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**GEORGE WILLIAMSON &  
CO. LTD**

**REPORT OF THE DIRECTORS AND  
FINANCIAL STATEMENTS**

**For the year ended  
31 MARCH 2012**

**Company no 1173126**

**GEORGE WILLIAMSON & CO. LTD**  
**REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS**

For the year ended 31 MARCH 2012

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Company registration number	1173126
Registered office	5 West Mills Newbury Berkshire RG14 5HG
Directors	P Magor ACA (Chairman) Mrs A C Magor
Secretary	P Magor ACA
Bankers	C Hoare & Co 37 Fleet Street London EC4P 4DQ
Auditors	Grant Thornton UK LLP Registered Auditor Chartered Accountants Grant Thornton House Melton Street Euston Square London NW1 2EP

**GEORGE WILLIAMSON & CO. LTD**  
**REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS**

For the year ended 31 MARCH 2012

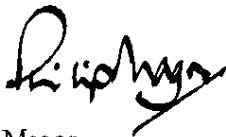
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**NOTICE IS HEREBY GIVEN** that the **THIRTY THIRD ANNUAL GENERAL MEETING** of the members will be held at 5 West Mills, Newbury on 19 December 2012 for the following purposes

- 1 To review and adopt the Directors' Report and Financial Statements for the year ended 31 March 2012
- 2 To re-appoint Grant Thornton UK LLP as Auditors and to authorise the Directors to determine the Auditors remuneration

By order of the Board



P Magor

Secretary

Dated *17th December 2012*

5 West Mills  
Newbury  
Berkshire  
RG14 5HG

**Note:** A member entitled to attend and vote, can appoint a proxy in his stead and that proxy need not be a Member

The directors present their report together with the audited financial statements of the company for the year ended 31 March 2012

**Principal activities**

George Williamson & Co Limited, a company registered in England and Wales, acts as Secretaries and Agents to companies in the tea industry operating in Kenya, and a rose farm in Tanzania

Details of principal subsidiary companies of the group are given in note 30 to these financial statements

**Business review**

In the year under review the Kenya tea farms again performed well with good profits Demand for our certified teas remains firm but there are concerns with the very high cost of green leaf purchased from the outgrowers and the potential shortage of firewood to manufacture their teas

The next election for President is due in March 2013 and the political climate remains challenging We must sincerely hope that there is no repeat of the terrible violence and disruption experienced in the aftermath of the last election

Our freehold and 999 year leasehold titles were replaced with 99 year leases without compensation or appeal under the new Constitution introduced from 27 August 2010 No adjustment has been made in these financial statements on the carrying value of land

The organic farm had a good first harvest in particular of spelt and further land will be planted this year

In the recent past the Directors have become increasingly concerned with the lack of control they have been able to exert over the affairs of Hortanzia Ltd Despite repeated requests for monthly management accounts and trading details this information has been woefully spasmodic and lacking in clarity In addition the full details of the sale of assets of Hortanzia Ltd were not communicated to the Directors by the Board of Hortanzia and subsequently relevant financial information has been withheld or severely delayed In consequence the Directors feel that they are unable to demonstrate that they can exert their control of Hortanzia Ltd The Directors have therefore concluded that Hortanzia Ltd should no longer be treated as a subsidiary but as an investment as from the 1 April 2011 The financial statements reflect the exclusion of Hortanzia Limited for the year ended 31 March 2012

**Dividends**

The directors do not recommend the payment of a final dividend (2011 £nil) Dividends of £450,000 were paid during the year (2011 nil)

**Directors**

The directors during the year under review were

P Magor  
Mrs A C Magor

No directors have been appointed since the previous Annual General Meeting No directors are required to retire under the Articles of Association

**Financial risk management objectives and policies**

The directors recognise that there are a number of financial risks to the group and seek where possible to manage both the incidence and consequences of such risks

The directors constantly review whether their policies are appropriate and effective and attempt to ensure that financial risks are approached in a prudent manner with the long term always a priority

**Currency risks**

The group is exposed to a significant currency risk as its trading income from the sale of teas from its Kenya estates is largely denominated in the world's major trading currencies

The translation of this income back into Kenya shillings is dependent on the rates set by the Central Bank of Kenya whose policies are not always consistent and seldom to the benefit of the exporter

The Kenya estates attempt to mitigate this risk by keeping surplus funds in the major trading currencies until such time as funds are required for local expenditure. Unfortunately there is no other mechanism available to hedge this risk

As a matter of policy the group favours a progressive devaluation of the Kenya shilling to allow its estates to remain competitive

**Price risk**

The group is unable to set the sale price for the sale of its Kenya teas as the market price is wholly dependent on the supply of and demand for tea in the world. The vagaries of weather and wars over the years have dictated the balance of this equation and are thus entirely outside the control of the directors

Sale prices do show remarkable fluctuations and therefore pose a significant risk to the financial performance of the Group

**Liquidity risk**

It has long been a policy of the group to remain as liquid as possible with the current level of cash in the group balance sheet demonstrating this policy

However the directors recognise that it will be necessary to invest surplus cash and will seek to do so in a profitable manner whilst recognising that there may be significant liquidity risks attached to such a course of action

**Key performance indicators**

The Directors are mindful of the long term nature of growing tea and the significant impact that weather can have on production

In consequence weekly weather reports and fortnightly crop production figures are key indicators from the farm and weekly Mombasa Auction market reports are essential for market trends

**Statement of directors' responsibilities**

The directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare financial statements in accordance with United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company and group for that period. In preparing these 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 UK 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 adequate accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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.

In so far as the directors are aware

- there is no relevant audit information of which the company's auditors are unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant information and to establish that the auditors are aware of that information.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

**Political and charitable donations**

Various charitable donations totalling £15,706 (2011 £5,500) were made during the year.

**Auditors**

Grant Thornton UK LLP, having offered themselves for reappointment as auditors shall be deemed to be reappointed for the next financial year in accordance with Section 485 of the Companies Act 2006

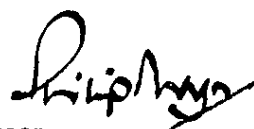
**Key Performance Indicators**

to insert

**Post balance sheet events**

to insert

ON BEHALF OF THE BOARD



P Magor  
Director

17<sup>th</sup> December 2012



**REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF  
GEORGE WILLIAMSON & CO. LTD**

We have audited the financial statements of George Williamson & Co Ltd for the year ended 31 March 2012 which comprise the consolidated profit and loss account, the consolidated and parent company balance sheets, the consolidated cash flow statements, the consolidated and parent company statement of total recognised gains and losses and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

**Respective responsibilities of directors and auditors**

As explained more fully in the Directors' Responsibilities Statement set out on page 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

**Scope of the audit of the financial statements**

A description of the scope of an audit of financial statements is provided on the APB's website at [www.frc.org.uk/apb/scope/UKNP/private.cfm](http://www.frc.org.uk/apb/scope/UKNP/private.cfm)

**Opinion on financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 March 2012 and of the group's profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

**Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

**REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF  
GEORGE WILLIAMSON & CO. LTD**

**Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us, or
- the parent company financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

*Grant Thornton UK LLP*

Charles Hutton-Potts  
Senior Statutory Auditor  
for and on behalf of Grant Thornton UK LLP,  
Statutory Auditor, Chartered Accountants  
London

*17 December* 2012

### **Basis of preparation**

The financial statements have been prepared under the historical cost convention as modified to include the revaluation of certain tangible fixed assets, and are in accordance with the Companies Act 2006 and comply with applicable accounting standards. The policies have not changed during the period under review.

### **Basis of consolidation**

- (i) The group financial statements consolidate those of the company and its subsidiary undertakings (see note 30) drawn up to 31 March 2012.
- (ii) Goodwill arising on consolidation, representing the excess of the fair value of the consideration given over the fair values of the identifiable net assets acquired, is capitalised and is amortised on a straight line basis over its estimated useful economic life. Negative goodwill is written back to the profit and loss account over the useful economic life of the assets to which it relates.

As a matter of accounting policy, goodwill arising on consolidation first accounted for in accounting periods ending before 23 December 1998, the implementation date of FRS10, was written off to reserves immediately on acquisition. Such goodwill will be charged or credited to the profit and loss account on the subsequent disposal of the business to which it relates.

- (iii) In line with FRS 2 25a, Hortanzia Limited, has been excluded from the consolidation as from 1 April 2011 being the effective date at which control was deemed to have been lost. This is due to a severe long term restriction which has substantially hindered the rights of the parent undertaking to exert their control over the assets or management of the subsidiary undertaking. The reserves and minority interest in respect of Hortanzia Limited have been frozen as at 1 April 2011. See note 10 for further details.
- (iv) All subsidiaries consolidated within these financial statements have co-terminous year ends with the exception of Williamsons Tea Holdings Limited whose year end is 30 September 2012. For purposes of these financial statements the results to the 31 March 2012 have been consolidated.
- (v) As permitted by Section 408 of the Companies Act 2006 no separate profit and loss account is presented for the company.

### **Turnover**

Turnover of tea represents the proceeds of crop manufactured and sold. Sales are recognised upon the despatch of products and are stated net of returns, discounts and sales taxes.

Turnover of other activities represents amounts receivable by the group for teas packaged and sold, sales of roses cultivated from the Kenyan Rose farms, estate income which arises in the United Kingdom and rental income. Rental income is recognised on an accruals basis.

### **Investment properties**

Investment properties are revalued annually and are included in the balance sheet at their open market values. The surplus or deficit on revaluation of such properties are transferred to the investment revaluation reserve. Where a deficit, or its reversal, arising from the revaluation of an investment property is expected to be permanent, it is charged to the profit and loss account. Other revaluations are recognised in the statement of total recognised gains and losses. Depreciation is not provided in respect of freehold investment properties. Leasehold investment properties are not amortised where the unexpired term is over twenty years.

This policy represents a departure from the Companies Act 2006, which requires depreciation to be provided on all fixed assets. The directors consider that this policy is necessary in order that the financial statements may give a true and fair view, because current values and changes in current values are of prime importance rather than the calculation of systematic annual depreciation.

### **Tangible Fixed Assets and Depreciation**

On adoption of FRS15, the Group followed the transitional provisions to retain the book value of buildings but to adopt a policy of revaluation in respect of land only in the future.

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

Freehold and long leasehold land	no depreciation charged
Buildings	2% to 25%
Plant and machinery	5% to 15%

### **Leasing contracts**

All leases are operating leases and costs are charged against profit over the term of the lease.

### **Investments**

Fixed assets investments are carried at cost less amounts written off.

Investments held as trading assets and for the short term are included at the lower cost or net realisable value as current assets.

### **Stocks**

Unsold tea crop, stocks and stores are valued at the lower of cost or net realisable value. Work in progress is carried at cost including a proportion of direct overheads.

### **Deferred taxation**

Deferred tax is recognised on all timing differences where the transactions or events that give the group an obligation to pay more tax in the future, or a right to pay less tax in the future, have occurred by the balance sheet date. Deferred tax assets are recognised when it is more likely than not that they will be recovered. Deferred tax is measured using rates of tax that have been enacted or substantively enacted by the balance sheet date.

### **Foreign currency**

Transactions in foreign currencies are translated at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as an exchange gain or loss in the profit and loss account.

### **Defined contribution schemes**

The group operates various pension schemes devised in accordance with the local conditions and practices in the countries concerned. Where schemes are in operation, they are funded by payments to insurance companies or to trustee administered funds completely independent of the group's finances. In addition the subsidiaries in Kenya provide for gratuity payments to certain staff on retirement as provided by statute.

The pension costs charged against operating profits are the contributions payable to the scheme in respect of the accounting period.

**Liquid resources**

Liquid resources are current asset investments held as readily disposable stores of value, in accordance with FRS1, Cash Flow Statements

**Financial instruments**

Financial liability and equity instruments are classified according to the substance of the contractual arrangements entered into

Where the contractual obligations of the financial instruments (including share capital) are equivalent to a similar debt instrument, these financial instruments are classified as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to the financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of charge on the outstanding liability.

Where none of the contractual terms of the share capital meet the definition of a financial liability, then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited to equity.

**Government grants**

Income from government grants is recognised in the profit and loss account in the year of receipt.

**GEORGE WILLIAMSON & CO. LTD**  
**CONSOLIDATED PROFIT AND LOSS ACCOUNT**

For the year ended 31 MARCH 2012

	Note	2012 £'000	2011 £'000
Turnover	1	38,600	42,427
Cost of sales		<u>(29,239)</u>	<u>(31,062)</u>
Gross profit		9,361	11,365
Distribution costs		(1,256)	(2,862)
Administrative expenses		<u>(3,154)</u>	<u>(2,899)</u>
<b>Operating profit</b>		4,951	5,604
Exceptional items	10	1,415	-
Other income	2	189	223
Interest payable and similar charges	4	(33)	(375)
Interest receivable and similar income	5	<u>836</u>	<u>98</u>
<b>Profit on ordinary activities before taxation</b>	3	7,358	5,550
Tax on profit on ordinary activities	7	<u>(1,883)</u>	<u>(2,412)</u>
<b>Profit on ordinary activities after taxation</b>		5,475	3,138
Equity minority interests		(2,120)	(1,480)
<b>Retained profit for the year</b>	18	<u><u>3,355</u></u>	<u><u>1,658</u></u>

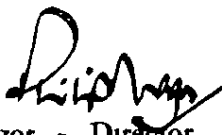
All transactions arise from continuing operations

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

**GEORGE WILLIAMSON & CO. LTD**  
CONSOLIDATED BALANCE SHEET AT 31 MARCH 2012

	Note	2012 £'000	2011 £'000
<b>Fixed assets</b>			
Intangible assets	8		
Negative goodwill		(2,899)	(3,926)
Tangible assets	9	31,432	29,426
Investments	10	179	423
		<u>28,712</u>	<u>25,923</u>
<b>Current assets</b>			
Stocks	11	4,103	3,668
Debtors	12	8,991	6,927
Cash at bank and in hand		14,390	12,852
		<u>27,484</u>	<u>23,447</u>
<b>Creditors, amounts falling due within one year</b>	13	<u>(15,833)</u>	<u>(11,104)</u>
<b>Net current assets</b>		<u>11,651</u>	<u>12,343</u>
<b>Total assets less current liabilities</b>		<u>40,363</u>	<u>38,266</u>
<b>Creditors: amounts falling due after more than one year</b>	14	(1,870)	(3,586)
<b>Provisions for liabilities and charges</b>	15	<u>(1,972)</u>	<u>(2,302)</u>
		<u>36,521</u>	<u>32,378</u>
<b>Capital and reserves</b>			
Called up share capital	17	21	21
Capital redemption reserve		29	29
Profit and loss account	18	18,798	16,321
Revaluation reserve	19	2,211	2,665
<b>Shareholders' funds - equity</b>	20	<u>21,059</u>	<u>19,036</u>
Interest of minorities - equity		<u>15,462</u>	<u>13,342</u>
		<u>36,521</u>	<u>32,378</u>

The financial statements were approved by the Board of Directors on 17<sup>th</sup> December 2012

  
P Magor - Director

Company registered no 1173126

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

**GEORGE WILLIAMSON & CO. LTD**  
**COMPANY BALANCE SHEET AT 31 MARCH 2012**

	Note	2012 £'000	2011 £'000
<b>Fixed assets</b>			
Tangible assets	9	5,156	5,071
Investments	10	<u>3,813</u>	<u>2,327</u>
		8,969	7,398
<b>Current assets</b>			
Debtors	12	7,143	5,504
Cash at bank and in hand		<u>7,004</u>	<u>5,050</u>
		14,147	10,554
<b>Creditors: amounts falling due within one year</b>	13	<u>(14,870)</u>	<u>(11,069)</u>
<b>Net current liabilities</b>		<u>(723)</u>	<u>(515)</u>
<b>Total assets less current liabilities</b>		<u>8,246</u>	<u>6,883</u>
<b>Capital and reserves</b>			
Called up share capital	17	21	21
Capital redemption reserve		29	29
Profit and loss account	18	<u>8,196</u>	<u>6,833</u>
<b>Shareholders' funds - equity</b>		<u>8,246</u>	<u>6,883</u>

The financial statements were approved by the Board of Directors on *17<sup>th</sup> December* 2012

  
P Magor - Director

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



**GEORGE WILLIAMSON & CO. LTD**  
**CASH FLOW STATEMENT**

For the year ended 31 MARCH 2012

	Note	2012 £'000	2011 £'000
<b>Net cash inflow from operating activities</b>	21	<b>8,646</b>	<b>5,921</b>
Interest received		836	98
Dividends received		25	20
Other income		171	203
Interest paid		(33)	(375)
<b>Cash flows from operating activities</b>		<b>999</b>	<b>(54)</b>
<b>Taxation</b>		<b>(2,435)</b>	<b>(3,294)</b>
<b>Capital expenditure and financial investment</b>			
Purchase of tangible fixed assets		(4,399)	(6,093)
Proceeds from sale of tangible fixed assets		498	897
Disposal of investments		222	-
<b>Cash flows from investing activities</b>		<b>(3,679)</b>	<b>(5,196)</b>
<b>Financing</b>			
Dividends paid to shareholders		(450)	-
Dividends paid to minority shareholders		-	(570)
New bank loan		-	3,000
Loan repayments		(1,563)	(285)
Finance leases acquired in year		20	-
Net movement in borrowing		-	(208)
<b>Cash flows from financing activities</b>		<b>(1,993)</b>	<b>1,937</b>
<b>Increase/(decrease) in cash</b>	22	<b>1,538</b>	<b>(686)</b>

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

**GEORGE WILLIAMSON & CO. LTD**

Other primary statements

For the year ended 31 MARCH 2012

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**Statement of total recognised gains and losses**

	2012 £'000	2011 £'000
Profit for the financial year	3,355	1,658
Currency translation differences on foreign currency net investments	<u>(882)</u>	<u>(3,336)</u>
Total recognised gains and losses for the year	<u>2,473</u>	<u>(1,678)</u>

**Note of historical cost profits and losses**

	2012 £'000	2011 £'000
Profit on ordinary activities before taxation	7,358	5,550
Difference between historical cost depreciation charge and depreciation charge based on revalued amounts	<u>227</u>	<u>227</u>
Historical cost profit on ordinary activities before taxation	<u>7,585</u>	<u>5,777</u>

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

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**1 Segmental analysis**

	Net assets		Turnover		Pre-tax profit/(loss)	
	2012	2011	2012	2011	2012	2011
By activity	£'000	£'000	£'000	£'000	£'000	£'000
Tea	26,048	21,638	38,353	41,403	6,148	5,983
Other activities	10,473	10,740	247	1,024	1,210	(433)
	<u>36,521</u>	<u>32,378</u>	<u>38,600</u>	<u>42,427</u>	<u>7,358</u>	<u>5,550</u>

## Geographically - by origin

Kenya	18,563	11,700	37,289	40,662	5,804	5,216
Tanzania	-	(259)	-	576	-	(197)
United Kingdom	17,956	20,937	1,311	1,189	1,554	531
	<u>36,521</u>	<u>32,378</u>	<u>38,600</u>	<u>42,427</u>	<u>7,358</u>	<u>5,550</u>

## Geographically - by destination

	2012	2011
	£'000	£'000
Kenya	1,543	1,702
United Kingdom	37,057	40,725
	<u>38,600</u>	<u>42,427</u>

**2 Other income**

	2012	2011
	£'000	£'000
Rental income	146	84
Dividends received	25	20
Other income from investments	18	119
	<u>189</u>	<u>223</u>

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**3 Profit on ordinary activities before taxation**

The profit on ordinary activities before taxation is stated after

	2012 £'000	2011 £'000
Auditors' remuneration		
United Kingdom audit services	26	26
Non-audit services - taxation	20	33
- preparation of financial statements	5	5
- other services relating to remuneration	52	-
Government subsidies received	177	180
Depreciation and amortisation		
Goodwill	229	269
Investments	14	14
Tangible fixed assets - owned	(1,587)	(1,439)
- on hire purchase	(4)	-
Rental on operating leases - property	20	31
Profit/(loss) profit on disposal of fixed assets	26	(22)

**4 Interest payable and similar charges**

	2012 £'000	2011 £'000
Bank loans and overdrafts	33	375

**5 Interest receivable and similar income**

	2012 £'000	2011 £'000
Bank interest receivable	836	98

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**6 Directors and employees**

Staff costs during the year were as follows

	2012 £'000	2011 £'000
Wages and salaries	7,081	7,631
Social security costs	217	235
Other pension costs	790	164
Redundancy costs	623	-
	<u>8,711</u>	<u>8,030</u>

The average number of employees of the company during the year was

	2012 Number	2011 Number
Agricultural, Engineering Administration	4,146 13	4,146 16
Agricultural, Engineering	<u>4,159</u>	<u>4,162</u>

Remuneration in respect of directors was as follows

	2012 £'000	2011 £'000
Emoluments	613	733
Pension contributions to money purchase pension schemes	715	-
	<u>1,328</u>	<u>733</u>

During the year one director (2011 one) participated in money purchase pension schemes

The amounts set out above include remuneration in respect of the highest paid director as follows

	2012 £'000	2011 £'000
Emoluments	410	575
Pension contributions to money purchase pension schemes	175	-
	<u>585</u>	<u>575</u>

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

**7 Tax on profit on ordinary activities**

The tax charge is based on the profit for the year and represents

	2012 £'000	2011 £'000
<b>Current tax:</b>		
UK Corporation tax on profits in period	59	204
Adjustments in respect of prior year	120	57
Current year UK tax	<u>179</u>	<u>261</u>
Overseas tax	<u>2,019</u>	<u>2,140</u>
	<u>2,198</u>	<u>2,401</u>
Origination and reversal of timing differences - deferred tax	(310)	11
Movement due to change in tax rate	(5)	-
Total current tax	<u>1,883</u>	<u>2,412</u>
Factors affecting the tax charge for period		
Profit on ordinary activities before tax	<u>7,358</u>	<u>5,550</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the United Kingdom of 26% (2011 28%)	<u>1,913</u>	<u>1,554</u>
Effect of		
Expenses not deductible for tax purposes	230	274
Overseas losses not recognised	-	(2)
Profits credited at a lower rate of tax	221	151
Management income	(87)	-
Increase/(utilisation) of tax losses	5	(10)
Difference between capital allowances and depreciation	(46)	(124)
Overseas tax	-	37
Amortisation not deductible for tax purposes	(70)	(75)
Write off of intercompany loans	-	539
Adjustments to tax charge in respect of prior periods	120	57
Withholding tax suffered	214	-
Consolidation adjustment - other investment income	22	-
Increase of overseas losses	(393)	-
Other timing differences	69	-
Current tax charge for period	<u>2,198</u>	<u>2,401</u>

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**8 Intangible fixed assets**

	Goodwill on consolidation £'000	Negative goodwill £'000	Total £'000
Cost as at 1 April 2011	1,139	(5,376)	(4,237)
Exclusion of Hortanzia Limited	-	798	798
Cost at 31 March 2012	<u>1,139</u>	<u>(4,578)</u>	<u>(3,439)</u>
Amortisation			
At 1 April 2011	(439)	1,450	1,011
Provided in the year	-	229	229
At 31 March 2012	<u>(439)</u>	<u>1,679</u>	<u>1,240</u>
Impairment provision at 1 April 2011 and 31 March 2012	(700)	-	(700)
Net book amount at 31 March 2012	<u>-</u>	<u>(2,899)</u>	<u>(2,899)</u>
Net book amount at 31 March 2011	<u>-</u>	<u>(3,926)</u>	<u>(3,926)</u>

Goodwill included above relates to the acquisition of Hortanzia Ltd and is amortised over its estimated useful life of 20 years on the basis of the agricultural nature of the business. Hortanzia Limited has been excluded from consolidation from 1 April 2011.

The directors are required to review the carrying value of the goodwill acquired in accordance with Financial Reporting Standard 11. Given the significant losses incurred by the rose farms, the directors were unable to support the carrying value by reference to future cash flows and based their estimate of net realisable value on prevailing market conditions. This resulted in the impairment provision. Following the sale of the assets of Subati Ltd during the year ending 31 March 2008, the directors have retained the impairment provision in respect of the remaining investment on Hortanzia Ltd.

£nil (2011 £798,000) of the negative goodwill arises on consolidation of the investments in Subati Ltd and Hortanzia Ltd. The remainder arose on the acquisitions of a further holding in Williamson Tea Holdings Ltd being the fair value of the assets acquired less consideration paid.

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

**9 Tangible fixed assets****Group**

	Investment property £'000	Freehold and long leasehold Land £'000	Buildings £'000	Plant and machinery £'000	Total £'000
Cost or valuation					
At 1 April 2011	4,934	15,376	10,207	12,300	42,817
De-recognition of Hortanzia Limited	-	(51)	(285)	(1,787)	(2,123)
At 1 April 2011	4,934	15,325	9,922	10,513	40,694
Additions	-	266	2,042	2,153	4,461
Exchange differences	-	25	275	1,314	1,614
Disposals	-	(399)	(27)	(416)	(842)
At 31 March 2012	<b>4,934</b>	<b>15,217</b>	<b>12,212</b>	<b>13,564</b>	<b>45,927</b>
Depreciation					
At 1 April 2011	-	1,272	5,152	6,967	13,391
De-recognition of Hortanzia Limited	-	-	(14)	(267)	(281)
At 1 April 2011	-	1,272	5,138	6,700	13,110
Provided in the year	-	-	493	1,098	1,591
Exchange differences	-	-	53	85	138
Disposals	-	-	(17)	(327)	(344)
At 31 March 2012	-	<b>1,272</b>	<b>5,667</b>	<b>7,556</b>	<b>14,495</b>
Net book amount at 31 March 2012	<b>4,934</b>	<b>13,945</b>	<b>6,545</b>	<b>8,008</b>	<b>31,432</b>
Net book amount at 31 March 2011	4,934	14,104	5,055	5,333	29,426

The investment property was purchased in May 2010 and is stated above at the market value when it was acquired. The directors have reviewed the local property market in which the investment property is located and do not consider the value to have changed as at 31 March 2012 from the prior year. Land not depreciated amounts to £9,565,000 (2011 £10,690,000). Land depreciated represents expenditure on growing plants on the rose farms. No depreciation was charged in the year.

Exchange differences arising on translation of overseas assets at rates ruling at the date of the balance sheet amount to a loss in Kenya of £1,134,000 (2011 loss of £1,972,000) and a profit in Tanzania of £nil (2011 loss £92,000).

The freehold land for all group companies of the overseas subsidiaries was professionally revalued on 31 March 2012 on a replacement cost basis. The external valuers involved were Lloyd Masika Ltd, Nairobi, registered valuers and estate agents. The land is held at cost in the consolidated accounts.

Assets held under finance leases within plant and machinery amount to £26,000 (2011 nil). Depreciation of £4,000 (2011 nil) was charged during the year.

The cost of buildings that the Group receive rental income under operating leases is £1,256,000 (2011 £1,256,000) with accumulated depreciation of £152,000 (2011 £127,000).



**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**9 Tangible fixed assets (continued)**

If land and buildings had not been revalued they would have been included on the historical cost basis, as adjusted for exchange differences as follows

	Land £'000	Buildings £'000
Cost	3,747	5,112
Accumulated depreciation	(1,272)	(1,648)
<b>Book value at 31 March 2012</b>	<b>2,475</b>	<b>3,464</b>
Book value at 31 March 2011	2,583	3,203
The land in Kenya consists of		

	2012 Hectares		2011 Hectares	
	Grant area	Tea area	Grant area	Tea area
99 year leases (2011 freehold)	1,100	1,091	1,100	1,091
99 year leases (2011 long lease over 50 years)	4,331	4,301	4,331	4,301
	<b>5,431</b>	<b>5,392</b>	<b>5,431</b>	<b>5,392</b>

The freehold and 999 year leasehold tenures were restated to 99 year old leases as from the 27 August 2010 in line with the new land reforms that came into effect. No compensation was given.

**Parent**

	Investment property £,000	Vehicles, plant and equipment £'000	Total £,000
<b>Cost</b>			
At 1 April 2011	4,934	296	5,230
Additions	-	183	183
Disposals	-	(66)	(66)
<b>At 31 March 2012</b>	<b>4,934</b>	<b>413</b>	<b>5,347</b>
<b>Depreciation</b>			
At 1 April 2011	-	159	159
Charge for year	-	92	92
On disposals	-	(60)	(60)
<b>At 31 March 2012</b>	<b>-</b>	<b>191</b>	<b>191</b>
<b>Net book value</b>			
<b>At 31 March 2012</b>	<b>4,934</b>	<b>222</b>	<b>5,156</b>
<b>Net book value</b>			
<b>At 31 March 2011</b>	<b>4,934</b>	<b>137</b>	<b>5,071</b>

The investment property was purchased in May 2010 and is stated above at the market value when it was acquired. The directors have reviewed the local property market in which the investment property is located and do not consider the value to have changed as at 31 March 2012 from the prior year.

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

**10 Fixed asset investments****Group**

	<b>Investments Unlisted £'000</b>
Cost	
At 1 April 2011	499
Hortanzia Limited derecognised	(2)
Foreign exchange movements	(6)
Disposals	(222)
At 31 March 2012	<u>269</u>
Amounts written off	
At 1 April 2011	76
Provided in the year	14
At 31 March 2012	<u>90</u>
Net book amount at 31 March 2012	<u>179</u>
Net book amount at 31 March 2011	<u>423</u>

Investments includes a debenture held by the parent company of £41,500 (2011 £55,500) The movement on the debenture has been recognised in the profit and loss account

In line with FRS 2 25a, Hortanzia Limited, has been excluded from the consolidation as from 1 April 2011 being the effective date at which control was deemed to have been lost This is due to a severe long term restriction which has substantially hindered the rights of the parent undertaking to exert their control over the assets or management of the subsidiary undertaking The reserves and minority interest in respect of Hortanzia Limited have been frozen as at 1 April 2011 Hortanzia Limited from 1 April 2011 has been recognised as an investment equivalent to the value of the net assets at the date restrictions came into effect This has given rise to a credit of £1,415,000, representing a loss making subsidiary, which has been recognised as an exceptional gain in the profit and loss account

The aggregate of the share capital and reserves as at 31 March 2012 and of the loss for the year ended on that date for Hortanzia Limited was

	<b>Group</b>
	<b>Net Assets      Loss for year</b>
	<b>£'000      £'000</b>
<b>Hortanzia Limited</b>	<u><u>(1,300)</u>      <u>(685)</u></u>

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

**10 Fixed asset investments (continued)****Parent**

	Investments unlisted £'000
Cost	
At 1 April 2011	17,528
Additions	1,500
At 31 March 2012	<u>19,028</u>
Amounts written off	
At 1 April 2011	15,201
Provided in the year	14
At 31 March 2012	<u>15,215</u>
Net book amount at 31 March 2012	<u>3,813</u>
Net book amount at 31 March 2011	<u>2,327</u>

Investments includes a debenture held by the parent company of £41,500 (2011 £55,500) The movement on the debenture has been recognised in the profit and loss account The addition in the year reflects the capital contribution to Little Bedwyn Estate Limited

**11 Stocks**

	Group 2012 £'000	2011 £'000
Unsold tea crop	1,622	2,032
Stocks, stores and work in progress	2,481	1,636
	<u>4,103</u>	<u>3,668</u>

**12 Debtors**

	Group 2012 £'000	2011 £'000	Parent 2012 £'000	2011 £'000
Trade debtors	4,683	4,409	4,320	4,047
Amounts owed by subsidiary undertakings	-	-	1,032	906
Other debtors	2,932	1,251	1,791	301
Corporation tax	281	513	-	250
Other taxation	1,095	754	-	-
	<u>8,991</u>	<u>6,927</u>	<u>7,143</u>	<u>5,504</u>

Included with other debtors are amounts due from directors of £331,000 (2011 £275,000) Included within other debtors are amounts due after one year of £nil (2011 £195,000)

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**13 Creditors: amounts falling due within one year**

	Group		Parent	
	2012	2011	2012	2011
	£'000	£'000	£'000	£'000
Bank loans and overdrafts (note 14)	3,536	3,610	3,000	3,000
Trade creditors	863	1,174	125	51
Amounts due to subsidiary undertakings	-	-	11,489	7,453
Social security and other taxation	122	141	122	141
Other creditors	10,433	5,460	8	8
Accruals and prepaid income	831	349	91	155
Amounts due under hire purchase	4	-	-	-
Corporation tax	44	370	35	261
	<b>15,833</b>	<b>11,104</b>	<b>14,870</b>	<b>11,069</b>

Included within other creditors are dividends due to minority shareholders of £2,091,000 (2011 nil) which were paid in September 2012

**14 Creditors: amounts falling due after more than one year**

	Group		Parent	
	2012	2011	2012	2011
	£'000	£'000	£'000	£'000
Amounts due under hire purchase	16	-	-	-
Bank loans (as shown below)	46	1,932	-	-
Other creditors	1,808	1,654	-	-
	<b>1,870</b>	<b>3,586</b>	<b>-</b>	<b>-</b>

Total borrowings as shown in note 13 and 14 are repayable as follows

	Group		Parent	
	2012	2011	2012	2011
	£'000	£'000	£'000	£'000
Within one year	3,540	3,610	-	3,000
Between one and two years	62	1,932	-	-
Between two and five years	-	-	-	-
	<b>3,602</b>	<b>5,542</b>	<b>-</b>	<b>3,000</b>

Loans carry interest at rates varying from floating to 8% and are repayable in the country of origin in instalments. The bank loan within the parent company of £3m is repayable on demand and incurs interest of 5.5% per annum. The parent company bank loan is secured on the investment property.

Security is given for subsidiary bank loans and overdrafts by a hypothecation of crop, stocks and other moveable assets and mortgage charges over property.

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

**15 Provisions for liabilities and charges**

	<b>Group Deferred taxation (note 16) £'000</b>
At 1 April 2011	2,302
Prior year adjustment	(12)
Exchange differences	82
Charge for year	(400)
At 31 March 2012	<u><u>1,972</u></u>

**16 Deferred taxation**

Deferred taxation provided for in the financial statements is set out below

	<b>Group Amount provided</b>	
	<b>2012</b>	<b>2011</b>
	<b>£'000</b>	<b>£'000</b>
Accelerated capital allowances	2,754	2,836
Other timing differences	(782)	(534)
	<u><u>1,972</u></u>	<u><u>2,302</u></u>

No liability arises in respect of timing differences on United Kingdom capital allowances and depreciation

No provision has been made for taxation which would accrue if land and buildings were disposed of at their revalued amounts on the grounds that there are no plans for disposal in the foreseeable future. It is not practical to quantify this potential liability.

Deferred taxation not provided for in the financial statements is set out below

	<b>Group Amount unprovided</b>	
	<b>2012</b>	<b>2011</b>
	<b>£'000</b>	<b>£'000</b>
Depreciation in excess of capital allowances	83	75
Revaluation timing differences	3,119	1,955
Tax losses carried forward	(633)	(116)
	<u><u>2,569</u></u>	<u><u>1,914</u></u>

**17 Share capital**

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

	2012 £'000	2011 £'000
Authorised		
250,000 ordinary shares of £1 each	<u>250</u>	<u>250</u>
Allotted, called up and fully paid		
21,000 ordinary shares of £1 each	<u>21</u>	<u>21</u>

**18 Profit and loss account**

	Group £'000	Parent £'000
At 1 April 2011	16,321	6,833
Exchange differences	(428)	-
Retained profit for the year	3,355	1,813
Dividend paid in year	<u>(450)</u>	<u>(450)</u>
At 31 March 2012	<u>18,798</u>	<u>8,196</u>

The profit for the financial year dealt with in the financial statements of the parent company was £1,813,000 (2011 profit £594,000). The cumulative amount of goodwill arising from acquisitions accounted for in years ending before 23 December 1998, which has been written off to reserves is £1,205,000 (2011 £936,000).

**19 Group revaluation reserve**

	£'000
At 1 April 2011	2,665
Exchange differences	<u>(454)</u>
At 31 March 2012	<u>2,211</u>

The reserves of the George Williamson & Co Limited group include approximately £5 million of undistributable reserves in overseas subsidiary undertakings. Any distribution from free reserves is subject to local taxes and Exchange Control Regulations. The reserves are apportioned in these financial statements between reserves as set out above and minority interests.

**20 Reconciliation of movements in shareholders' funds**

	2012 £'000	2011 £'000
Profit for the financial year	3,355	1,658
Dividends paid	<u>(450)</u>	-
Other recognised gains and losses	<u>(882)</u>	<u>(3,336)</u>
Movement in shareholders' funds	2,023	(1,678)
Shareholders' funds at 1 April 2011	<u>19,036</u>	<u>20,714</u>
Shareholders' funds at 31 March 2012	<u>21,059</u>	<u>19,036</u>

**21 Net cash outflow from operating activities**

**GEORGE WILLIAMSON & CO. LTD**

## Notes to the financial statements

For the year ended 31 MARCH 2012

	2012 £'000	2011 £'000
Operating profit	4,951	5,604
Depreciation	1,591	1,439
Amortisation	(215)	(269)
Decrease in provisions	(330)	(357)
(Increase)/decrease in stock	(435)	2,208
(Increase)/decrease in debtors	(2,296)	2,777
Increase/(decrease) in creditors	5,637	(4,364)
Profit on disposal	26	-
Net changes in currency values	(283)	(1,117)
Net cash inflow from operating activities	<u>8,646</u>	<u>5,921</u>

**22 Reconciliation of net cash flow to movement in net debt**

	2012 £'000	2011 £'000
Increase/(decrease) in cash in the year	1,538	(686)
Increase in net debt in the year	1,637	
Other changes	323	285
Change in net debt resulting from cash flows	<u>3,498</u>	<u>(401)</u>
Inception of finance leases	(20)	-
Movement in net funds in the year	<u>3,478</u>	<u>(401)</u>
Net funds at 1 April 2011	7,310	7,711
Net funds at 31 March 2012	<u>10,788</u>	<u>7,310</u>

**23 Analysis of changes in net debt**

	At 1 Apr 2011 £'000	Cash flow £'000	Other changes £'000	At 31 Mar 2012 £'000
Cash in hand	12,852	1,538	-	14,390
Debt due within one year	(3,610)	74	-	(3,536)
Debt due over one year	(1,932)	1,563	323	(46)
Amounts due under finance lease	-	(20)	-	(20)
	<u>7,310</u>	<u>3,155</u>	<u>323</u>	<u>10,788</u>

**24 Guarantees**

Guarantees totalling £nil (2011 £nil) in respect of overseas bank advances have been given by members of the George Williamson & Co Limited group

**25 Capital commitments**

**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

Capital expenditure commitments for which no provision has been made in these financial statements were as follows

	Group		Parent	
	2012	2011	2012	2011
	£'000	£'000	£'000	£'000
Capital commitments	185	424	-	-

**26 Contingent assets/liabilities**

There were no contingent liabilities at 31 March 2012 or 31 March 2011

**27 Retirement benefits****Defined Contribution Scheme**

Group contributions to the defined contribution schemes during the year were £790,000 (2011 £164,000)

**28 Leasing commitments**

Operating lease payments amounting to £28,000 (2011 £284,000) are due within one year The leases to which these amounts relate expire as follows

	2012 Property leases £'000	2011 Property Leases £
In one year or less	28	284
Between one and five years	129	65
	<u>156</u>	<u>349</u>

**29 Transactions with directors and other related parties**

Included within other debtors (note 12) is £331,000 (2011 £275,000) due from P Magor Interest has been charged during the year on this loans of £12,900 (2011 £7,200)

George Williamson & Co Limited purchased £24,655,000 (2011 £23,024,000) and £9,808,000 (2011 £9,159,000) of tea from its Kenyan subsidiaries Williamson Tea Kenya Limited and Kapchoura Tea Limited respectively As at the year-end amounts due to Williamson Tea Kenya Limited were £7,230,000 (2011 £4,689,000) and amounts due to Kapchoura Tea Limited were £2,866,000 (2011 £1,777,000)

The company has taken advantage of the exemption in Financial Reporting Standard 8 "Related party disclosures" and has not disclosed transactions with group undertakings

There are no other related party transactions

**30 Principal subsidiary and associated undertakings at 31 March 2012**



**GEORGE WILLIAMSON & CO. LTD****Notes to the financial statements**

For the year ended 31 MARCH 2012

	% held	Country of registration/ incorporation and operation	Activity
Little Bedwyn Estate Ltd	*100	England and Wales	Arable farming
Williamson Tea Holdings Ltd and its principal subsidiary undertakings	*96	England and Wales	Holding company
Ngong Tea Holdings Ltd	100	England and Wales	Holding company
Williamson Flowers Ltd	100	England and Wales	Holding company
Williamson Fine Teas Ltd	100	England and Wales	Tea trading and packing
Williamson Tea Kenya Ltd (Group)	51	Kenya	Tea producers
Kapchorua Tea Co Ltd	64	Kenya	Tea producers
Subatu Ltd	68	Kenya	Rose growing
			Managing Agents & Tea
Tinderet Tea Estates (1989) Ltd	51	Kenya	producers
Hortanzia Ltd	68	Tanzania	Rose growing

\*held by parent

All of the subsidiary undertakings have been consolidated in the group financial statements with the exception of Hortanzia Limited (note 10) Williamson Tea Holdings Limited has a year end of 30 September 2012 The remaining subsidiary year ends are aligned with the parent company

**31 Ultimate controlling party**

The directors consider that the controlling parties of the group are the directors of the company by virtue of their majority shareholding

**32 Post balance sheet events**

On 14 April 2012 George Williamson & Co took out a loan from the pension fund which has been secured on the property acquired in the year

In September 2012 George Williamson & Co Limited received \$2.5m from Hortanzia Limited in respect of the sale of the assets