION SCHEME

The most recent full valuation of the pension scheme as performed by the actuaries was as at 31 May 1995 and at that date the scheme was fully funded on a continuance basis. The assets of the scheme are held separately from those of the company, being invested by Norwich Union Life Insurance Society in Norwich Union mixed fund units. Their value at 31 May 1995 was £815,000. The actuaries' assumptions which have the most significant effect on the results of the valuation are those relating to the rate of return on investments and the rates of increase in salaries and pensions. It was assumed that the investment return would be 9% per annum, that salary increases would average 8% per annum and that present and future pensions should increase at the rate of 5% per annum compound when in course of payment.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

COMPANY PENSION SCHEME (CONTINUED)

The pension charge for the year was £243,670 (1994: £157,000). The contributions made by the company were at a rate recommended by the actuarial advisers.

6 INTEREST PAYABLE

	On bank overdrafts and loans wholly repayable - within five years - more than five years	1995 £'000 109 76 185	1994 £'000 45 85 130
7	TAXATION		
		1995 £'000	1994 £'000
	Corporation tax based on the profit for the year at 32.9% (1994: 32.5%) Deferred taxation - current year at 33% (1994: 33%) Corporation tax - prior year	477 5 1 483	390
8	DIVIDEND		
	A final dividend for the year ended 31 December 1995 is proposed at 160p per share (1994: 130p per share)	1995 £'000	1994 £'000

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

9 TANGIBLE FIXED ASSETS

	Freehold land and buildings £'000	Motor vehicles £'000	Fixtures and fittings £'000	Plant and machinery £'000	Computer equipment £'000	Total £'000
Group and Company						
Cost or valuation:						
1 January 1995	3,385	210	187	352	103	4,237
Additions	-	73	27	30	-	130
Disposals		(59)		(13)		(72)
31 December 1995	3,385	224	214	369	103	4,295
Comprising:						
Valuation	3,000	-	-	-	-	3,000
Cost	385	224	214	369	103	1,295
Depreciation:						
1 January 1995	229	88	140	204	71	732
Charge for year	45	52	11	26	20	154
Disposals		(48)		(13)	-	(61)
31 December 1995	274	92	<u>151</u>	217	91	825
NET BOOK VALUE						
31 December 1995	3,111	132	63	152	12	3,470
31 December 1994	3,156	122	<u>47</u>	148	32	3,505

Included in the above are assets held under Finance Leases as follows:

	2 000
Motor vehicles	12
Plant and machinery	

The freehold land and buildings stated above were valued by Messrs. Glenny, Chartered Surveyors at £3,000,000 on 31 December 1988. In the event of the freehold land and buildings being disposed of at the valuation stated above a tax charge would crystallise and this potential liability is set out in note 23.

The directors consider that the value to the business of the freehold property is not materially different from that at which it was valued.

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NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

10 INVESTMENTS

	Percentage of issued share				
	capital held	Company	, 1994	Group	1994
		1995		1995	
		£	£	£	£
Subsidiary Companies - R Q Paper Services Limited	at cost				
20,000 ordinary shares D & D (Shipping & Forwarding) Limited 2,000 ordinary shares	100%	15	15	-	-
of £1 each Ridley Quiney Converters Limited 2 ordinary shares	100%	77	77	-	-
of £1 each	100% _	92	92		-
Connected Company - at cost (Note 21) Northwood Paper Sales Limited 50,000 non-cumulative, non-voting, non-redeemable preference shares					
shares of £1 each		50	50	50	50
	_	142	142	50	50
	-				

Each of the subsidiary companies is registered in England and Wales.

11 STOCKS

	Group and Company	
	1995 £'000	1994 £'000
Raw materials and work in progress	373	465
Finished goods and goods for resale	2,875	2,025
	3,248	2,490

The basis of valuation is referred to in the statement of accounting policies.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

12 DEBTORS

	Group and Company	
	1995 £'000	1994 £'000
Trade debtors	3,764	2,979
Other debtors and prepayments	494	396
• • •	4,258	3,375

13 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Company		Gro	oup
	1995	1995 1994	1995	1994
	£'000	£'000	£'000	£'000
Bank overdrafts	1,177	113	1,177	113
Current portion of loan (note 14)	105	121	105	121
Trade creditors	613	936	613	936
Amounts owed to subsidiary companies	149	149	-	-
Corporation tax	478	386	478	386
Other taxes and social security	369	334	369	334
Other creditors	711	681	711	681
Proposed dividend	160	130	160	130
	3,762	2,850	3,613	2,701

The bank overdraft is secured by way of a 2nd legal mortgage over the freehold land and buildings together with a floating charge over all other assets. The bank has a specific right of set off between accounts held in the company's name. At 31 December 1995 £19,000 shown within cash at bank and in hand could be offset in this way.

14 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group and Company	
	1995	1994
	£'000	£'000
Loan	800	900
Finance leases	9	30
	809	930
Less:		
Amounts repayable within one year (note 13)	(105)	(121)
	704	809
		

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR (CONTINUED)

The loan is secured by a mortgage over the company's freehold property and a fixed and floating charge over all other assets, repayable by 30 half-yearly instalments, from 31 March 1989. At 28 February 1994 the interest rate was fixed at 9% for the remaining period of the loan.

The above finance leases are repayable in full within five years.

15 PROVISION FOR LIABILITIES AND CHARGES

	Group and Company	
	1995	1994
	£'000	£'000
Group - deferred taxation		
1 January	251	251
Movement in provision	5	
Deferred taxation provision	256	251
Less: ACT on proposed dividend	(40)	(33)
31 December	216	218

The deferred taxation provision consists of timing differences on capital allowances at a 33% tax rate.

16 SHARE CAPITAL

	Group and Company	
	1995	1994
	£'000	£'000
Authorised:		
110,000 ordinary shares of 50p each	55	55
Allotted, issued and fully paid:		
100,000 ordinary shares of 50p each	50	50

Share options

Share options have been granted in accordance with the Ridley, Quiney & Co Limited Employee Share Option Scheme. Outstanding options which are capable of being exercised between three and ten years from date of issue, subject to the scheme's rules, and their exercise price are as follows:

Date granted	Number of ordinary 50p share under option	Exercise price
21 October 1993	5,000	15

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

17 RESERVES

	Company		Group	
	Revaluation reserve £'000	Profit and loss account £'000	Revaluation reserve £'000	Profit and loss account £'000
1 January 1995 Transfer of difference between an historical cost depreciation charge and the	1,288	4,242	1,288	4,299
actual depreciation charge for the year Retained profit for the year	(10)	10 795	(10)	10 795
31 December 1995	1,278	5,047	1,278	5,104

18 RECONCILIATION OF MOVEMENT IN GROUP SHAREHOLDERS' FUNDS

	1995 £'000	1994 £'000
Profit for the financial year	955	785
Dividends	(160)	(130)
Net addition to shareholders' funds	795	655
Opening shareholders' funds	5,717	5,062
Closing shareholders' funds	6,512	5,717

19 PROFIT AND LOSS ACCOUNT

Ridley Quiney & Co Limited has not presented its own profit and loss account as permitted by Section 230 of the Companies Act 1985. The amount of the profit dealt with in the holding company is £955,000 (1994: £785,000).

20 FINANCIAL COMMITMENTS

As at 31 December 1995 the group had capital commitments of £Nil (as at 31 December 1994 £31,000).

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 DECEMBER 1995

21 DIRECTORS' INTERESTS IN MATERIAL CONTRACTS

C S Wright and P Fecher held in aggregate an interest in excess of 20% in the ordinary share capital of Northwood Paper Sales Limited.

During the year arrangements existed for the purchase of goods and for the provision of service as follows:

		Value of services and purchases rendered to connected company £'000	sales	services and rendered by ted company £'000
	Northwood Paper Sales Limited	8		114
22	LEASING			
			1995 £'000	1994 £'000
	As at 31 December there were amounts payable within one year operating leases as follows:	under		
	Expiring - within 1 year - 2 to 5 years		11 49 60	18 43 61

23 CONTINGENT LIABILITY

Were the freehold land and buildings to be sold at the value stated in note 9, a charge to taxation of approximately £38,000 (1994: £68,000) would arise.