## REPORT OF THE DIRECTORS AND

## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 2005

Styles & George LLP
Chartered Accountants and Registered Auditors
Bromley House
Woodford Road
Bramhall
Stockport
Cheshire
SK7 1JN



0614 20/07/05

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# COMPANY INFORMATION FOR THE YEAR ENDED 31ST MARCH 2005

DIRECTORS:

S J Clark

S P Lloyd S Whiteley

K Whiteley

R Tarr

G E Ashcroft A Garrido

D A Hulse

SECRETARY:

S Whiteley

**REGISTERED OFFICE:** 

PO Box 4

Rake Lane

Clifton Junction

Manchester

M27 8LP

**REGISTERED NUMBER:** 

00033221

**AUDITORS:** 

Styles & George LLP

Chartered Accountants and Registered Auditors

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SK7 1JN

BANKERS:

Barclays Bank

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PO BOX 537

51 Mosley Street

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M60 2AU

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST MARCH 2005

The directors present their report with the financial statements of the company for the year ended 31st March 2005.

### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the manufacture and sale of ceramic and terrazzo tiles and associated adhesive products.

#### REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

#### **DIVIDENDS**

An interim dividend of 14.6 pence per share was paid on 1st June 2004. The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 31st March 2005 will be £1,950,000.

#### RESEARCH AND DEVELOPMENT

The company carries out research and development in support of its activities.

#### **DIRECTORS**

The directors during the period under review were:

G E Ashcroft	
S J Clark	
S Whiteley	(Appointed 28.05.04)
K Whiteley	(Appointed 28.05.04)
R Tarr	(Appointed 28.05.04)
S Lloyd	(Appointed 28.05.04)
M L Hughes	(Resigned 28.05.04)
M J Hesketh	(Resigned 28.05.04)
L A Kenworthy-	
Blamire	(Resigned 28.05.04)
D A Hulse	(Resigned 30.09.04)
A Garrido	(Resigned 28.05.04)

The beneficial interest in the issued share capital of the company is made up of the shares owned by each director in the ultimate parent company, Pilkington's Tiles Group Plc, who own 100% of the share capital of Pilkingtons Tiles Limited. These interests are shown in the financial statements of that company.

### COMPANY'S POLICY ON PAYMENT OF CREDITORS

The company does not impose standard payment terms on its suppliers but agrees specific terms with each. It is the company's policy to pay its suppliers in accordance with the terms which have been agreed.

At 31 March 2005 the company had an average of 52 days purchases outstanding in trade creditors (31.03.04: 57 days)

#### POLITICAL AND CHARITABLE CONTRIBUTIONS

During the year the company made charity donations of £NIL (2004: £NIL).

### DISABLED EMPLOYEES

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

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST MARCH 2005

#### **EMPLOYEES**

The board places considerable value on the involvement of its employees and has improved its practice of keeping them informed on matters affecting them as employees and on various matters affecting the performance of the company. Health and Safety Committees are in place at the company's factories.

#### OPERATIONAL REVIEW

The statutory accounts have been prepared on a like-for-like and consistent basis, using the same accounting policies as the previous financial year.

#### CERAMICS DIVISION

The relaunch of the Pilkington's brand was and remains a key initiative of the new management post the acquisition of the business on 28<sup>th</sup> May 2004. This strategy, along with others, has led to the profitable growth in sales seen over the last year. Sales on a like for like basis have risen by 8% or £1.9m to £25.4m. Multiples and specification sales in particular have shown strong growth over the year ended 31<sup>st</sup> March 2004. The objective of providing a total wall and floor tiling solution is now coming to fruition with the launch of a new product portfolio in Spring 2005. Profitable sales growth is expected to continue throughout the next financial year.

Operating profit has improved by £558,000 over the same period last year. Improvement in margins have been achieved through direct sales to the Housebuilders and Multiples sectors in particular. This along with improvements in the efficiency of the company's two factories has brought about this turnaround results.

A profit of £1.5m was also made on the disposal of the company's Poole land to Poole Investments plc. A review of the Group's supplier base remains ongoing and is expected to bring about significant price reductions due to consolidating our requirements into a smaller number of larger key suppliers.

Net debt has also been reduced by £1.2m, down from £2.8m to £1.6m.

### **QUILIGOTTI TERRAZZO DIVISION**

Sales of terrazzo based products have shown a 5% improvement over the same period last year. The improvement was down to slight improvements in supermarket sales but most markedly in the increased use of terrazzo in external domestic landscaping, slip resistant and retail applications. Sales in total rose £0.2m to £3.2m.

Operating profit rose by £202,000 to £404,000 for the year. Margins have been increased through improving selling prices, reducing manpower costs and improving productivity in the terrazzo factory. A new product launch in Spring 2005 will enhance the terrazzo division's product offering still further.

#### BALANCE SHEET

The new Group's balance sheet has benefited significantly from the new management teams acquisition of the operating businesses from the previous parent company. Shareholders funds in Pilkington's Tiles Limited have benefited from new equity injection of £1.9m and the waiver of intercompany balances. This, along with improved company operating cash generation, means the Group now has a net debt of just £1.6m, resulting in gearing of 10.6%.

#### **STRATEGY**

Maximising the profitable growth in sales performance remains the most important strategic aim of the new management team. Existing and new market sectors are being more effectively penetrated through offering a totally comprehensive package of wall and flooring solutions previously not offered by the Group. Gaps in our product portfolio have been filled and new customers targeted in sectors where we have had particularly poor representation in the past. The Premier brand names of Pilkington's and Quiligotti are being promoted through investment in marketing campaigns which will help to lift these brands to levels not experienced for many years.

Focus will also remain on stringent cost control and partnering with key suppliers across all areas of the Group

## OUTLOOK

Significant improvements in performance have been made over the last 10 months through the renewed management focus given post the MBI in May 2004 and the skill and commitment of all of our employees. The new financial year is expected to bring further improvement in the company's results. This is expected to happen as the company's new complete wall and floor product portfolio is launched and penetrates sectors previously not reached.

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST MARCH 2005

#### STATEMENT 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**

The auditors, Styles & George LLP, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD:

R Tarr

Date:

S P Lloyd

### REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF PILKINGTON'S TILES LIMITED

We have audited the financial statements of Pilkington's Tiles Limited for the year ended 31st March 2005 on pages five to twenty two. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As described on page three the company's directors are responsible for the preparation of financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Report of the Directors is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Report of the Directors and consider the implications for our report if we become aware of any apparent misstatements within it.

#### Basis of audit opinion

We conducted our audit in accordance with United Kingdom 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 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 the company's affairs as at 31st March 2005 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Styles & George LLP

Chartered Accountants and Registered Auditor

**Bromley House** Woodford Road

Bramhall

Stockport

Cheshire

SK71JN

Date: 4/7/05

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2005

	Notes	2005 £	2004 £
TURNOVER	2	28,590,855	26,570,000
Expenses		(28,460,478)	(27,598,035)
OPERATING PROFIT/(LOSS)	4	130,377	(1,028,035)
Profit on disposal of fixed assets Interest receivable and similar income		1,500,622 428	3,813 222
		1,631,427	(1,024,000)
Interest payable and similar charges	5	(208,697)	(385,000)
PROFIT/(LOSS) ON ORDINARY ACTI BEFORE TAXATION	VITIES	1,422,730	(1,409,000)
Tax on profit/(loss) on ordinary activities	6	142,000	390,000
PROFIT/(LOSS) FOR THE FINANCIAL AFTER TAXATION	L YEAR	1,564,730	(1,019,000)
Dividends	7	(1,950,000)	
DEFICIT FOR THE YEAR		<u>(385,270)</u>	(1,019,000)

## **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current and previous years.

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31ST MARCH 2005

	2005 £	2004 £
PROFIT/(LOSS) FOR THE FINANCIAL YEAR Realisation on sale of revalued asset Revaluation of fixed assets	1,564,730 2,362,000	(1,019,000) - - - 781,000
TOTAL RECOGNISED GAINS AND LOSSES RELATING TO THE YEAR	3,926,730	(238,000)

## NOTE OF HISTORICAL COST PROFITS AND LOSSES

The difference between the results as disclosed in the profit and loss account and the results on an unmodified historical cost basis is not material.

# BALANCE SHEET 31ST MARCH 2005

		2005	2004
PIVED ACCETS	Notes	£	£
FIXED ASSETS Intangible assets	8	685,500	738,000
Tangible assets	9	8,317,636	14,035,000
Investments	10	9,000	9,000
mvodinents	10		
		9,012,136	14,782,000
CURRENT ASSETS			
Stocks	11	5,301,104	5,302,000
Debtors	12	3,610,046	11,925,000
Cash at bank and in hand		<u>176,011</u>	1,000
		9,087,161	17,228,000
CREDITORS			
Amounts falling due within one year	13	(6,757,720)	(31,133,000)
NET CURRENT ASSETS/(LIABILIT	TIES)	2,329,441	(13,905,000)
TOTAL ASSETS LESS CURRENT LIABILITIES		11,341,577	877,000
CREDITORS			
Amounts falling due after more than	one		
year	14	(353,604)	(935,000)
PROVISIONS FOR LIABILITIES			
AND CHARGES	17	<del>_</del>	(142,000)
		10,987,973	(200,000)
CADITAL AND DECEDING			
CAPITAL AND RESERVES	18	3,334,500	1,435,000
Called up share capital Share premium	19	285,000	285,000
Revaluation reserve	19	<u> </u>	2,362,000
Capital redemption reserve	19	9,673,743	<u> </u>
Profit and loss account	19	(2,305,270)	(4,282,000)
SHAREHOLDERS' FUNDS	21	10,987,973	(200,000)

ON BEHALF OF THE BOARD:

K Whiteley

S P Lloyd

Approved by the Board on ...

11/7/05

R Tarr

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH 2005

N	Notes	2005 £	2004 £
Net cash (outflow)/inflow from operating activities	1	(4,324,487)	3,213,965
Returns on investments and servicing of finance	2	(208,269)	(384,778)
Taxation		4,000	-
Capital expenditure	2	4,148,010	(198,187)
Equity dividends paid		(350,000)	
		(730,746)	2,631,000
Financing	2	889,326	(792,000)
Increase in cash in the period		<u>158,580</u>	1,839,000
Reconciliation of net cash flow to movement in net debt	3		
Increase in cash in the period		158,580	1,839,000
Cash outflow from decrease in debt and lease fina	neing	1,010,174	792,000
Change in net debt resulting from cash flows		1,168,754	2,631,000
Movement in net debt in the perio Net debt at 1st April	d	1,168,754 (2,785,000)	2,631,000 (5,416,000)
Net debt at 31st March		<u>(1,616,246)</u>	(2,785,000)

# 1. RECONCILIATION OF OPERATING PROFIT/(LOSS) TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES

	2005	2004
	£	£
Operating profit/(loss)	1,630,999	(1,024,222)
Depreciation charges	1,522,476	1,880,600
Profit on disposal of fixed assets	(1,500,622)	(5,413)
Decrease/(Increase) in stocks	896	(432,000)
Decrease/(Increase) in debtors	8,310,954	(1,364,000)
(Decrease)/Increase in creditors	(14,289,190)	4,159,000
Net cash (outflow)/inflow from operating activities	(4,324,487)	3,213,965

## 2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2005 £	2004 £
Returns on investments and servicing of finance		
Interest received	428	222
Interest paid	(199,307)	(361,000)
Interest element of hire purchase payments	<u>(9,390)</u>	(24,000)
Net cash outflow for returns on investments and servicing of finance	(208,269)	<u>(384,778</u> )
Capital expenditure		
Purchase of tangible fixed assets	(612,072)	(235,000)
Sale of tangible fixed assets	4,760,082	36,813
Net cash inflow/(outflow) for capital expenditure	4,148,010	(198,187)
Financing		
Loan repayments in year	(1,275,885)	(627,000)
Capital repayments in year	265,711	(165,000)
Share issue	1,899,500	
Net cash inflow/(outflow) from financing	<u>889,326</u>	(792,000)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH 2005

3. ANALYSIS OF CHANGES IN NET	T DEBT		
	At 1.4.04 £	Cash flow	At 31.3.05 £
Net cash: Cash at bank and in hand Bank overdrafts	1,000 (49,000)	175,011 (16,431)	176,011 (65,431)
	(48,000)	158,580	110,580
Debt: Hire purchase	(114,000)	(265,711)	(379,711)
Debts falling due within one year	(1,743,000)	512,555	(1,230,445)
Debts falling due after one year	(880,000)	763,330	(116,670)
	(2,737,000)	1,010,174	(1,726,826)
Total	(2,785,000)	1,168,754	(1,616,246)

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 2005

#### 1. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

The financial statements are prepared under the historical cost convention, modified to include the revaluation of certain fixed assets, and in accordance with applicable accounting standards. The company meets its day to day working capital requirements through a loan facility which is repayable on demand. The company expects to operate within the facility, which is due for renewal in May 2007. These views are based on the Company's plans and projected cash flow information. The directors believe it is therefore appropriate to prepare the financial statements on the going concern basis.

#### Accounting convention

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards.

#### Exemption from preparing consolidated financial statements

The financial statements contain information about Pilkington's Tiles Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under Section 228 of the Companies Act 1985 from the requirements to prepare consolidated financial statements as it and its subsidiary undertakings are included by full consolidation in the consolidated financial statements of its parent, Pilkington's Tiles Group Plc, a company registered in England and Wales.

#### Turnover

Turnover represents the net value of goods and services supplied and work completed on contracts after trade discounts. A prudent assessment of claims and variations considered recoverable is recognised in the financial statements. Any differences between the final settlements on contracts and the turnover previously recognised is included as turnover in the financial statements upon settlement. Turnover excludes VAT.

## Intangible fixed assets

Goodwill arising on the acquisition of businesses is capitalised and amortised over its estimated economic life to a maximum of 20 years. Other intangible fixed assets are initially valued at cost and are also amortised after their economic life. Intangible fixed assets are reviewed for impairment at the end of the first full year following the acquisition and in other periods if events or changes in circumstances indicate that the carrying value may not be recoverable.

If a business is subsequently closed or sold, any goodwill that has not been amortised through the profit and loss account is taken into account in determining the profit or loss on sale or closure.

### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Freehold property

- 4% on cost or revaluation

Plant and machinery

- 5% on cost

Fixtures and fittings

- between 33% and 20% on cost

Motor vehicles

- 20% on cost

The carrying value of fixed assets are reviewed for impairment if events or changes in circumstances indicate that the carrying value may not be recoverable.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

#### 1. ACCOUNTING POLICIES - continued

#### Stocks

Stocks and work in progress are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads.

Stocks and work in progress are stated at the lower of cost and net realisable value. Cost is determined on a first-in first-out basis and includes transport and handling costs. Net realisable value is the price at which stocks can be sold in the normal course of business after allowing for the cost of realisation. Provision is made for obsolete, slow-moving ad defective stocks. Contract costs are recognised in the profit and loss account as incurred.

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more tax, with the exception of deferred tax assets.

Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

## Pensions

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the profit and loss account.

The company also participates in a defined benefit pension scheme which is now closed to new members. The funds are valued every three years by a professionally qualified independent actuary, the rates of contribution payable being determined by the actuary. In the intervening years the actuary reviews the continuing appropriateness of the rates. Pension costs are accounted for in accordance with SSAP 24 on the basis of charging the expected cost of providing pensions over the period during which the group benefits from the employees' services. The effect of variations from regular costs are spread over the expected average remaining lives of members of the scheme.

The transitional provisions of FRS 17 have been applied with appropriate disclosures given in note 22.

#### Leased Assets

Assets held under finance leases are capitalised and depreciated over the useful economic life of the asset. Related liabilities are shown in creditors. Repayments are apportioned between interest and capital to produce a constant rate of charge on the outstanding balance over the period of the lease.

Rentals under operating leases are charged on a straight line basis over the lease term, even if the payments are not made on such a basis.

#### Foreign currencies

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction, or, if hedged, at the forward contract rate. Monetary assets and liabilities denominated in foreign currency are translated at the rates ruling at the period end. Exchange differences arising from the retranslation of foreign currency denominated assets and liabilities together with other exchange differences arising in the period are included in the profit and loss account.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

#### 1. ACCOUNTING POLICIES - continued

### Research and development

Expenditure on research and development is charged to the profit and loss account as incurred.

## 2. TURNOVER

The turnover and profit (2004 - loss) before taxation are attributable to the one principal activity of the company.

An analysis of turnover by geographical market is given below:

2005	2004
£	£
28,047,855	25,925,000
543,000	645,000
<del></del>	
<u>28,590,855</u>	26,570,000
	£ 28,047,855 543,000

Turnover and profit on ordinary activities before taxation are principally attributable to the company's main class of business, the manufacture and sale of ceramic tiles and associated adhesive products, and arises from goods produced in the United Kingdom.

### 3. STAFF COSTS

Wages and salaries Social security costs Other pension costs	2005 £ 6,395,517 581,863 476,918	2004 £ 6,365,947 556,000 487,000
	7,454,298	<u>7,408,947</u>
The average monthly number of employees during the year was as follows:	2005	2004
Production Sales and administration	194 123	203 122
	317	<u>325</u>

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

4.	OPERATING PROFIT/(LOSS)		
	The operating profit (2004 - operating loss) is stated after charging/(crediting):		
	Depreciation - owned assets Depreciation - leased assets Auditors remuneration Profit on disposal of fixed assets Goodwill amortisation Patents and licences amortisation Development costs amortisation	2005 £ 1,469,976 203,375 13,000 (1,500,622) 30,000 5,000 17,500	2004 £ 1,755,000 218,000 42,000 (3,813) 30,000 5,000 17,000
	Directors' emoluments	557,256	391,000
	Information regarding the highest paid director is as follows:	2005 £	2004 £
	Emoluments etc	101,063	181,000
5,	INTEREST PAYABLE AND SIMILAR CHARGES	2005 £	2004 £
	Bank interest Loan	143,718 55,589	361,000
	Leasing	9,390	24,000
		208,697	385,000
6.	TAXATION		
	Analysis of the tax credit The tax credit on the profit on ordinary activities for the year was as follows:	2005 £	2004 £
	Current tax: UK corporation tax	•	61,000
	Adjustments in respect of previous years		(57,000)
	Total current tax	-	4,000
	Deferred tax	(142,000)	(394,000)
	Tax on profit/(loss) on ordinary activities	<u>(142,000)</u>	(390,000)

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

### 6. TAXATION - continued

Factors affecting the tax credit

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2005 £	2004 £
Profit/(loss) on ordinary activities before tax	1,422,730	<u>(1,409,000)</u>
Profit/(loss) on ordinary activities multiplied by the standard rate of corporation tax		
in the UK of 30% (2004 - 30%)	426,819	(422,700)
Effects of:		
Expenses not deductible/(income not taxable) for tax purposes	(432,085)	33,700
(Accelerated)/decelerated capital allowances	(78,074)	(57,000)
Group reliefs surrendered for nil payment	83,340	35,000
Other differences	•	10,000
Tax losses carried forward		405,000
Current tax credit	<u> </u>	4,000

### Factors that may affect future tax charges

Based on current capital investment plans, the company expects depreciation to exceed capital allowances in future years.

No provision has been made for deferred tax in relation to the potential unwind of accelerated capital allowances due to the availability of brought forward tax losses.

## 7. DIVIDENDS

	2005	2004
	£	£
Equity shares:		
Interim	1,950,000	-
	<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

### 8. INTANGIBLE FIXED ASSETS

	Goodwill £	Patents £	Know-how £	Totals £
COST At 1st April 2004 and 31st March 2005	540,168	100,000	350,000	990,168
AMORTISATION At 1st April 2004 Amortisation for year	130,168 30,000	25,000 5,000	97,000 17,500	252,168 52,500
At 31st March 2005	160,168	30,000	114,500	304,668
NET BOOK VALUE At 31st March 2005	380,000	<u>70,000</u>	235,500	685,500
At 31st March 2004	410,000	75,000	253,000	738,000

Goodwill relates to the acquisition of the trade and assets of Woolliscroft Tiles and is being amortised over the directors' estimate of useful economic life of 20 years.

## 9. TANGIBLE FIXED ASSETS

			Fixtures		
	Freehold property	Plant and machinery	and fittings	Motor vehicles	Totals
	£	£	£	£	£
COST OR REVALUATION	~	-	<b></b>	~	<b></b>
At 1st April 2004	5,302,000	30,976,000	1,580,000	310,000	38,168,000
Additions	5,502,000	242,178	239,014	130,880	612,072
Disposals	(5,226,999)	242,170	200,014	(61,425)	(5,288,424)
Disposais	(3,220,333)			(01,423)	(3,200,424)
At 31st March 2005	75,001	31,218,178	1,819,014	379,455	_33,491,648
DEPRECIATION					
At 1st April 2004	440,000	22,161,000	1,423,000	109,000	24,133,000
Charge for year	10,680	1,306,920	89,431	62,945	1,469,976
Eliminated on disposal	(386,417)	, , <u>-</u>	´ -	(42,547)	(428,964)
At 31st March 2005	64,263	23,467,920	1,512,431	129,398	25,174,012
NET BOOK VALUE					
At 31st March 2005	10,738	7,750,258	306,583	250,057	8,317,636
_					
At 31st March 2004	4,862,000	8,815,000	157,000	201,000	14,035,000
=		<del> </del>		<del></del>	

The net book value of plant and machinery above includes an amount of £1,064,000 (31.03.04: £1,035,000) in respect of assets held under finance leases and hire purchase contracts.

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

10. FIXED ASSET INVESTME	XLD.	ASSET	INVESTMENT	
--------------------------	------	-------	------------	--

Investments

£

COST

At 1st April 2004 and 31st March 2005

136,500

**PROVISIONS** 

At 1st April 2004 and 31st March 2005

127,500

**NET BOOK VALUE** 

At 31st March 2005

9,000

At 31st March 2004

9,000

The company's investments at the balance sheet date in the share capital of companies include the following:

Historic City Investments Limited

Nature of business: Dormant

%

Class of shares: Ordinary £1 holding 100.00

Quiligotti Home Products Limited

Nature of business: Dormant

%

Class of shares:

holding

Ordinary £1

100.00

Southampton Flooring and Paving Company Limited

Nature of business: Dormant

%

Class of shares:

holding

Ordinary £1

100.00

Cristofoli (UK) Limited

Nature of business: Dormant

%

Class of shares:

70

Ordinary £1

holding 100.00

Quiligotti Industrial Flooring Limited

Nature of business: Dormant

%

Class of shares:

holding

Ordinary £1

100.00

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

11.	STOCKS	2005	2004
		2005 £	2004 £
	Raw materials	996,807	962,000
	Work-in-progress	393,507	401,000
	Finished goods	3,910,790	3,939,000
		5,301,104	5,302,000
12.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2005	2004
		£	£
	Trade debtors	2,575,798	3,090,000
	Amounts due from group companies	143,882	8,560,000
	Tax	-	4,000
	Prepayments and accrued income	890,366	271,000
		3,610,046	11,925,000
1.0			
13.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2005	2004
		2005 £	2004 £
	Bank loans and overdrafts (see note 15)	1,295,876	1,792,000
	Hire purchase contracts (see note 16)	142,777	59,000
	Trade creditors	3,772,201	3,812,000
	Social security and other taxes	600,672	839,000
	Other creditors	123,847	1,411,000
	Amounts due to group companies	28,673	23,220,000
	Accrued expenses	793,674	
		<u>6,757,720</u>	31,133,000
14.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR		
	- <del></del>	2005	2004
		£	£
	Bank loans (see note 15)	116,670	880,000
	Hire purchase contracts (see note 16)	236,934	55,000
		353,604	935,000

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

15.	LOANS		
	An analysis of the maturity of loans is given below:		
	A manufacture description and a second secon	2005 £	2004 £
	Amounts falling due within one year or on demand: Bank overdrafts Loans	65,431 1,230,445	49,000 1,743,000
		1,295,876	1,792,000
	Amounts falling due between one and two years: Loans	116,670	880,000
16.	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS	2005 £	2004 £
	Net obligations repayable: Within one year Between one and five years	142,777 236,934	59,000 55,000
		379,711	114,000
17.	PROVISION FOR LIABILITIES AND CHARGES	2005 £	2004 £
	Deferred tax		142,000
	Balance at 1st April 2004		Deferred tax £ 142,000
	Prior year adjustment Profit and loss account		(976) (141,024)
	Balance at 31st March 2005		<u>-</u>

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

18.	CALLED UP	SHARE CAPI	TAL				
	Authorised: Number:	Class:			Nominal value:	2005 £	2004 £
	13,338,000 (2004 - 5,738,0	Ordinary 000)			£0.25	3,334,500	1,434,500
	Allotted, issued	d and fully paid Class:	:		Nominal	2005	2004
		<b>,</b>			value:	£	£
	13,338,000 (2004 – 5,738,6	Ordinary 000)			£0.25	3,334,500	1,435,000
19.	RESERVES						
			Profit and loss account £	Share premium £	Revaluation reserve £	Capital reserve £	Totals £
	At 1st April 20	004	(4,282,000)	285,000	2,362,000	-	(1,635,000)
	Deficit for the		(385,270)	-	-	-	(385,270)
	Capital contrib			-	(4.244.000)	9,673,743	9,673,743
	Sale of re-value	ed asset	2,362,000	<u>-</u>	(2,362,000)		
	At 31st March	2005	(2,305,270)	285,000	<del></del>	9,673,743	7,653,473

## 20. ULTIMATE CONTROLLING PARTY

The company's ultimate parent company and controlling party, Pilkington's Tiles Group Plc is registered in England and Wales.

The only group of which Pilkington's Tile Limited is a member and for which group financial statements are drawn up is that headed by Pilkington's Tiles Group Plc.

As a subsidiary undertaking of Pilkington's Tiles Group Plc, the company has taken advantage of the exemption in FRS8 "Related Party Disclosures" not to disclose transactions with other members of the group headed by Pilkington's Tiles Group Plc.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

21.	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS		
		2005 £	2004 £
	Profit/(Loss) for the financial year Dividends	1,564,730 (1,950,000)	(1,019,000)
		(385,270)	(1,019,000)
	Increase in share capital	1,899,500	-
	Revaluation reserve Capital contribution	9,673,743	781,000 
	Net addition/(reduction) to shareholders' funds Opening shareholders' funds	11,187,973 _(200,000)	(238,000)
	Closing shareholders' funds	10,987,973	(200,000)
	Equity interests	10,987,973	(200,000)

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST MARCH 2005

### 22. PENSION

The company is a participating employer in the Pilkington's Tiles Group's defined benefit pension scheme, which is funded by the payment of contributions to a separately administered fund. The pension benefits for the company's employees are provided within the group scheme with company contributions being based on pension costs across the group as a whole. As such the company is unable to identify its share of the underlying assets and liabilities.

Contributions are based on pension costs of the group as a whole and are determined with the advice of an independent qualified actuary on the basis of triennial valuations using the projected unit method. The group scheme also includes a section for a defined contribution scheme.

Pension costs are assessed on the advice of independent qualified actuaries.

The scheme has defined benefit and money purchase sections. The defined benefit section was closed to new accruals on 1 September 2002 and all benefits became deferred in nature, increasing in line with statutory revaluation. Following the closure of the final salary scheme, the Company has agreed to contribute £262,000 per annum to the scheme to clear the past service deficit. This amount will increase each year in line with RPI plus 1%. The Company will also meet the the costs of administering the scheme. The money purchase section is open to new members.

The total pension cost due by the company during the year was £363,000 (2004: £489,000). The contributions due to the scheme at the year end were £94,480 (2004: £NIL).

In accordance with FRS17, the following information relates to the Pilkington's Tiles Group's scheme at 31 March 2005:

	£ 2005	£ 2004
Fair value of scheme assets Present value of scheme liabilities	19,423,000 (24,333,000)	17,704,000 (24,608,000)
Scheme deficit	(4,910,000)	(6,904,000)

The Pilkington's Tiles Pension Scheme also includes a section for a defined contribution pension scheme. The assets of the schemes are held separately from those of the group in independently administered funds. Contributions to the defined contribution section are charged to the profit and loss account as they fall due.