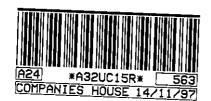
FINANCIAL STATEMENTS





FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

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DIRECTORS' REPORT

The directors present their annual report and audited financial statements for the year ended 30 June 1997.

RESULTS AND DIVIDENDS

The trading profit for the year after taxation was £2,409,541.

	<i>&</i> -
<u>Dividends</u>	
Interim dividend of 70.58p per share (paid)	360,000
The directors now recommend a final dividend of £1.83 per share	935,000
	1,295,000

REVIEW OF THE BUSINESS

The company's principal activities during the year were those of a horticultural and fertiliser merchant, pulverised bark processor and perlite and vermiculite merchant.

Both the level of business and the year end financial position were satisfactory and the directors expect that the present level of activity will be sustained for the foreseeable future.

DIRECTORS AND THEIR INTERESTS

The directors during the year were as follows:-

P J F Barton	(Chairman)	N F Uzzell
T R Dick		S L McCarthy
S W Cartwright		P J Williams
A E Everett		P T Davenport

No director had any declarable interest in the shares of the company during the year.

Mr P J F Barton, Mr T R Dick and Mr S W Cartwright are directors of the ultimate parent company in whose accounts their interests are shown.

DIRECTORS' REPORT (continued)

The interests in the shares of William Sinclair Holdings plc of the other directors who held office during the year are as follows:-

<u>30 June 1997</u>		30 June 1996	
Beneficial	Share	Beneficial	Share
<u>holding</u>	<u>options</u>	holding	options
10,061	-	9,708	-
4,741	14,722	4,297	14,722
13,158	-	2,896	13,423
7,638	25,000	21,956	25,000
	13,500		
	Beneficial holding 10,061 4,741 13,158 7,638	Beneficial Share holding options 10,061 - 4,741 14,722 13,158 - 7,638 25,000	Beneficial Share Beneficial holding options holding 10,061 - 9,708 4,741 14,722 4,297 13,158 - 2,896 7,638 25,000 21,956

In addition to the above Mr N F Uzzell has a non-beneficial interest in 107,313 shares (1996: 102,664) arising from his role as trustee of an approved profit sharing scheme.

STATEMENTS OF 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 the prevention and detection of fraud and other irregularities.

AUDITORS

A resolution to reappoint the auditors, Pannell Kerr Forster, will be proposed at the annual general meeting.

DIRECTORS' REPORT (continued)

POLITICAL AND CHARITABLE GIFTS

The company has given charitable donations of £207 (1996 - £150) during the year.

DISABLED EMPLOYEES

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the group continues and that appropriate training is arranged. It is the policy of the group that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

EMPLOYEE CONSULTATION

The group places considerable value on the involvement of its employees and keeps them informed on matters affecting them as employees and on the various factors affecting the performance of the group. This is achieved through formal and informal meetings and regular company circulars. Employee representatives are consulted regularly on a wide range of matters affecting their current and future interest.

PAYMENTS POLICY

Operating businesses are responsible for agreeing the terms and conditions under which business transactions with their suppliers are conducted. It is Group policy that payments to suppliers are made in accordance with these terms, provided that the supplier is also complying with all relevant terms and conditions.

The number of days purchases outstanding at 30 June 1997 was 81.

BY ORDER OF THE BOARD

1 October 1997 Lincoln E W DAWE Secretary

AUDITORS' REPORT TO THE SHAREHOLDERS

We have audited the financial statements on pages 5 to 18 which have been prepared under the accounting policies set out on pages 8 and 9.

Respective responsibilities of directors and auditors

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

Basis of opinion

We conducted our audit in accordance with Auditing Standards. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the state of affairs of the company as at 30 June 1997 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

PANNELL KERR FORSTER

Chartered Accountants Registered Auditors

1 October 1997 Lincoln

WILLIAM SINCLAIR HORTICULTURE LIMITED PROFIT AND LOSS ACCOUNT YEAR ENDED 30 JUNE 1997

	<u>Note</u>	<u>1997</u> ₤	<u>1996</u> ₤
TURNOVER	1	34,127,053	31,161,256
OPERATING CHARGES	2	30,224,473	27,289,676
OPERATING PROFIT		3,902,580	3,871,580
NET INTEREST PAYABLE	4	285,486	306,885
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		3,617,094	3,564,695
TAXATION ON PROFIT ON ORDINARY ACTIVITIES	5	1,207,553	1,208,577
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		2,409,541	2,356,118
DIVIDENDS	6	1,295,000	1,228,000
RETAINED PROFIT FOR THE FINANCIAL YEAR		1,114,541	1,128,118

The movement on reserves is shown in note 15 to the financial statements.

All amounts relate to continuing operations.

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

	1997 £	1996 £
Profit for the financial year	2,409,541	2,356,118
Unrealised deficit on revaluation of properties	-	(30,301)
Total recognised gains	2,409,541	2,325,817
HISTORICAL COST PROFITS AND LOSSES		
Reported profit on ordinary activities before taxation	3,617,094	3,564,695
Difference between a historical cost depreciation charge and the actual depreciation charge for the year calculated on the revalued amount	974	81,710
Historical cost profit on ordinary activities before taxation	3,618,068	3,646,405
Historical cost profit for the year retained after taxation and dividends	1,115,515	1,209,828

BALANCE SHEET

30 JUNE 1997

30 JUNE 1997	3.7 .				007
	<u>Note</u>	£	<u>1997</u> £	£	<u>996</u> ₤
FIXED ASSETS					
Tangible assets	7	7,825,920		8,385,811	
Investments	8	2,477,528		2,475,028	
			10,303,448		10,860,839
CURRENT ASSETS			, ,		
Stocks	9	5,265,296		5,022,490	
Debtors	10	8,166,849		7,059,015	
Cash at bank and in hand		1,981,094		1,218,703	
		15,413,239		13,300,208	
CREDITORS					
Amounts falling due within one year	11	12,509,380		11,969,470	
NET CURRENT ASSETS			2,903,859		1,330,738
TOTAL ASSETS LESS CURRENT LIABILITIES			13,207,307		12,191,577
CREDITORS					
Amounts falling due after one year	11		165,075		166,386
PROVISION FOR LIABILITIES AND CHARGES	13		513,500		611,000
NET ASSETS			12,528,732		11,414,191
CAPITAL AND RESERVES					
Called up equity share capital	14		510,000		510,000
Capital reserve	15	124,572		124,572	
General reserve	15	1,091,999		1,091,999	
Revaluation reserve	15	1,942,688		1,942,688	
Profit and loss account	15	8,859,473		7,744,932	
			12,018,732		10,904,191
EQUITY SHAREHOLDERS' FUNDS	16		12,528,732		11,414,191
	. .	,			

Approved by the Board on 1 October 1997

P J F BARTON

S W CARTWRIGHT

ACCOUNTING POLICIES

YEAR ENDED 30 JUNE 1997

1. ACCOUNTING CONVENTION

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of land and buildings, and in accordance with applicable accounting standards.

2. DEFERRED TAXATION

Provision is made for deferred tax using the liability method, to the extent that it is probable that a liability will crystallise in the foreseeable future.

3. TURNOVER

Turnover represents sales at invoice value less trade discounts allowed and excluding value added tax.

4. **DEPRECIATION**

Freehold land is not depreciated except where the operations carried out suggest land values will decrease. Depreciation is charged on other tangible assets at fixed rates calculated to write off the cost over the period of their expected useful lives. The principal rates are:

Freehold land and buildings

2% and 10% on cost

Short leasehold property

5 years, 10 years and over the period of the lease

Plant and machinery

10%, 20% and 33 $\frac{1}{3}$ % on cost

Motor vehicles

30% straight line/reducing balance

5. STOCKS

Stocks are stated at the lower of cost and net realisable value.

Cost comprises the direct cost of production and the attributable proportion of all overheads appropriate to location and condition. Net realisable value is the estimated selling price reduced by all costs of completion, marketing, selling and distribution.

6. RESEARCH AND DEVELOPMENT

Expenditure on pure and applied research is written off in the year in which it is incurred.

Development expenditure incurred against a clearly defined project is carried forward to the extent that costs are recoverable against future revenues and if the project is assessed as commercially viable. The amortisation period for such expenditure is limited to a maximum of five years. All other expenditure is written off in the year in which it is incurred.

ACCOUNTING POLICIES

YEAR ENDED 30 JUNE 1997

7. FOREIGN CURRENCIES

Current assets and liabilities for settlement in foreign currencies have been converted into sterling at the rates at which such currencies could have been sold at the year end except to the extent that overseas debts were covered by appropriate currencies bought forward.

8. PENSION COSTS

The Group provides for and funds pension liabilities on a going concern basis on the advice of external actuaries by payments to an independent trust. Independent actuarial valuations on a going concern basis are normally carried out every three years. Contributions to the group scheme are charged to the profit and loss account so as to spread the cost of the pensions over employees' working lives with the group.

9. CASHFLOW STATEMENT

The company has not prepared a cashflow statement as the company has taken advantage of the exemption contained in Financial Reporting Standard No 1, in that the company is a wholly owned subsidiary of a parent undertaking which publishes a consolidated cashflow statement dealing with the cashflows of the group.

10 LEASES AND HIRE PURCHASE CONTRACTS

Assets acquired under finance leases and hire purchase contracts are treated as tangible fixed assets and depreciation is provided accordingly. The present value of future rentals is shown as a liability and the interest element of rental obligations is charged to the profit and loss account over the period of the lease in proportion to the capital balance outstanding.

Rentals payable under operating leases are charged to profit and loss account on a straight line basis over the lease term.

11 INVESTMENTS

Subsidiary and associated undertakings are shown at cost.

NOTES TO THE FINANCIAL STATEMENTS

		<u>1997</u> ₤	1996 £
1	TURNOVER		
	The analysis of turnover by geographical market was as follows:		
	United Kingdom	30,538,271	28,342,393
	Europe	268,658	240,881
	Middle and Far East	3,309,867	2,528,929
	Others	10,257	49,053
		34,127,053	31,161,256
2	OPERATING CHARGES		
	Operating profit is stated after charging (or crediting):		
	Change in stocks of finished goods	(213,365)	(470,324)
	Raw materials and consumables	13,053,599	11,833,903
	Staff costs (note 3)	5,632,028	5,352,366
	Depreciation (note 7)	1,298,938	1,384,249
	Income from joint venture	(55,321)	-
	Other operating charges	10,508,594	9,189,482
		30,224,473	27,289,676
	Other operating charges include:		
	Auditors' remuneration - audit fee	23,020	22,912
	- other services	3,450	3,970
	(Profit) on disposal of fixed assets	(60,049)	(33,052)
	Research and development	77,404	67,407
	Operating lease rentals	140,670	157,112

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

1 EA	R ENDED 30 CONE 1997	<u>1997</u> ₤	<u>1996</u> €
3	STAFF COSTS		
	Wages and salaries	4,981,088	4,729,249
	Social security costs	417,815	389,629
	Pension costs	152,038	153,636
	Other life and sickness insurance	81,087	79,852
		5,632,028	5,352,366
		Number	<u>Number</u>
	The average weekly number of employees during the year was:		
	Administration	128	177
	Production	182	127
		310	304
	Directors' emoluments	£	£
	Aggregate emoluments	240,360	236,645
			

The amount attributable in aggregate emoluments to the highest paid director is £57,036 (1996: £55,341).

The amount attributable to accrued pension benefits for the highest paid director is £8,841.

There are 8 directors for whom defined retirement benefits are accruing.

During the year 2 directors exercised their share options.

4 NET INTEREST PAYABLE

-			
	Interest receivable from group companies	-	(6,931)
	Other interest receivable	(4,786)	(1,178)
	Interest payable to group companies	268,680	308,484
	Hire purchase interest payable	21,592	6,510
		285,486	306,885
		<u> </u>	
5	TAXATION ON PROFIT ON ORDINARY ACTIVITIES		
	Corporation tax on profit for the year at 32.5% (1996: 33%)	1,292,500	1,223,000
	Deferred taxation	(97,500)	(40,000)
		1,195,000	1,183,000
	Under provision in previous year	12,553	25,577
		1,207,553	1,208,577

NOTES TO THE FINANCIAL STATEMENTS

6	DIVIDENDS				1997 £	<u>1996</u> ₤
	Interim 70.58p (1996: 70).58p) per ordina	ry share		360,000	360,000
	Proposed final dividend £	1.83 (1996:£1.7	0) per ordinary	share	935,000	868,000
					1,295,000	1,228,000
7	FIXED ASSETS - TA	NGIBLE				
		Freehold property	Short leasehold property	Plant and machinery	Motor <u>Vehicles</u> £	<u>Total</u> £
	Cost or valuation					
	At 1 July 1996	3,857,000	1,023,651	10,004,674	587,388	15,472,713
	Additions	44,922	29,243	604,353	70,730	749,248
	Intra group transfers	-	-	-	11,475	11,475
	Disposals	-		(56,248)	(69,192)	(125,440)
	At 30 June 1997	3,901,922	1,052,894	10,552,779	600,401	16,107,996
	<u>Depreciation</u>					
	At 1 July 1996	-	237,114	6,542,694	307,094	7,086,902
	Charge for year	62,439	79,851	1,007,857	148,791	1,298,938
	Intra group transfers	•	-	-	11,475	11,475
	Disposals	-	-	(49,623)	(65,616)	(115,239)
	At 30 June 1997	62,439	316,965	7,500,928	401,744	8,282,076
	Net book amounts					
	At 30 June 1997	3,839,483	735,929	3,051,851	198,657	7,825,920
	At 30 June 1996	3,857,000	786,537	3,461,980	280,294	8,385,811

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

7 FIXED ASSETS - TANGIBLE (continued)

The net book amount of assets included £448,858 (1996: £322,894) in respect of assets held under hire purchase contracts. Depreciation charged in the year on those assets amounted to £119,085 (1996: £50,067).

Included in the cost or valuation of freehold property is an amount of £1,050,373, relating to land which has not been depreciated.

	<u>1997</u>	<u> 1996</u>
Analysis of cost and valuation	£	£
Freehold property:	,	
At Cost	44,922	-
At Valuation	3,857,000	3,857,000
	3,901,922	3,857,000
Leasehold property		
At Cost	632,894	603,651
At Valuation	420,000	420,000
	1,052,894	1,023,651

On an historical cost basis, freehold and leasehold property at valuation would have been included at:

1997		1996	
Freehold £	Leasehold £	Freehold £	Leasehold £
2,802,239	403,714	2,802,239	403,714
484,147	151,534	431,806	118,046
2,318,092	252,180	2,370,433	285,668
	Freehold £ 2,802,239 484,147	Freehold Leasehold £ £ 2,802,239 403,714 484,147 151,534	Freehold £ Leasehold £ Freehold £ 2,802,239 403,714 2,802,239 484,147 151,534 431,806

Freehold property was valued at open market value on an existing use basis by a Chartered Surveyor on 30 June 1996.

No value is attributed to unharvested peat deposits contained within the relevant freehold and leasehold properties.

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

8	FIXED ASSET INVESTMENTS	1997 £	<u>1996</u> ₤
	Boothby & Penicuik Peat Co. Limited	2,475,028	2,475,028
	Bark Products (Scotland) Limited	2,500	
		2,477,528	2,475,028

The investment in Boothby and Penicuik Peat Company Limited is in 600,000 ordinary shares of £1 each. This represents 100% of the issued ordinary share capital of the Company. The Company did not trade during the year. The aggregate of Capital and Reserves of the Company at 30 June 1997 is £1,850,261 (1996: £1,850,261). The Company is registered in Great Britain

During the year the investment in Bark Products (Scotland) Limited was transferred from Bark Products Limited, a fellow Group undertaking. The investment is in 2,500 ordinary shares of £1 each. This represents 50% of the issued ordinary share capital of the Company. The company is a pulverised bark processor. The aggregate of Capital and Reserves of the Company at 30 June 1997 is £62,511. The Company is registered in Great Britain.

		1997 £	<u>1996</u> ₤
9	STOCKS		
	Raw materials and consumables	3,359,862	3,330,421
	Finished goods and goods for resale	1,905,434	1,692,069
		5,265,296	5,022,490
10	DEBTORS		
	Due within one year:		
	Trade debtors	7,762,518	6,696,205
	Amounts due from group undertaking	128,705	107,993
	Other debtors	149,308	65,369
	Prepayments and accrued income	126,318	189,448
		8,166,849	7,059,015

Included in other debtors is an amount of £50,000 (1996 £59,000) which is receivable after more than one year.

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

	GD TD TO DG	1997	1996 £
11	CREDITORS	£	æ
	Amounts falling due within one year:		
	Trade creditors	3,885,425	3,903,145
	Amounts due to group undertakings	3,609,103	3,599,599
	Amounts due to associated undertaking	107,416	20,086
	Amounts due to joint venture	92,442	-
	Corporation tax payable 1 April 1998	1,292,500	1,217,880
	Other taxation and social security	778,268	802,296
	Dividends payable	935,000	868,000
	Other creditors	96,010	110,454
	Hire purchase creditor	184,082	117,737
	Accruals and deferred income	1,529,134	1,330,273
		12,509,380	11,969,470
	Amounts falling due after more than one year:		
	Hire purchase creditor	165,075	166,386
	The hire purchase creditors are secured on the assets they relate to.		

12 LEASE COMMITMENTS

Finance leases and hire purchase contracts

The company had obligations under finance leases and hire purchase contracts net of finance charges at the balance sheet date as follows:

Payable within one year	184,082	117,737
Payable between two and five years	165,075	166,386
	349,157	284,123

Operating leases:

The Company has operating lease commitments to pay during the next year in respect of equipment leases which expire.

between two and five years	125,210	157,112

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

13

PROVISION FOR LIABILITIES AN	D CHARGES			
	<u>1997</u>		1996	
	£	£	£	£
Provision for reorganisation costs:				
Opening balance	-		35,502	
Expenditure incurred	-		(544)	
Utilised to reflect permanent diminution in property	-		(25,794)	
Released to profit and loss account	-		(9,164)	
	-	_		_
Deferred Taxation:				
At 1 July 1996	611,000		651,000	
(Credit) to profit and loss account	(97,500)		(40,000)	
At 30 June 1997		513,500		611,000
		513,500		611,000
				
Deferred taxation provision and the amo	ount unprovided co	omprise:		
	<u>199</u>	<u>7</u>	<u>1996</u>	
		Not		Not
	Provision	<u>Provided</u>	Provision	Provided
	£	£	£	£
Accelerated capital allowances	531,000	-	629,300	-
Short term timing differences	(17.500)	_	(18.300)	_

	Provision £	Not <u>Provided</u> £	Provision £	Not <u>Provided</u> £
Accelerated capital allowances	531,000	-	629,300	-
Short term timing differences	(17,500)		(18,300)	
	513,500	-	611,000	-
			======	
			400=	4004

CALLED UP EQUITY SHARE CAPITAL 14

Authorised		
630,000 ordinary shares of £1 each	630,000	630,000
	=	
Allotted, called up and fully paid		
510,000 ordinary shares of £1 each	510,000	510,000

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

15 RESERVES

	Capital reserve	Revaluation reserve	General reserve	Profit and loss account	Total reserves £
At 1 July 1996	124,572	1,942,688	1,091,999	7,744,932	10,904,191
Retained profit for the financial year	-	•	-	1,114,541	1,114,541
At 30 June 1997	124,572	1,942,688	1,091,999	8,859,473	12,018,732

16 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	<u>1997</u> £	<u>1996</u> £
Profit for the financial year	2,409,541	2,356,118
Dividends	1,295,000	1,228,000
	1,114,541	1,128,118
Other movements relating to the year - Revaluation Reserve		(15,807)
Net addition to shareholders' funds	1,114,541	1,112,311
Opening shareholders' funds	11,414,191	10,301,880
Closing shareholders' funds	12,528,732	11,414,191

17 CAPITAL COMMITMENTS

	1997 £	£
Contracted but not provided for	185,000	83,000

18 PARENT AND CONTROLLING COMPANY

The company's controlling and ultimate parent company is William Sinclair Holdings plc which is incorporated in Great Britain and consequently the company is exempt from the obligation to prepare group accounts.

The only group in which the results of William Sinclair Horticulture Limited are consolidated is that headed by William Sinclair Holdings plc. The accounts of that company are available to the public and can be obtained from Firth Road, Lincoln.

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 30 JUNE 1997

19 PENSION SCHEME

The company participates in the pension scheme operated by the parent company. The Group operates a single pension scheme which provides benefits based on final pensionable pay (defined benefit basis) for all eligible employees who joined the scheme prior to 18 November 1996. Eligible employees who joined the scheme after that date have been admitted with their benefits based on contributions made (defined contribution basis). The assets of the scheme are held separately from those of the Group.

The contributions to provide benefits under the defined contribution element of the scheme are decided by the Principal Employer while contributions to provide benefits under the defined benefit element are determined by a qualified actuary on the basis of regular valuations using the projected unit credit method. At the present time there is no difference between the contribution rates, either employer or employee, for the two bases of provision.

Further details of the scheme are given in the financial statements of the parent company.

20 CONTINGENCIES

The company is party to an omnibus guarantee and set off agreement in respect of its own and all other group companies' bank accounts.

21 RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption in FRS8, paragraph 3(c) not to disclose transactions with the parent company, fellow subsidiaries or investees of the group.