Year ended

30th September 1998



Annual report and financial statements for the year ended 30th September 1998

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#### **Directors**

D B Taylor - Chairman
C F Benham - Managing
M Freeman - Marketing
S W Holloway - Construction
I N Saunders - Commercial
P Cowan - Surveying

J P Walters

# Secretary and registered office

A R Wilson, 4 Hunting Gate. Hitchin, Herts SG4 OTB

### Company number

1617719

### Auditors

BDO Stoy Hayward, 8 Baker Street, London W1M 1DA

Report of the directors for the year ended 30th September 1998

The directors submit their annual report together with the audited financial statements of the group for the year ended 30th September 1998.

#### Principal activity

The principal activities of the group are construction and house building, which are regarded by the directors as a single class of business.

#### Results, dividends, trading review and future developments

The profit and loss account is set out on page 3 and shows the group's profit for the year. The directors do not recommend the payment of a dividend for the year under review.

On 1st December 1997 the company acquired the whole of the share capital of F.R. Bartlett Limited and Bartlett Construction Limited, two companies based in Yeovil, Somerset.

The group has an excellent secured workload in both commercial and housing contracts. Despite the skill shortages in the industry the directors are confident of continued progress in terms of volume and profitability. Further acquisitions are being pursued.

There have been no events since the balance sheet date which materially affect the company.

#### Creditor payment policy

The Group's policy on supplier payments is to ensure that the terms of payment specified and agreed with creditors are not exceeded. Creditor days at the year end were 54 (1997 - 48).

#### **Directors**

The directors of the company during the year were as follows:

D B Taylor - Chairman
C F Benham - Managing
M Freeman - Marketing
S W Holloway - Construction
I N Saunders - Commercial

P Cowan - Surveying (appointed 1st October 1997)

J P Walters

None of the directors held a beneficial interest in the shares of the company in this or the previous year. M Freeman, P Cowan, S W Holloway, I N Saunders and C F Benham had no beneficial interest in the shares of the ultimate parent company. The interests of the other directors in the share capital of the parent company are disclosed in the consolidated financial statements of that company.

Report of the directors for the year ended 30th September 1998 (continued)

#### Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

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

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for prevention and detection of fraud and other irregularities.

#### Fixed assets

Particulars of changes in tangible assets are given in note 7 to the accounts.

#### **Employment policy**

In providing employment, it is the group's policy to ensure that discrimination of any kind will not be an obstacle to recruitment, training or promotion of staff.

The group is committed to the development of employee consultation and thereby to their greater involvement in the group's operations.

#### Year 2000 Compliance

The directors are currently reviewing the company's operating systems to assess the risks to its business in relation to Year 2000 compliance. From this review a prioritised action plan will be developed and implemented. Whilst it is not possible to guarantee that no year 2000 problems will remain, the board believe that it will achieve an acceptable state of readiness to deal promptly with significant issues that might arise. Costs of the review, which are not expected to be significant, are to be written off to the profit and loss account as they are incurred.

#### Auditors

Messrs BDO Stoy Hayward offer themselves for reappointment as auditors of the company.

By order of the board,

A R Wilson Secretary

17th December 1998

Consolidated profit and loss account for the year ended 30th September 1998

	Note		1998	01000	1997 £'000
		£'000	£'000	£'000	2.000
Turnover	2	10,818		_	
Acquisition Continuing operations		10,616			
(excluding acquisitions)		37,308		24,316	
			48,126		24,316
Cost of sales	5		(45,645)		(22,164)
Gross profit	5		2,481		2,152
Administrative expenses	5		(2,434)		(1,571)
Rents receivable	5		20		
Other operating income	5		3		
Operating profit					
Acquisition Continuing operations		170		-	
(excluding acquisitions)	5	(100)		581	
			70	<u></u>	58:
nterest receivable			124		
interest payable and similar charges	4		(4)		
Profit on ordinary activities before taxation	5		190		58
Taxation on ordinary activities	6		(2)		
Profit on ordinary activities after taxation for the year	14		188		58

All amounts relate to continuing activities.

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

The were no movements in shareholders' funds apart from the profit in the year.

Consolidated balance sheet at 30th September 1998

	Note	:	1998	1	1997
		£'000	£'000	£'000	£'000
Fixed assets					
Tangible assets	7		250		81
Intangible assets	8		(81)		-
			169		81
Current assets					
Debtors due within one year	10	10,029		4,453	
Cash at bank and in hand		4,004		3,670	
<b>-</b>	-	14,033		8,123	
Creditors Amounts falling due within one year	11	10,622		4,812	
Net current assets	-		3,411		3,311
Total assets less current liabilities			3,580		3,392
Capital and reserves					
Called up share capital	13		50		50
Profit and loss account	14		3,530		3,342
Shareholders funds (equity)			3,580		3,392

The accounts were approved by the Board on 17th December 1998

C F Benham

Directors

D B Taylor

# **HUNTING GATE CONSTRUCTION plc**

Company balance sheet at 30th September 1998

	Note	£'000	1998 £'000	£'000	997 £'000
Fixed assets Tangible assets Investments	7 9		105 311		81
			416		81
Current assets Debtors Cash at bank and in hand	10	7,449 3,495 		4,453 3,670 8,123	
Creditors  Amount falling due  within one year	11	7,780		4,812	
Net current assets	••		3,164		3,311
Total assets less current liabilities			3,580		3,392
Capital and reserves Called up share capital Revaluation reserve Profit and loss account	13 14 14		50 166 3,364		50 - 3,342
Shareholders funds (equity)			3,580		3,392

The accounts were approved by the Board on 17th December 1998

C F Benham

D B Taylor

Directors

Consolidated cash flow statement for the year ended 30th September 1998

	Note	£'00	199 0	8 £'000	£'000	997 £'000
Net cash inflow /(outflow) from operating activities	20			997		(192)
Returns on investment and servicing of finance Interest received Interest paid		12			•	
				120		-
Taxation Prior year's corporation tax paid				(2)		-
Capital expenditure and financial in Payments to acquire tangible fixed assets Receipts from sales of tangible fixed assets	nvestment	(89	°) 9		(40)	
				(80)		(40)
Acquisitions and disposals Purchase of subsidiary undertaking Net overdrafts acquired with subsidundertakings		(145)		(701)	-	
	٥		_	(701)		
Net cash inflow/(outflow) before fin	ancing			334		(232)
Financing Issue of share capital				<u>-</u>		50
Increase in cash	21			334		(182)

Notes forming part of the accounts for the year ended 30th September 1998

#### 1. Accounting policies

The accounts have been prepared under the historical cost convention in accordance with applicable accounting standards as modified by the revaluation of certain assets and using the following principal accounting policies. There have been no changes in accounting policies during the year.

#### Basis of consolidation

The consolidated accounts incorporate the accounts of Hunting Gate Construction plc and all its subsidiaries made up to 30th September 1998. The results of subsidiary undertakings are included from their date of acquisition.

#### Negative goodwill

Negative goodwill arising on the acquisition of a subsidiay undertaking is the difference between the fair value of the consideration paid and the fair value of the assets and liabilities acquired. It is being amortised in the profit and loss account in twelve equal monthly instalments from the date of acquisition.

#### Turnover

Turnover comprises the total proceeds of building and development on which profit has been taken, and amounts invoiced for other activities. The turnover and costs of sales on contracts which had been acquired under novation arrangements during the previous year had been accounted for in full, including that element of activity undertaken by the previous contractor, recognising the group's responsibility for the full contract sum.

Intercompany transactions are excluded, as is rental income from properties.

#### Basis of taking profit

Profit is taken, other than in the case of long term contracts, on legal completion of sales, or on completion of the contract.

In the case of long term contracts, attributable profit is taken when there is reasonable certainty that a contract will be profitable. Provision is made for any anticipated losses on contracts.

#### Pension costs

Contributions to the ultimate parent company's defined contribution pension scheme are charged to the profit and loss account in the year in which they become payable.

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

#### 1. Accounting policies (continued)

#### **Depreciation**

Depreciation is calculated to write off the cost of fixed assets over their expected useful lives at rates of 20% to 35% per annum on written down values.

#### Long term contracts

Amounts recoverable on long term contracts represent the excess of the value of work carried out over cumulative payments on account. Long term contracts are valued at cost plus attributable overheads less any provision for foreseeable losses.

#### Interest payable and similar charges

Interest is written off when incurred except that it is included in the cost of commercial and investment properties under development up to practical completion.

#### **Deferred taxation**

Provision is made for timing differences between the treatment of certain items for taxation and accounting purposes to the extent that it is probable that a liability or asset will crystallise.

#### 2. Turnover and profits

The directors are of the opinion that turnover is attributable to its principal activity and is carried out wholly within the United Kingdom.

#### 3. Directors' and employees' emoluments

and employees emolaticals	1998 £'000	1997 £'000
Directors		
Salaries and taxable benefits	295	274
Pension contributions	18	15
	<del></del>	<del></del>
	313	289
The amounts shown below exclude pension scheme contributions.		
Emoluments of highest paid director	71	93

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

3.	Directors' and employees' emoluments (continued)		
		1998 £'000	1997 £'000
	Staff costs excluding directors consist of:	1.066	164
	Wages and salaries	1,266	164
	Social security costs Other pension costs	114 16	14 3
		1,396	181
	Employees		
	The average number of employees of the group during the years was	s <b>8</b> 6 (1997 - 16)	
		1998 £'000	1997 £'000
4.	Interest payable and similar charges		
	Other interest	4	-

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

# 5. Operating profit on ordinary activities before taxation

	Continuing (excluding acquisitions) £'000	Acquisitions £'000	1998 Continuing £'000	1997 Continuing £'000
Turnover	37,308	10,818	48,126	24,316
Cost of sales	35,559	10,086	45,645	22,164
Gross profit	1,749	732	2,481	2,152
Net operating expenses	<del></del>			
Administrative expenses	1,849	585	2,434	1,571
Rents receivable	-	(20)	(20)	-
Other operating income		(3)	(3)	
	1,849	562	2,411	1,571
Operating (loss)/profit	(100)	170	70	581
			1998 £'000	1997 £'000
Profit on ordinary activities is after	charging/(crediting)	):	2. 000	2.000
Amortisation of negative goodwil	I		(404)	•
Depreciation			66	23
Auditors remuneration			12	
Hire of equipment Profit on sale of fixed assets			740	151
From on sale of fixed assets			(1)	
Taxation				
			1998 £'000	1997 £'000
Underprovision in respect of prior y	ears.		(2)	-

There is no taxation on the profit for the year due to the availability of group losses.

6.

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

7.	Fixed assets - The group	Intangible Negative Goodwill £'000	Tangible Plant and Equipment £'000
	Cost or valuation	2000	
	At 1st October 1997	-	651
	On acquisition of subsidiary undertakings	(485)	168
	Additions at cost	**	89
	Disposals	-	(9)
	At 30th September 1998	(485)	899
	Representing		899
	Cost		
	Depreciation 1997		
	At 1st October 1997	-	570
	On acquisition of subsidiary undertakings	- (404)	14
	Charge/(credit) for the year	(404)	66
	Eliminated on disposals		(1)
	At 30th September 1998	(404)	649
	Net book value	(01)	250
	At 30th September 1998	(81)	250
	Net book value At 30th September 1997	_	81
	The company		Tangible Plant and Equipment £'000
	Cost		
	At 1st October 1997 Additions		651 45
	At 30th September 1998		696
	Depreciation		
	At 1st October 1997		570
	Charge for the year		21
	At 30th September 1998		591
	Net book value		
	At 30th September 1998		105
	Net book value At 30th September 1997		81
	At John September 1777		

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

#### 8. Acquisition

On 1st December 1997 the company acquired the whole of the share capital of F R Bartlett Limited and Bartlett Construction Limited. The purchase has been accounted for under the acquisition method of accounting.

Fair values attributed to the net tangible assets acquired were as follows:-

	Book Value at Acquisition £'000	Fair Value Adjustments £'000	Fair Value to Group £'000
Fixed assets	154	-	154
Stocks/Work in progress	316	•	316
Debtors	4,996	-	4,996
Bank balances	(556)	-	(556)
Creditors	(4,383)	103	(4,280)
	527	103	630
Negative goodwill on acquisition			(485)
			145
Satisfied by:- Cash consideration Costs of acquisition			87 58
			145

The book values of the assets and liabilities shown above have been taken from the management accounts of the business at acquisition. The fair value adjustment above arises as a result of a negotiated discount in known liabilities.

£

During the year the subsidiary undertakings contributed the following to the group cash flow.

Cash inflow from operating activities Capital expenditure and financial investment Return on investment and servicing of finance	1,105 (35) (4)
	1,066

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

# 9. Investments in subsidiary undertakings

The company

	1998 £'000
Shares in subsidiaries	
Additions Surplus on revaluation	145 166
At 30th September 1998	311

Details of principal subsidiary undertakings are set out below. All of these undertakings are registered in England and are wholly owned.

Bartlett Construction Limited - Building contractors F R Bartlett Limited - Building contractors

#### 10. Debtors

Amounts due within one year.

·	The group		The company	
	1998	1997	1998	1997
	£'000	£'000	£'000	£'000
Trade debtors	8,540	3,177	6,005	3,177
Other debtors	354	309	323	309
Prepayments and accrued income	150	33	136	33
Amounts owed by subsidiary undertakings	985	934	985	934
		<del> </del>		
	10,029	4,453	7,449	4,453

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

Creditors: Amounts falling due within one	year			
	The group		The company	
	1998 £'000	1997 £'000	1998 £'000	1997 £'000
Frade creditors Other creditors including taxation and	9,369	3,918	6,688	3,918
ocial security	145	30	47	30
Accruals and deferred income	287	545	225	545
Amounts due to ultimate parent company	193	157	192	157
Amounts due to subsidiary undertakings	628	162	628	162
	<del></del>			
	10,622	4,812	7,780	4,812
	Frade creditors Other creditors including taxation and ocial security Accruals and deferred income Amounts due to ultimate parent company	The 1998 £ '000  Frade creditors 9,369  Other creditors including taxation and ocial security 145  Accruals and deferred income 287  Amounts due to ultimate parent company 193  Amounts due to subsidiary undertakings 628	The group 1998 1997 £'000 £'000  Frade creditors Other creditors including taxation and ocial security 145 Accruals and deferred income 187 Amounts due to ultimate parent company 193 157 Amounts due to subsidiary undertakings 192 193 193 194 195 196 197 198 1997 1900 1900 1900 1900 1900 1900 1900	The group 1998 1997 1998 £'000 £'000 £'000  Frade creditors 9,369 3,918 6,688  Other creditors including taxation and ocial security 145 30 47  Accruals and deferred income 287 545 225  Amounts due to ultimate parent company 193 157 192  Amounts due to subsidiary undertakings 628 162 628

# 12. Deferred taxation - amounts not provided

No provision is required under the accounting policy nor is there any potential liability at the balance sheet date.

### 13. Share capital

	1998 £'000	1997 £'000
Authorised Ordinary shares of £1 each	1,000	1,000
Allotted, called up and fully paid Ordinary shares of £1 each	50	50

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

#### 14. Reserves

G	roup
---	------

		Profit and loss account £'000
Balance at 1st October 1997 Profit for the year		3,342 188
Balance at 30th September 1998		3,530
Company	Revaluation Reserve £'000	Profit and loss account £'000
Balance at 1st October 1997 Profit for the year Surplus on revaluation	- 166 	3,342
Balance at 30th September 1998	166 	3,364

### Profit for the financial year

The company has taken advantage of the exemption under section 230 of the Companies Act 1989 and has not presented its own profit and loss account in this financial statement. The group profit for the year includes a profit after tax and before dividends of £21,701 (1997 profit of £581,136) which is dealt with in the accounts of the parent company.

### 15. Contingent Liabilities

There are no known contingent liabilities at the balance sheet date.

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

#### 16. Financial commitments - Pensions

The group operates a pension scheme which was originally non-contributory and provided benefits based on final pensionable pay,

With effect from 1st October 1992, the scheme was changed from a non-contributory final salary basis to a contributory money purchase basis. Benefits accrued prior to that date are retained in the final salary section, which is being administered by the trustees as a closed fund.

A triennial valuation of the assets in the final salary section, which was carried out as at the 31st March 1997, showed that the market value of the assets at £7,555,000, was sufficient to cover 97% of the actuarial assessment of the liabilities of the scheme based on the Minimum Funding Requirements of the Pensions Act 1995. Unless there is a material change, the group will have until 2007 to bring the funding level up to 100% and no additional funding is currently required.

The assets of the whole scheme are held separately from those of the group, administered by trustees and invested with insurance companies. Contributions to the scheme are charged to the profit and loss account.

All pension costs are paid by Hunting Gate Group and recharged to the company by means of a management charge.

#### 17. Commitments under operating leases

As at 30th September 1998, the group had annual commitments under non-cancellable operating leases in respect of land and building, as followings:

	1998 £'000	1997 £'000
Those which expire after five years	56	-

#### 18. Related party transactions

There were no related party translations concerning the directors of the company.

#### 19. Ultimate parent company

The ultimate parent company is Hunting Gate Group Limited, a company registered in England.

Notes forming part of the accounts for the year ended 30th September 1998 (continued)

	1:	998	1	997
	£'000	£'000	£'000	£'006
Operating profit		70		583
Amortisation of goodwill	(404)			
Depreciation charges Profit on sale of	66		23	
tangible fixed assets	(1)		-	
		(339)		23
Decrease in land and				
work in progress	316			
Increase in debtors	(580)		(239)	
Decrease in creditors	ì,530		(557)	
	<del>·</del>	1,266		(796)
Net cash inflow/(outflow) from operating activities		997		(192)
. Analysis of net cash				
				Cash at Bank £'000
Balance at 1st October 1997				3,670
Net cash inflow				334
Balance at 30th September 1998				4,004

Report of the auditors

To the members of Hunting Gate Construction plc

We have audited the financial statements on pages 3 to 17 which have been prepared under the historical cost convention as modified by the revaluation of certain assets and the accounting policies set out on pages 7 and 8.

#### Respective responsibilities of directors and auditors

As described on pages 1 and 2 the company's directors are responsible for the preparation of the financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

#### Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes an 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 misstatements, 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 and the group's affairs as at 30th September 1998 and of the group's profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**BDO STOY HAYWARD** 

Chartered Accountants and Registered Auditors

London

17th December 1998