GLOBAL MSI plc
REPORT AND ACCOUNTS
2 MAY 1998

CHANTREY VELLACOTT
Chartered Accountants
Derngate Mews
Derngate
Northampton NN1 1UE



Directors:

I L Donald
M J Bell
T Fernley
M G Froud
A C G Galanis
M P A O'Connell
T L Donald
D Pyle

Secretary:

T Fernley

Company Number:

2849288

Carr Hill Balby Doncaster DN4 8DH

Auditors:

Registered Office:

Chantrey Vellacott Chartered Accountants Derngate Mews

Derngate Me

Northampton NN1 1UE

## **CONTENTS**

	Pages
Report of the directors	1 - 2
Report of the auditors	3
Consolidated profit and loss account	4
Balance sheets	5
Consolidated cash flow statement	6
Notes to the accounts	7 - 15

#### REPORT OF THE DIRECTORS

#### FOR THE YEAR ENDED 2 MAY 1998

The directors present their report, together with the audited accounts of the company, for the year ended 2 May 1998.

### DIRECTORS' RESPONSIBILITIES

The directors are required by company law to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company at the end of the financial year and of the profit or loss for that period. In preparing the accounts, suitable accounting policies have been used and applied consistently, and reasonable and prudent judgements have been made. The directors are also responsible for maintaining adequate accounting records, for safeguarding the assets of the company, and for preventing and detecting fraud and other irregularities. The directors are satisfied that the business is a going concern.

### RESULTS AND DIVIDENDS

The results for the year are shown in the profit and loss account on page 4.

Interim dividends totalling £400,000 were paid during the year. The directors do not recommend the payment of a final dividend.

#### REVIEW OF BUSINESS

The principal activity of the company is the design, fabrication and erection of petrol station canopies and infrastructure products.

The company continues to build on its recognised international market strengths as a leading designer, manufacturer and installer of petrol station canopies and associated infrastructure products.

There remains a determined commitment to develop and expand the business, both in terms of the product and the customers we serve.

### FUTURE DEVELOPMENTS AND EVENTS SINCE THE YEAR END

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

### TANGIBLE FIXED ASSETS

Movements in tangible fixed assets during the year are shown in note 10 to the accounts.

### DIRECTORS AND THEIR INTERESTS

The directors in office during the year are set out below:

I L Donald
M J Bell
T Fernley
M G Froud
A C G Galanis
M P A O'Connell
T L Donald
D Pyle

No director had, at any time during the year, any beneficial interest in the issued share capital of the company.

### PARENT UNDERTAKINGS

The company's shareholders are Portman International Securities Limited and M S International plc which each own 50% of the ordinary share capital of the company. Each of the shareholders is entitled to appoint half of the board. Certain of the directors of the company have interests in the shares of the respective joint parent undertakings.

### REPORT OF THE DIRECTORS

#### FOR THE YEAR ENDED 2 MAY 1998

(Continued)

### CREDITORS PAYMENT POLICY

It is the company's policy to agree terms of payment with its suppliers at the outset of any transaction. Payment is then made in accordance with these terms provided that the supplier performs its obligations. The number of days' purchases outstanding at 2 May 1998 was 33 days.

### **AUDITORS**

A resolution to reappoint Chantrey Vellacott as auditors of the company will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors on 29  $50 \sim \epsilon$  1998 and signed on their behalf by:

T FERNLEY

Secretary

#### REPORT OF THE AUDITORS TO THE MEMBERS OF

### GLOBAL MSI plc

We have audited the accounts on pages 4 to 15 which have been prepared under the historical cost convention and the accounting policies set out on page 7.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

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

#### BASIS OF OPINION

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts.

### OPINION

In our opinion the accounts give a true and fair view of the state of affairs of the company and of the group as at 2 May 1998 and of the results of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

CHANTREY VELLACOTT

Chartered Accountants Registered Auditors Derngate Mews Derngate Northampton NN1 1UE

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# CONSOLIDATED PROFIT AND LOSS ACCOUNT

## FOR THE YEAR ENDED 2 MAY 1998

	Notes		1998 Group		1997 Company (note 1(b))
TURNOVER	2		11,015,109		9,913,588
Cost of sales			8,197,799		8,032,455
GROSS PROFIT			2,817,310		1,881,133
Distribution costs Administrative expenses	_	855,482 890,418		728,756 1,027,494	
			1,745,900		1,756,250
OPERATING PROFIT	3		1,071,410		124,883
Interest receivable	6		34,338		16,145
			1,105,748		141,028
Interest payable	7		269		100,149
PROFIT on ordinary activities before taxation			1,105,479		40,879
Taxation	8		370,606		13,625
PROFIT on ordinary activities after taxation			734,873		27,254
Dividends	9		400,000		<u>.</u>
			334,873		27,254
Accumulated profits brought forward			80,493		53,239
Accumulated profits carried forward		ŧ	415,366	:	£ 80,493

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

All the above amounts relate to continuing activities.

## **BALANCE SHEETS**

## AS AT 2 MAY 1998

	Notes	1998 Group	1998 Company	1997 Company (note 1(b))
FIXED ASSETS				(11010 1(0))
Tangible assets Investments	10b 11	554,021	542,379 31,421	454,019
		554,021	573,800	454,019
CURRENT ASSETS				
Stock Debtors Cash at bank and in hand	12 13	509,487 1,310,591 609,072	509,487 1,357,406 569,259	484,834 1,532,178 504,651
		2,429,150	2,436,152	2,521,663
CREDITORS: amounts falling due within one year	14	2,461,510	2,452,619	1,726,267
NET CURRENT (LIABILITIES)ASSETS	;	(32,360)	(16,467)	795,396
TOTAL ASSETS LESS CURRENT LIABILITIES		521,661	557,333	1,249,415
CREDITORS: amounts falling due after more than one year	15	-	-	1,068,922
PROVISIONS FOR LIABILITIES AND CHARGES				
Deferred taxation	16	6,295	6,295	-
		6,295	6,295	1,068,922
		£ 515,366	£ 551,038	£ 180,493
CAPITAL AND RESERVES		<del></del>	<u></u>	
Called up share capital Profit and loss account	17	100,000 415,366	100,000 451,038	100,000 80,493
EQUITY SHAREHOLDERS' FUNDS	21	£ 515,366	£ 551,038	£ 180,493

Approved by the Board of Directors on and signed on their behalf by:

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I L DONALD

MJ BELL Michael Ben

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## CONSOLIDATED CASH FLOW STATEMENT

## FOR THE YEAR ENDED 2 MAY 1998

		Notes		1998 Group			1997 Company (note 1(b))
NET CASH INFLOW FROM OPERATING ACTIVITIES	18			1,470,671			554,184
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE							
Interest received Interest paid		34,338 (269)			16,145 (100,149)		
Net cash inflow(outflow) for returns on investments and servicing of finance				34,069			(84,004)
TAXATION PAID				(65,720)			-
CAPITAL EXPENDITURE							
Payments to acquire tangible assets Receipts from sales of tangible assets		(312,780) 28,181			(63,215) 51,497		
Net cash outflow for capital expenditure				(284,599)			(11,718)
EQUITY DIVIDENDS PAID				(400,000)			-
Net cash inflow before management of liquid resources and financing				754,421			458,462
FINANCING							
Repayment of loan capital				(650,000)			(190,000)
Increase in cash in the year	19		£	104,421		£	268,462

### NOTES TO THE GROUP ACCOUNTS

#### FOR THE YEAR ENDED 2 MAY 1998

#### ACCOUNTING POLICIES

### (a) Basis of accounting

The accounts have been prepared on the historical cost basis and in accordance with applicable Accounting Standards.

#### (b) Basis of consolidation

The consolidated accounts include the results of the parent company and both its subsidiaries for the year ended 2 May 1998. Intra group turnover and results are eliminated on consolidation, and all turnover and results relate to external transactions only.

Consolidated accounts were not produced for 1997 as all the transactions of Global-MSI Espana sa were reflected in the accounts of the company. Global Espana ceased trading during the year and Global-MSI Sp.z o.o. was formed during the year.

### (c) Depreciation

Depreciation is provided on all tangible assets to write off the cost, less estimated residual value, of each asset evenly over its expected useful life. The estimated useful lives are as follows:

Leasehold improvements	: 5 years
Plant and machinery	: 8 years
Motor vehicles - vans	: 3 years
- cars	: 3 years
Fixtures, fittings and equipment	: 5 years
Computer equipment	: 3 years

### (d) Stock and work in progress

Stock and work in progress is valued at the lower of cost and net realisable value. Cost is based on the cost of purchases on a first in, first out basis, and in the case of work in progress includes an appropriate proportion of production overheads.

Net realisable value is based on estimated selling price less further costs to completion and sale.

#### (e) Deferred taxation

Provision is made for deferred taxation on all timing differences using the liability method except where, in the directors' opinion, such provision will not reverse in the foreseeable future.

### (f) Research and development expenditure

Research and development expenditure is written off in the period it is incurred.

#### (g) Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

#### 2. TURNOVER

Turnover represents sales to outside customers at invoiced amounts less value added tax, and is derived entirely from the company's principal activity.

No geographical analysis of turnover has been provided because in the opinion of the directors such disclosure would be seriously prejudicial to the interests of the company.

## NOTES TO THE GROUP ACCOUNTS

# FOR THE YEAR ENDED 2 MAY 1998

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			1998 £		1997 £
	This is stated after charging(crediting):		*		*
	Directors' remuneration (including estimated benefits and pension contributions) (Note 4) Auditors' remuneration		230,001		245,363
	Audit fee Fees for non-audit services Plant hire Other operating leases Research and development expenditure Depreciation charge Profit on sale of tangible assets Foreign exchange losses		10,000 5,277 161,354 4,059 10,527 209,364 (24,767) 32,500		12,330 5,398 241,813 11,608 8,777 192,430 (9,396) 182,082
4.	DIRECTORS' REMUNERATION				
			1998		1997
	(a) Management remuneration Benefits in kind Pension contributions		206,332 15,580 8,089		223,957 16,655 4,751
		£	230,001	£	245,363
	(b) HIGHEST PAID DIRECTOR		1998		1997
	Remuneration Benefits in kind Pension contributions		79,189 4,701 2,800		81,200 4,186 2,800
		£	86,690	£	88,186
5.	STAFF COSTS		1998		1997
	Staff costs during the year amounted to:				
	Wages and salaries Social security costs Pension costs (Note 22)		2,517,934 235,935 37,636		2,281,135 219,306 28,396
		£	2,791,505	£	2,528,837

# NOTES TO THE GROUP ACCOUNTS

## FOR THE YEAR ENDED 2 MAY 1998

5.	STAFF COSTS (continued)				
	The average weekly number of employees during the year was made up as follows:		1998		1997
	Production Technical Distribution and selling Administration		80 32 2 11		74 31 3 10
			125	_	118
6.	INTEREST RECEIVABLE	=	1998	=	1997
	Bank interest	£	34,338	£	16,145
7.	INTEREST PAYABLE		1998		1997
	Bank interest Interest on unsecured convertible loan stock	_	269		149 100,000
		£	269	£	100,149
8.	TAXATION		1998	_	1997
	Based on the profit for the year:  UK Corporation tax at 21% to 33.5% (1997: 24% and 25%)  Overseas taxation  Double tax relief  Deferred taxation  Underprovision in prior year		358,725 1,115 (1,115) 6,295 5,586		34,375 - (14,000) (6,750)
		£	370,606	£	13,625
9.	DIVIDENDS	=		-	
	On equity shares:		1998		1997
	Paid interim of £4 per ordinary share (1997: £Nil)	£	400,000	£	_

# NOTES TO THE GROUP ACCOUNTS

## FOR THE YEAR ENDED 2 MAY 1998

10(a).	TANGIBLE FIXED A		Fixtures, fittings								
		Leasehold improvements	Plant and machinery		Motor vehicles	e	and quipment		Computer equipment		Total
	Cost: 4 May 1997 Additions Disposals	108,800	460,901 22,280 (4,000)	_	274,848 259,468 (86,615)		38,095 15,577 (3,592)		153,566 15,455 (4,840)		1,036,210 312,780 (99,047)
	2 May 1998	108,800	479,181		447,701		50,080		164,181		1,249,943
	Depreciation: 4 May 1997 Charge for the year Disposals	21,760 21,760	192,203 72,319 (2,000)	_	209,772 89,873 (85,653)		23,984 10,496 (3,169)	_	134,472 14,916 (4,811)		582,191 209,364 (95,633)
	2 May 1998	43,520	262,522	_	213,992		31,311		144,577	·	695,922
	Net book value: 2 May 1998	£ 65,280	£ 216,659	£	233,709	£	18,769	£	19,604	£	554,021
	3 May 1997	£ 87,040	£ 268,698	£	65,076	£	14,111	£	19,094	£	454,019

## NOTES TO THE GROUP ACCOUNTS

## FOR THE YEAR ENDED 2 MAY 1998

## (Continued)

10(b).	TANGIBLE FIXED ASSETS - COMPANY					Fixtures, fittings	-				
		Leasehold improvements	Plant and machinery		Motor vehicles	e	and quipment		Computer equipment		Total
	Cost: 4 May 1997 Additions Disposals	108,800	460,901 22,280 (4,000)		274,848 250,739 (86,615)		38,095 12,068 (3,592)		153,566 12,762 (4,840)		1,036,210 297,849 (99,047)
	2 May 1998	108,800	479,181		438,972	_	46,571		161,488		1,235,012
	Depreciation: 4 May 1997 Charge for the year Disposals	21,760 21,760	192,203 72,319 (2,000)	-	209,772 87,952 (85,653)	_	23,984 9,415 (3,169)	_	134,472 14,629 (4,811)	,	582,191 206,075 (95,633)
	2 May 1998	43,520	262,522	_	212,071	_	30,230	_	144,290		692,633
	Net book value: 2 May 1998	£ 65,280	£ 216,659	£	226,901	£	16,341	£	17,198	£	542,379
	3 May 1997	£ 87,040	£ 268,698	£	65,076	£	14,111	£	19,094	£	454,019

## 11. INVESTMENT IN SUBSIDIARY UNDERTAKINGS

The company owns the whole of the issued share capital of the following subsidiary companies:

		Activity			Country of registration
	Global-MSI Sp.z o.o. Global-MSI Espana sa	Installation of canopies Dormant			Poland Spain
12.	STOCKS		1998 Group	1998 Company	1997 Company
	Raw materials Work in progress		180,937 328,550	180,937 328,550	154,577 330,257
			£ 509,487	£ 509,487	£ 484,834

There is no material difference between current replacement cost and the balance sheet value of stocks.

## NOTES TO THE GROUP ACCOUNTS

### FOR THE YEAR ENDED 2 MAY 1998

### (Continued)

	(Continued)					
13.	DEBTORS	199	8	1998		1997
15.	BBTota	Grou	p	Company		Company
	Trade debtors	1,180,68	31	1,150,473		1,330,921
	Amounts owed by subsidiary undertakings	, ,	_	79,516		
	Amounts owed by substituty undertakings	31,57	'3	31,573		106,955
	Amounts owed by associated undertakings	65,65		65,653		56,042
	Other debtors Prepayments and accrued income	32,68		30,191		38,260
	* Topujvaiv und deserve deserve		_			
		£ 1,310,59	91 £	1,357,406	£	1,532,178
		<del></del>			:	<del> </del>
14.	CREDITORS: amounts falling due within one year	199	8	1998		1997
17.	CALDDITORIO, amounto inimig and animic on your	Gro	ıp	Company		Company
	Unsecured convertible loan stock (note 15)	418,92	22	418,922		_
	Customer deposits	193,00		193,005		281,047
	Trade creditors	1,063,5		1,061,621		1,045,217
	Amount owed to associated undertakings	13,2		13,219		12,409
	Corporation tax	351,2		351,216		52,625
	Taxation and social security	137,5		132,164		67,843
	Other creditors and accruals	284,0		282,472		267,126
		<del></del>	_	<del></del>		
		£ 2,461,5	10 £	2,452,619	£	1,726,267
		-				
15.	CREDITORS: amounts falling due after more than one year	r 19		1998		1997
		Gro	тb	Company		Company
	Unsecured convertible loan stock	£	-	£ -	£	1,068,922
						<del></del>

The stock is held by the company's shareholders, Portman International Securities Limited and MS International plc. No interest had been paid on the stock until 1996/97 when, by agreement, £100,000 was paid. The stock is repayable from 17 September 1998 at par and bears a 2% coupon rate. By agreement £650,000 was repaid during the year. Conversion of the stock to £1 ordinary shares is automatic in the event of insolvency of the company or on the appointment of a receiver. The stock is convertible in such instances at par into ordinary shares.

### 16. DEFERRED TAXATION: Group and Company

1	1 7	Amount provided		1998 Potential liability		Amount provided		1997 Potential liability
Excess of capital allowances over depreciation	£	6,295	£	6,295	£	-	£	-

## NOTES TO THE GROUP ACCOUNTS

## FOR THE YEAR ENDED 2 MAY 1998

17.	CALLED UP SHARE CAPITAL				Auth		i, allotted,
					1998	and	fully paid 1997
	'A' Ordinary shares of £1 each 'B' Ordinary shares of £1 each				50,000 50,000		50,000 50,000
				£	100,000	£	100,000
	Each class of share is entitled to elect half of the b	oard of direct	tors. In all other	resp	ects they rai	nk pa	ri passu.
18.	RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING A	CTIVITIES			1998		1997
	Operating profit Depreciation of tangible assets Profit on disposal of tangible assets (Increase)decrease in stocks Decrease in debtors (Decrease)increase in creditors within one year				1,071,410 209,364 (24,767) (24,653) 221,587 17,730		124,883 192,430 (9,396) 101,626 148,361 (3,720)
	NET CASH INFLOW FROM OPERATING ACT	IVITIES		£	1,470,671	£	554,184
19.	RECONCILIATION OF NET CASH FLOW TO	MOVEMENT	IN NET DEBT		1998		1997
	Increase in cash in the year Repayment of unsecured convertible loan stock				104,421 650,000		268,462 190,000
	Movement in net funds(debt) in the year				754,421		458,462
	Opening net debt				(564,271)		(1,022,733)
	Closing net funds(debt)			£	190,150	£	(564,271)
20.	ANALYSIS OF NET FUNDS/DEBT		Unsecured loa	coi n ste			
		Cash at bank and in hand	Repayable within one year		Repayable after one year		Total
	At 28 April 1996 Cashflow	236,189 268,462	- -		(1,258,922) 190,000		(1,022,733) 458,462
	At 3 May 1997	504,651	-		(1,068,922)		(564,271)
	Cashflow Non cash movements	104,421	(418,922)		650,000 418,922		754,421
	At 2 May 1998 £	609,072	£ (418,922)	£	_	£	190,150

#### NOTES TO THE GROUP ACCOUNTS

### FOR THE YEAR ENDED 2 MAY 1998

### (Continued)

21.	RECONCILIATION OF MOVEMENT IN EQUITY SHAREHOLDERS' FUNDS	1998 Group	1998 Company	1997 Company
	Profit after taxation for the year Dividends paid to equity shareholders	734,873 400,000	770,545 400,000	27,254
	Net addition to shareholders' funds Opening equity shareholders' funds	334,873 180,493	370,545 180,493	27,254 153,239
	Closing equity shareholders' funds	£ 515,366	£ 551,038	£ 180,493

#### 22. PENSION COMMITMENTS

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company, being invested with insurance companies. Contributions to the scheme are charged to the profit and loss account as shown in note 5 to the accounts.

#### 23. **CONTINGENT LIABILITIES**

At 2 May 1998 there were contingent liabilities in respect of performance bonds and guarantees amounting to £22,732 (1997: £18,600).

There were no other contingent liabilities at 2 May 1998 (1997: nil).

#### 24. LEASE COMMITMENTS

The group's commitments for rental payments under operating leases payable during the year to 2 May 1998 are

	as follows:	g	no year to r	. 111uj	1770 410
				ı	Other operating leases £
	Leases expiring:				*
	Within one year Between two and five years				5,770 3,318
				£	9,088
25.	CAPITAL COMMITMENTS		1998		1997
	Contracted for, but not provided	£	39,736	£	85,538
	Approved by the directors, but not yet contracted for	£	20,000	£	40,736

## NOTES TO THE GROUP ACCOUNTS

### FOR THE YEAR ENDED 2 MAY 1998

## (Continued)

## 26. RELATED PARTY TRANSACTIONS

- (a) The company's shareholders are Portman International Securities Limited and M S International plc which each own 50% of the ordinary share capital of the company.
- (b) During the year sales amounting to £15,647 and purchases amounting to £565,817 were made with companies in which the shareholders had material interests.

	Sales	Purchases
Portman International Securities Limited	-	132,416
MS International plc	948	360,561
MSI-Quality Forgings Ltd	5,408	-
MSI-Materials Handing Ltd	7,873	20,836
MSI-Mechforge Ltd	1,418	52,004