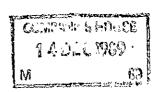
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# MASSEY-FERGUSON (UNITED KINGDOM) LIMITED

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REPORT AND FINANCIAL STATEMENTS

31ST JANUARY, 1989



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MASSEY-FERGUSON (UNITED KINGDOM) LIMITED 35 DAVIES STREET, LONDON, W1Y 2EA

#### NOTICE OF MEETING

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Notice is hereby given that the annual general meeting of the Company will be held at the Registered Office, 35 Davies Street, London, W1Y 2EA on Tuesday, October 31, 1989 at 10.05 am to transact the following business:

- 1. To approve and adopt the Company's Financial Statements for the year ended Jonuary 31, 1989 together with the Reports of the Directors and Auditors thereon.
- 2. To re-elect Directors.
- 3. To re-appoint the Auditors.
- 4. To authorise the Directors to fix the remuneration of the Auditors.

By Order of the Board

A.C.DEWEY Secretary

October 10, 1989

A member entitled to attend and vote is entitled to appoint a proxy to attend and vote instead of him. A proxy need not be a member.

### DIRECTUAN

M.G. Bird, Chairman

F.J. Chapman

D.I. Franklin

A.D. Jones

A.P. Jones

SECRETARY

A.CDewey

REGISTERED OFFICE

35 Davies Street London W1Y 2EA

### DIRECTORS' REPORT

The directors of Massey-Farguson (United Kingdom) Limited have pleasure in submitting their annual report and the Company's financial statements for the year ended January 31, 1989.

### BUSINESS REVIEW

The principal activities of the Company are marketing and selling agricultural and industrial tractors, compine harvesters and agricultural machinery and implements.

The financial results are summarised below.

* Vicen	Year to January 31, 1989 £000	Year to January 31, 1988 £000
TURNOVER	<u>376,293</u>	<u>334.927</u> ,
Profit/(loss) on ordinary activities before taxation	(1,954) ======	2,388 ======
Retained profit/(loss) for the year	(1,954)	2,388

### DIVIDEND

The d rectors recommend that no divideno be declared for the year ended January 31, 1989 in accordance with the terms of the refinancing agreements set out in notes 2 and 3 to the financial statements.

### SHARE CAPITAL

The Company is a wholly-owned subsidiary of Massey-Ferguson Manufacturing Limited, a Company wholly-owner by Varity Holdings Limited, the shares of which are subject to a voting trust agreement whereby the rights attaching to the shares may be exercised by trustees for the UK Group's lenders on the occurrance of an "enabling event" under the refinancing agreement.

The Company's ultimate holding company is Varity Corporation, a company incorporated in Canada.

### DIRECTORS

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The following were directors of the Company who served throughout 1988:

M.G. Bird

A.D. Jones

D.I. Franklin

Mr. F.J. Chapman was appointed on July 13, 1988 and Mr. A.P. Jones on January 20, 1989.

The present directors are shown on page 2. In accordance with the Articles of Association, the present directors all retire and, being eligible, offer themselves for re-election.

### TANGIBLE FIXED ASSETS

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A professional valuation of the Company's interest in land and buildings was carried out as at January 30, 1989 on an existing use basis. The surplus over book values of £82,000 has been credited to reserves.

Additions to tangible fixed assets during the year amounted to £691,000.  $(1988 \pm 1,000)$ 

### DIRECTORS' INTERESTS

No lirector had any beneficial interest in any shares or debentures of the Cumpany or any other UK Group company at any time during the financial year, or at the date of this report. There were no contracts, including service contracts, subsisting between any director and the Company either during or at the end of the financial year, or at the date of this report.

AMOUNTS GIVEN FOR POLITICAL OR CHARITABLE PURPOSES

Donations to charitable organisations amounted to £325. There were no political contributions.

#### STATUS OF REFINANCING

During the period under review Varity Holdings Limited and its subsidiaries (the UK Group) met the requirements of covenants established under the 1986 refinancing plan negotiated between Varity Corporation (the Company's ultimate holding company) and its lenders and the Governments of Canada, Ontario and the United Kingdom as amended for the period March 1988 to March 1989. These amended covenants are set out in the notes to the financial statements on pages 10 and 11.

On March 25, 1988 the UK Group completed an early debt repayment to its bank lenders of £13,500,000 with funds provided out of the disposal of surplus land and buildings in London and Peterborough. At the same time facilities backed by bank guarantees from the Export Credits Guarantee Department of the UK Government were reduced by £14,200,000 by deleting surplus facilities. On December 31, 1988 a further early repayment of £5,500,000 to bank lenders was achieved by means of receipt of a cash dividend from the Finance Company subsidiary (£5,214,000 ) and other surplus funds. At the end of the year the UK Group had generated surplus funds of £28,600.000 out of cash flow, out of which £12,500,000 has been earmarked for further early paydown to its lenders. This repayment forms an integral part of a new simplified agreement between the UK Group and its lenders, giving greater flexibility and fewer covenant restrictions which became effective on May 9, 1969. In addition, on January 31, 1989, Perkins Engines Group disposed of 18 acres of surplus land and buildings at Peterborough for £4,000,000. An amount of £3,500,000 of these funds was utilised for further early bank debt reduction on June 9, 1989.

### **AUDITORS**

Arthur Young merged their practice with Ernst & Whinney on September 1, 1989 and now practice in the name of Ernst & Young. Accordingly, they have signed their audit report in their new name. Ernst & Young have expressed their willingness to continue in office as auditors and a resolution proposing their re-appointment will be submitted at the annual general meeting.

On behalf of the Board

M.G. BIRD Chairman

October 10, 1989

Massey-Ferguson (United Kingdom) Limited

Profit and Loss Account and Statement of Retained Earnings For the year ended January 31, 1989

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	Notes	Year to January 31, 1989 £000	Year to January 31, 1988 £000
TURNOVER Cost of sales	4	376,293 ( <u>356,544</u> )	334,927 ( <u>317,142</u> )
GROSS PROFIT Administration expenses Interest receivable and similar income Interest payable and similar charges Exceptional items	5 6 7	19,749 (12,446) 250 (9,523) (94)	17,785 (6,227) 419 (9,589)
PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION Tax on profit on ordinary activities	8 21	(1,954)	2,388
PROFIT/(LOSS) ON ORDINARY ACTIVITIES AFTER TAXATION AND RETAINED PROFIT/(LOSS) FOR THE YEAR Retained loss brought forward		(1,954) (11,245)	2,388
Transfer from revaluation reserve in respect of depreciation on revaluation surplus	18	8	9
RETAINED LOSS CARRIED FORWARD		(13,191) ======	(11,245) ======

The notes on pages 9 to 18 form part of these financial statements

# Massey-Ferguson (United Kingdom) Limited

Balance Sheet January 31, 1989

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FIXED ASSETS:	Notes	January 31, 1989 £000	January 31, 1988 £000
Tangible assets	9	301 413	86 3 <u>85</u>
Investments	10	714	471
CURRENT ASSETS:			
Stock Debtors	11 12	7,688 139,142	1,621 215,843
Lease receivables from a group company Cash at bank and in hand	13	8,028	9,810 <u>245</u>
Cash at pank and in hand		254,858	227,519
Creditors: amounts falling due within one year	14	(55,307)	(26,457)
Net current assets		<u>199,551</u>	201,062
Total assets less current liabilities		200,265	201,533
Creditors: amounts falling due after more than one year	15	( <u>213,331</u> )	( <u>212,727</u> )
NET LIABILITIES		(13,066)	(11,194) ======
CAPITAL AND RESERVES:		`	
Called up share capital <sup>-</sup> Revaluation reserve Profit and loss account	17 18	10 115 <u>(13,191</u> )	10 41 <u>(11,245</u> )
FIDITO and 1000 adda		(13,066) ======	(11,194) ======

The notes on pages 9 to 18 form part of these financial statements.

APPROVED BY THE BOARD OF DIRECTORS

on October ,10, 1989

M.G. BIRD

Director

A.P. JONES

Director

### Massey-Ferguson (United Kingdom) Limited

Statement of Source and Application of Funds For the year ended January 31, 1989

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SOURCE OF FUNDS:	Year to January 31, 1989 £000	Year to January 31, 1988 £000
	2000	
Profit/(loss) on ordinary activities before taxation (excluding interest forgiveness)	(1,954)	2,388
Adjustment for items not involving the movement of funds:		
Depreciation Translation difference	56 <u>(3</u> )	17 64
Total generated from operations	(1,901)	2,469
Other sources: Decrease in lease receivables Disposal of investments	1,782	1,247 25
Increase in creditors falling due after more than one year	604	
	485 ====	3,741 =====
APPLICATION OF FUNDS:		
Purchase of fixed assets Purchase of investments Loans repaid (Decrease)/Increase in working capital - Note A	189 25 - 271	1 2,944 <u>7</u> 96
(Decrease)/Increase III working capital - Note A	485	3,741 =====
	Year to January 31, 1989 £000	Year to January 31, 1988 £000
NOTE A INCREASE IN WORKING CAPITAL:		
Stocks Debtors Creditors	6,067 23,299 <u>(26,788</u> )	(5,080) 9,769 <u>(3,706</u> )
	2,578	983
(Decrease)/increase in net liquid funds: Cash at bank and in hand Bank overdraft	(245) <u>(2,062</u> )	149 <u>(336</u> )
(Decrease)/increase in working capital	271 =====	796 ====

# NOTES TO THE FINANCIAL STATEMENTS

# 1. PRINCIPAL ACCOUNTING POLICIES

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

# Basis of accounting

Certain land and buildings are stated at revalued amounts; all other items are stated in the financial statements under the historical cost convention. The Company has received assurances from Varity Holdings Limited, and from its fellow subsidiaries, that they will continue to provide financial support to enable the Company to meet its liabilities as they fall due.

### Exchange

Assets and diabilities denominated in foreign currencies have been translated into Sterling at the appropriate rates of exchange ruling at the balance sheet date. Transactions denominated in foreign currencies are translated into Sterling at the rate ruling at the date of the transaction. All exchange differences are included in arriving at the profit on ordinary activities for the year.

#### Stock

Stock is stated at the lower of cost and estimated net realisable value. Cost includes direct material and labour together with related overhead expenses. Net realisable value is based on estimated selling price less further costs expected to be incurred to completion and disposal.

### Fixed Assets

Government grants have been deducted from the cost of the relevant fixed assets and depreciation provided on the net amount. Depreciation is provided on a straight-line basis in order to write-off each asset over the term of its estimated useful life. The annual rates applied to cost or valuation are set out below:

Short term leases - Over the period of the lease

Plant and equipment - 10-20 % Fixtures and fittings and other equipment - 10-20 %

### Leasing commitments

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

# Leasing interest

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The interest element of the rental income 's charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments receivable.

Revaluation reserve

The revaluation reserve represents the difference between the net book values of revalued assets and the equivalent amounts on a historical cost basis. This requires an annual transfer from the revaluation reserve to retained profits of an amount equal to the portion of the depreciation charge that relates to the revaluation surplus (see note 18).

Deferred taxation

Deferred taxation is provided under the liability method on all timing differences to the extent that they are expected to reverse in the future, calculated at the rate at which it is estimated that tax will be payable.

### 2. REFINANCING

Varity Corporation, a company incorporated in Canada, which, together with its subsidiaries, is referred to as the World-wide Group, is the ultimate holding company of Varity Holdings Limited and its subsidiaries (the UK Group). The UK Group engages in a substantial volume of purchases from and sales to overseas members of the World-wide Group and is associated by means of cross default clauses with certain important debt agreements entered into by overseas members of the World-wide Group. At January 31, 1989 £17,963,000 (1988 £198,368.000) was owing to the Company by overseas members of the World-wide Group. The Company had at that date contingent liabilities in respect of discounted bills drawn on overseas members of the World-wide Group amounting to £25,411,000 (1988 £21,771,000).

# 3. REFINANCING - COVENANTS AND UNDERTAKINGS

On May 9, 1986, Varity Corporation and its major subsidiaries (including the finance subsidiary) entered into refinancing agreements with substantially all of the World-wide Group's lenders. These provided for covenants on a world-wide consolidated basis, in addition to covenants by the individual subsidiaries. The agreements also contain various cross default provisions which, if breached, may cause acceleration of substantially all indebtedness (including that of the finance subsidiary) and the reinstatement of certain debt obligations.

The major obligations under this agreement for the UK Group in respect of the balance sheet were:-

- (a) UK Group net worth as defined (including subordinated debt), will not at any time fall below £130 million on or after May 9, 1986.
- (b) The ratio of the UK Group's total liabilities to net worth will not at any time exceed 3:1.
- (c) The amount of trade and services debt owing by non-UK companies within the World-wide Group to the UK Group will not exceed £100 million and £3.1 million, respectively, and all such amounts must be within the UK Group's normal terms of intercompany trade as defined in the agreements.
- (d) The maintenance of borrowing base ratios, i.e. the relationship of major assets to the level of borrowings, must be in excess of 100%.

In addition, other clauses concerning operational matters, such as disposal of major fixed assets, additional borrowing and relationship with finance subsidiary, were included.

The Group failed to meet the borrowing base test during the period to January 31, 1987 and was unable to comply with the net worth test as at that date. Subsequently, however, both tests were successfully renegotiated, covering the period to March 31, 1989, as follows:

	Net Worth <u>Covenant</u>	Borrowing Base Covenant
	£ Million	29
Up to and including May 2, 1987 May 3, 1987 to October 31, 1987	110 107	72.5 70
November 1, 1987 to January 30, 1988 On January 31, 1988	107 115	75 · 85
February 1, 1988 to March 31, 1988 April 1, 1988 to July 29, 1988	110 115	75 80
July 30, 1988 to January 30, 1989	120 130	80 100
On January 31, 1989 February 1, 1989 to March 31, 1989 April 1, 1989 onwards	130 130	90

At January 31, 1989, the UK Group was in compliance in all material respects with all the covenants included in the Refinancing Agreements both as amended and in their original 1986 format.

The lenders have agreed with effect from May 9th, 1989 to major revisions to the 1986 Refinancing Agreement obligations as follows:

- a) A minimum UK Group net worth as defined of GBP 130 million.
- b) A minimum ratio of UK Group total liabilities to net worth of 2.5:1.
- c) Maintenance of borrowing base ratio's i.e. the relation- ship of the value of major assets (as redefined) to the level of borrowings in excess of 150 %.
- d) Maintenance of excess of current assets to current liabilities of £20,000,000.



### 4. TURNOVER

Turnover comprises amounts receivable (net of related value added tax) by the Company for goods sold and services provided. Turnover includes sales to overseas Massey-Ferguson companies of £69,682,000 (1988 £62,844,000). All products for resale are purchased from a fellow UK subsidiary.

	Year to January 31, 1989 £000	2	Year to January 31, 1988 £000	<u>۷</u>
Geographical analysis by market:				
United Kingdom	115,746	31	84,552	25
Europe	103,219	27	78,646	24
Africa	51,187	14	61,176	18
North America	45,602	12	51,117	15
Asia	46,360	12	49,477	15
South America	8,252	2	5,404	2
Australasia	5,927	2	4,555	1
	376,293 ======	100	334,927 ======	100

# 5. INTEREST RECEIVABLE AND SIMILAR INCOME

	Year to January 31, 1989 £000	Year to January 31, 1988 £000
Interest and other income receivable from third parties	10	18
Lease rentals receivable from a group company	350	401
	360 =====	419 ====

6. INTEREST PAYABLE AND SIMILAR CHARGES	Year to January 31, 1989 £000	Year to January 31, 1988 £000
Interest and similar charges payable to third parties in respect of bank loans, overdrafts and other loans - wholly repayable within five years - repayable in more than five years Interest and similar charges payable to	2,965 1,271	2,466 1,567
World-wide Group companies in respect of		
<ul><li>loans</li><li>wholly repayable within five years</li><li>repayable in more than five years</li></ul>	- 437	<del>-</del> 488
Finance charges paid to a fellow subsidiary	4,850	5,068
	9,523 =====	9,589 =====
7. EXCEPTIONAL ITEMS	Year to January 31, 1989 £000	Year to January 31, 1988 £000
Manufacturing facilities rationalization and redundancy costs, including related pension costs	94 ===	- ===
8. PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		
	Year to January 31, 1989 £000	Year to January 31, 1988 £000
Profit on ordinary activities before taxation is after charging/ (crediting) the following:		
Transaction exchange (gain)/loss Depreciation Operating lease rentals	82 56 —	. <b></b>

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The Company has no employees. No auditors' fees, directors' ees, or other emoluments were incurred during the year ending January 31, 1989, or the year ending January 31, 1988.

# 9. TANGIBLE FIXED ASSETS

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	Short Leases £000	Plant and Equipment £000	Fixtures Fittings and other Equipment £000	Total £000
Cost or valuation At January 31, 1988 Additions/transfers Revaluation Disposals At January 31, 1989	198 - 82  - 280	46 95 - - - 141	17 596 — (8) —605	261 691 82 (8) 1,026
At cost	-	1	605	746
At valuation January 30, 1989	280 =====	-		280 ====
Depreciation At January 31, 1988 Charge for the year Transfers Disposals	116 14 -	44 13 38	15 29 464 (8)	175 56 502 <u>(8</u> )
At January 31, 1989	130	95	500	725
Net book value at January 31, 1989	150 =====	46 ====	105 =====	301 ====
Net book value at January 31, 1988	82 =====	2	2	86 =====

Short leases were valued at January 30, 1989 by Jackson Stops & Staff, Chartered Surveyors, on an existir use basis, assuming vacant possession of those properties occupied by a UK Group but otherwise subject to existing tenancies.

The historical cost of tangible fixed assets at valuation and depreciation calculated thereon, are as follows:-

Short Leases	£000
At January 31, 1989 Cost Depreciation	127 127
Net book value	-
	====
At January 31, 1988 Cost Depreciation	127 127
Net book value	-

### 10. INVESTMENTS

The investments are stated at cost less provisions.

	Shares in group companies £000	Other investments (unlisted) £000	Total £000
At January 31, 1988 Exchange	1 -	384 3	385 3
Additions		<u>25</u>	<u> 25</u>
At January 31, 1989	, 1 ===	412 ===	413 ===

# Shares in group companies

The Company is the beneficial owner of the allotted share capitals of Massey-Ferguson Group Limited and Massey-Ferguson (Export) Limited (both registered in England). These subsidiaries have not traded during the year to January 31, 1989. Group accounts are not submitted as the Company is a wholly-owned subsidiary of Massey-Ferguson Manufacturing Limited, which is itself a wholly-owned subsidiary of Varity Holdings Limited.

# Other investments (unlisted)

Comprise a 1.3 per cent equity investment in I.M.A.P.E. S.A., an investment holding company incorporated in Brazil, and a 25 % holding in Massey-Fergison Leasing Limited, a company registered in England.

### 11. STOCK

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	January 31, 1989 £DOO	January 31, 1988 £000
Raw Materials and consumables Finished goods and parts	83 <u>7,605</u>	1,621
	7,688 =====	1,621
12. DEBTORS	January 31, 1989 £000	January 31, 1988 £000
Trade debtors Amounts owed by Varity Corporation Amounts owed by fellow subsidiaries Other debtors Amounts owed by related companies Prepayments and accrued income	14,626 46 223,877 102 229 262 239,142	15,865 - 199,606 166 - 206 215,843

# 13. LEASE RECEIVABLES FROM A GROUP COMPANY

	January 31, 1989 £000	January 31, 1988 £000
Lease receivables brought forward Additions in year Repayments	9,810 165 <u>(1,947</u> )	11,057 558 <u>(1,805</u> )
Lease receivables carried forward	8,028 =====	9,810 =====

Included within lease receivables are amounts of £5,988,000 (1988 £7,863,000) due after more than one year. The cost of assets under finance leases amount to £14,170,000 (1988 £14,005,000).

Aggregate lease receivables for the year amounted to £2,297,000 (1988 £2,206,000).

# 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	January 31, 1989 £000	January 31, 1988 £000
Payments on account Trade creditors Overdrafts (secured - see note 16) Amounts owed to fellow subsidiaries Accruals and deferred income	19,028 2,426 19,841 14,012	1,484 11,908 364 3,005 <u>9,696</u>
	55,307 =====	26,457 =====

# Amounts owed to fellow subsidiaries

Included in the amount owed to fellow subsidiaries is £222,000 (1988 £783,000) accrued interest on a subordinated Sterling loan from Varity Nederland N.V. Interest is accrued in respect of this loan at 1 per cent over the Canadian prime rates of the Canadian Imperial Bank of Commerce and The Royal Bank of Canada on the last business day of the month preceding the month in which the interest is payable. The loan is repayable on demand after all third party secured loans have been repaid.

# 15. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	January 31, 1989 £000	January 31, 1988 £000
Amounts owed to fellow subsidiaries	213,331	212,727

Included in the balance owed to fellow subsidiaries is a loan of £35,150,000 from Massey-Ferguson Manufacturing Limited (1988 £35,150,000). Interest applicable to the loan is identical to that charged by the banks on the syndicated loans to Massey-Ferguson Manufacturing Limited and Perkins Engines Group Limited, which is LIBOR plus 7/8 per cent.

### 16. CHARGE ON ASSETS

A fixed and floating charge over the assets of the UK Group, excluding the Finance Company, has been given to the UK lending banks, to the Export Credits Guarantee Department and to the Varity Holdings Limited Debenture Stock holders.

### 17. SHARE CAPITAL

٠	January 31, 1989 £000	January 31, 1988 £000
Ordinary shares:		
Authorised: 10,000 shares of £1 per share	10 ==	10 ==
Allotted, called up and fully paid	10	10 ==
18. REVALUATION RESERVE	January 31, 1989 £000	January 31, 1988 £000
At January 31, 1988	41	50
Revaluation during the year Transfer to profit and loss in	82	~
respect of depreciation on revaluation surplus (see note below)	(8)	<u>(9</u> )
At January 31, 1989	115 ===	41 ===

The Company's accounting policy for depreciation is that a transfer is made from revaluation reserve to retained profits each year equivalent to the depreciation charge which relates to the revaluation surplus. All depreciation is charged in arriving at profit for the year.

### 19: COMMITMENTS

Capital commitments, for which no provision has been made in these accounts, were as follows:

were as follows:	January 31,	January 31;
	1989 £000	1988 £000
Committed	-	28
Authorised, but not committed	2	<u>575</u>
	2====	603 =====

### 20. CONTINGENT LIABILITIES

At January 31, 1989 there were contingent liabilities in respect of bills discounted amounting to £25,411,000 (1988 £21,771,000) after deduction of amounts estimated to be recoverable on the exercise of rights of recourse to the Export Credits Guaranteee Department. The bills result from transactions with fellow subsidiaries of Varity Corporation.

The Company has counter-indemnified Lloyds Bank Plc in respect of performance bonds amounting to £780,000 (1988 £780,000). The bonds have been insured with the Export Credits Guarantee Department against unfair calling.

# 21. TAX ON PROFIT ON ORDINARY ACTIVITIES

There is no UK tax charge for the year (1988 £ Nil) due to the utilisation of tax losses brought forward, and group relief surrendered by a group company.

Deferred taxation provided in the accounts amounts to £ Nil. (1988 £ Nil):

The amounts not provided are as follows:-

taxacton of variate on surprise	309	1,602
Capital allowances in advance of depreciation other timing differences Taxation of valuation surplus	1,198 (918) 	1,878 (276)
	January 31, 1989 £000	Restated January 31, 1988 £000

The Company has tax losses carried forward which amount to approximately £2,397,000 (1988 £3.158,000) (gross).

### AUDITORS' REPORT

# TO THE MEMBERS OF MASSEY-FERGUSON (UNITED KINGDOM) LIMITED

We have audited the financial statements on pages 6 to 18 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the company at January 31, 1989 and of its results and source and application of funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

October 10, 1989

ERNST & YOUNG Chartered Accountants London

Erust + Young