

# GOODWIN PLC

Registered in England and Wales, Number 305907  
Established 1883

## *Directors:*

J. W. Goodwin (*Chairman*)  
R. S. Goodwin (*Managing Director*)  
R. J. Dyer  
P. J. Horton

## *Secretary and registered office:*

Mrs. P. Ashley, B.A., A.C.I.S.  
Ivy House Foundry, Hanley,  
Stoke-on-Trent, ST1 3NR

## *Registrar and share transfer office:*

Computershare Services PLC,  
P.O. Box No. 82,  
Bristol, BS99 7NH

## *Auditors:*

KPMG Audit Plc,  
2 Cornwall Street, Birmingham, B3 2DL

NOTICE IS HEREBY GIVEN that the SIXTY FIFTH ANNUAL GENERAL MEETING of the company will be held at 10.30 am, on Wednesday, 8th November, 2000 at the Saxon Cross Hotel, Sandbach, Cheshire, for the purpose of considering and, if thought fit, passing the following resolutions:

1. To receive the report of the directors and the audited financial statements for the year ended 30th April, 2000 and to approve the payment of a dividend on the ordinary shares.
2. To re-elect Mr. P. J. Horton as a director.
3. To re-appoint KPMG Audit Plc as auditors and to authorise the directors to determine their remuneration.

By Order of the Board,  
P. ASHLEY,  
Secretary.

Registered Office:  
Ivy House Foundry,  
Hanley, Stoke-on-Trent.  
6th October, 2000

## NOTES:

1. A member entitled to attend and vote at the above meeting may appoint a proxy to attend and, on a poll, vote instead of him. A proxy need not be a member of the company. To be valid, the instrument appointing a proxy and the power of attorney or other authority (if any) under which it is signed or a notarially certified copy of such power or authority must be deposited at the registered office of the company not less than 48 hours before the time appointed for the holding of the meeting.
2. None of the directors have service contracts with the company.
3. If approved by shareholders the final dividend will be paid to shareholders on 10th November, 2000.



# GOODWIN PLC

## CHAIRMAN'S STATEMENT

I have pleasure in presenting the Directors' Report and Financial Statements for the year ended 30th April, 2000.

The Group's turnover reduced 18% to £20.7 million (1999: £25.3 million) producing a pre-tax profit of £304,000. The directors propose that a dividend of 1.47p (1999: 2.94p) per share be paid.

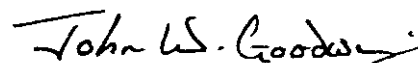
As at 30th April, 2000 the hoped for release in expenditure budgets within the international petroleum, oil and gas industry had not occurred and many of our UK engineering clients had not won their export orders either due to constraints in capital expenditure or due to the strength of sterling. The Group had more success and established closer trade relationships with the USA, the Far East and S.E. Asia. The DM/sterling peaking to 3.40 in May 2000 meant much business was lost in Europe.

The directors do not believe that aligning ourselves with the social policies adopted in many European countries, along with the Euro currency, will in the long term aid our competitiveness and during the year continued effort was sustained to concentrate on other markets. Our efforts to be internationally competitive are further undermined by government policy on high fuel tax, high cost of internet usage caused by auctioning wireless application protocol frequencies used for connectivity and the burden of managing pensions and various tax collections.

By the close of the year our budgeted programme of capital investment in costing cutting and efficiency improving plant was nearing completion and is reflected by the balance sheet increase in fixed assets.

Towards the end of the year the order intake picked up and is now healthy. Progress towards profit levels seen in previous years is expected as a result of the higher oil prices, greater oil and gas company expenditure and the investment we have undertaken to better serve our customers in growth markets.

During the coming year we shall revisit our corporate risk and control analysis in line with the Turnbull requirements with the help of external audit. Much of this is already communicated to employees (and contributed to) through the Group's intranet web sites. The directors have passed a resolution to have the company's shares added to CREST for those wishing to deal in electronic share certificates.



J. W. GOODWIN,  
Chairman.

22nd September, 2000

# GOODWIN PLC

## REPORT OF THE DIRECTORS

The directors have pleasure in presenting their report and audited financial statements for the year ended 30th April, 2000.

### Business review

The principal activity of the Group is mechanical and refractory engineering. The results of the year may be summarised as follows:

	2000 £'000	1999 £'000
Turnover ... ..	20,769	25,364
Profit on ordinary activities before taxation ... ..	304	1,508
Taxation charge ... ..	(110)	(442)
Profit on ordinary activities after taxation ... ..	194	1,066

Comments on the results for the year are given in the chairman's statement.

### Proposed dividends

The directors recommend that an ordinary dividend of 1.47p per share be paid to shareholders on the register at the close of business on 13th October 2000. (1999: 2.94p per share).

### Fixed assets

The directors consider that the market value of the Group's freehold land and buildings is in excess of the values disclosed in the Group balance sheet.

### Directors and directors' interests

The directors of the company who have served during the year are set out below:

J. W. Goodwin  
R. S. Goodwin  
R. J. Dyer  
P. J. Horton

The director retiring in accordance with the Articles is P. J. Horton who, being eligible, offers himself for re-election.

The interests of each director in the share capital of the company are as follows:

	10p ordinary shares 30th April 2000	30th April 1999
<i>Beneficial</i>		
J. W. Goodwin ... ..	301,736	301,736
R. S. Goodwin ... ..	150,868	301,736
J. W. Goodwin and R. S. Goodwin ... ..	1,716,797	1,669,169
J. W. Goodwin and R. S. Goodwin ... ..	1,601,176	1,539,940
R. J. Dyer ... ..	17,500	17,500
P. J. Horton ... ..	115,840	115,840
<i>Non-beneficial</i>		
J. W. Goodwin, R. S. Goodwin and others ...	326,446	435,310

During the period from 1st May, 1999 to 22nd September, 2000 there was no change in the directors' interests.

No director has a service agreement with the company, nor any beneficial interest in the share capital of any subsidiary undertaking.

The company does not have any share option schemes for employees or directors.

### Shareholdings

The company has been notified that, as at 22nd September, 2000, the following had an interest in 3% or more of the issued share capital of the company: J. W. Goodwin and R. S. Goodwin 1,716,797 shares (23.84%), J. W. Goodwin and R. S. Goodwin 1,601,176 shares (22.24%). These shares are registered in the names of J. M. Securities Limited and J. M. Securities (No. 3) Limited respectively. J. W. Goodwin, R. S. Goodwin and others 326,446 shares (4.53%), J. W. Goodwin 301,736 shares (4.19%), J. H. Ridley 510,167 shares (7.09%).

### Donations

Donations by the group for charitable purposes amounted to £390 (1999: £5,282).

### **Employee consultation**

The Group takes seriously its responsibilities to employees and, as a policy, provides employees systematically with information on matters of concern to them. It is also the policy of the Group to consult where appropriate, on an annual basis, employees or their representatives so that their views may be taken into account in making decisions likely to affect their interests.

### **Employment of disabled persons**

The policy of the Group is to offer the same opportunity to disabled people, and those who become disabled, as to all others in respect of recruitment and career advancement, provided their disability does not prevent them from carrying out the duties required of them.

### **Creditor payment policy**

The company has not adopted any formal code or standards on supplier payment practice. The company's policy is to settle payments having negotiated and advised terms and conditions with suppliers on a contract by contract basis. The holding company has no trade creditors at 30th April, 2000.

### **European Monetary Union**

The company already has banking and exchange facilities dealing in the euro and will continue to maintain a flexible scope of operation as it currently does in dealing with contracts in other currencies.

### **Corporate governance**

The directors have considered the requirements of the Combined Code incorporated into the Listing Rules of the Financial Services Authority. The Code covers four broad areas, namely the composition and procedures of the Board, the service contracts and pay of the directors, relations with shareholders, and the directors' responsibilities with respect to accountability and audit.

The Board feels that it should be recognised that what may be appropriate for the larger company may not necessarily be so appropriate for the smaller company, a point raised previously in the Cadbury Code of Best Practice. In view of the Group's present size and proven track record, it is not seen as appropriate to increase further the number of directors on the Board. Accordingly, the Group is unable to comply with aspects of the Code's requirements in terms of non-executive directors and the requirement for an Audit Committee and a Remuneration Committee. All directors, except the Chairman and Managing Director, retire by rotation at least every 3 years.

The remuneration of the directors is considered by the Board as a whole. No director has a service agreement or determines his own salary.

The Board meets at least once a month and retains full responsibility for the direction and control of the Group. There is no formal schedule of matters reserved for the Board. However, acquisitions and disposals of assets, investments and material capital related projects are as a matter of course specifically reserved for Board decision. All directors have access to the Company Secretary.

After making enquiries, the directors have a reasonable expectation that the company and its subsidiaries have adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis in preparing the financial statements.

The Board continues to be conscious of its non-compliance with aspects of the Code and will review the situation in the light of any future Group developments.

### **Internal Financial Control**

The directors are responsible for the Group's system of internal financial control.

A system of internal financial control can provide only reasonable and not absolute assurance of:

- safeguarding of assets against unauthorised use or disposition; and
- the maintenance of proper accounting records and the reliability of financial information used within the business or for publication.

The Board, which comprises four executive directors, meets formally by itself and with subsidiary directors on a regular basis. No non-executive directors are thought appropriate, due to the cost likely to be involved and the improbability of their adding any value to the business. It is considered that the business is most effectively managed by the close personal involvement of the directors in the day to day operations.

The Board meets with an agenda to discuss corporate strategy, to formulate and monitor the progress of business plans for all subsidiaries and to consider business risks faced.

The management philosophy of the Group is to operate its subsidiaries on an autonomous basis with formally defined areas of responsibility and delegation of authority. The Group has put in place formal lines of reporting with subsidiary management meeting with the executive directors on a regular basis.

The board of directors is responsible for the Group's system of internal financial control, which is designed to provide reasonable, but not absolute, assurance against material misstatement or loss.

Strict financial and other controls are exercised by the Group over the operating subsidiaries. They include:

- preparation of subsidiary and Group business plans which includes the identification of, and the assessment of, business and financial risks;
- monitoring of actual results compared with budgets and business plans;
- operating treasury transactions as non-profit making and limiting authority to:
  - hedging foreign exchange exposure in as risk averse way as possible; and
  - the negotiation and management of the Group's cash, borrowing and bank facilities;
- defined procedures for the appraisal, review and authorisation of capital expenditure.

The Board has reviewed the effectiveness of the Group's system of internal financial control.

#### **Directors' remuneration**

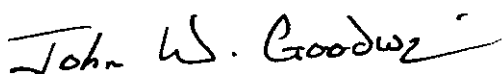
The Group's policy is to provide a remuneration package to executive directors to attract, retain and motivate individuals of the calibre required, and to ensure that the Group is managed successfully in a manner appropriate to the company's size. This is currently provided in the form of a basic salary and suitable benefits in kind. In forming its policy, the Board has given full consideration to the Code's best practice provisions on remuneration policy, service contracts and compensation and has considered the remuneration levels of directors of similar companies. In view of the directors' significant personal shareholdings in the company the Board do not have at present a performance related element within their remuneration.

Details of each element of the directors' remuneration are given in note 5 to the financial statements. Pension contributions are made where applicable into defined contribution schemes. No director has a service contract and there are no share option schemes or other long term incentive schemes.

#### **Auditors**

In accordance with Section 384 of the Companies Act 1985, a resolution is to be proposed at the Annual General Meeting for the re-appointment of KPMG Audit Plc as auditors of the company.

Approved by the Board of directors and signed on its behalf by:  
J. W. GOODWIN,  
Chairman.



Ivy House Foundry,  
Hanley, Stoke-on-Trent,  
ST1 3NR

22nd September, 2000

## 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 Group and of the profit or loss 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 Group 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 enable them to ensure that the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Group and to prevent and detect fraud and other irregularities.

## REPORT OF THE AUDITORS

to the Members of

**GOODWIN PLC**

We have audited the financial statements on pages 7 to 20.

### Respective responsibilities of directors and auditors

The directors are responsible for preparing the Annual Report, including as described above the financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibilities, as independent auditors, are established in the United Kingdom by statute, the Auditing Practices Board, the Listing Rules of the Financial Services Authority, and by our profession's ethical guidance.

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. We also report to you if, in our opinion, the directors' report 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 or the Listing Rules regarding directors' remuneration and transactions with the company is not disclosed.

We review whether the statement on page 4 reflects the company's compliance with those provisions of the Combined Code specified for our review by the Stock Exchange, and we report if it does not. We are not required to form an opinion on the effectiveness of the company's corporate governance procedures or its internal controls.

We read the other information contained in the Annual Report, including the corporate governance statement, and consider whether it is consistent with the audited financial statements. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements.

### Basis of audit 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 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 Group'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 and the Group as at 30th April, 2000 and of the profit of the Group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

22nd September, 2000

*KPMG Audit Plc*

KPMG Audit Plc  
Chartered Accountants  
Registered Auditor  
Birmingham

**GOODWIN PLC**

### GROUP PROFIT AND LOSS ACCOUNT

**For the year ended 30th APRIL, 2000**

											2000 £'000	1999 £'000
<b>TURNOVER</b>	...	...	...	...	...	...	...	...	...	Note 2	<b>20,769</b>	25,364
Cost of sales	...	...	...	...	...	...	...	...	...		<b>(16,929)</b>	(19,845)
<b>GROSS PROFIT</b>	...	...	...	...	...	...	...	...	...		<b>3,840</b>	5,519
Distribution costs	...	...	...	...	...	...	...	...	...		<b>(730)</b>	(804)
Administrative expenses	...	...	...	...	...	...	...	...	...		<b>(2,557)</b>	(3,036)
<b>OPERATING PROFIT</b>	...	...	...	...	...	...	...	...	...		<b>553</b>	1,679
Share of (loss)/profit of associated undertaking	...	...	...	...	...	...	...	...	...		<b>(32)</b>	25
Net interest payable	...	...	...	...	...	...	...	...	...	3	<b>(217)</b>	(196)
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	...	...	...	...	...	...	...	...	...	4	<b>304</b>	1,508
Tax on profit on ordinary activities	...	...	...	...	...	...	...	...	...	7	<b>(110)</b>	(442)
<b>PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION</b>	...	...	...	...	...	...	...	...	...		<b>194</b>	1,066
Minority interests - equity	...	...	...	...	...	...	...	...	...		<b>(8)</b>	(14)
<b>PROFIT FOR THE FINANCIAL YEAR</b>	...	...	...	...	...	...	...	...	...	8	<b>186</b>	1,052
Proposed ordinary dividend	...	...	...	...	...	...	...	...	...	9	<b>(106)</b>	(212)
<b>RETAINED PROFIT FOR THE FINANCIAL YEAR</b>	...	...	...	...	...	...	...	...	...		<b>80</b>	840
<b>EARNINGS PER ORDINARY SHARE</b>	...	...	...	...	...	...	...	...	...	10	<b>2.58p</b>	14.61p

A statement of movement on reserves is given in note 20.

All of the Group's activities related to continuing operations.

# GOODWIN PLC

## BALANCE SHEETS

At 30th APRIL, 2000

										Group		Company		
										2000	1999	2000	1999	
										£'000	£'000	£'000	£'000	
										Notes				
FIXED ASSETS														
Tangible assets	...	...	...	...	...	...	...	11 & 12		6,121	4,297	748	859	
Investments	...	...	...	...	...	...	...	13		66	91	1,073	1,073	
											<u>6,187</u>	<u>4,388</u>	<u>1,821</u>	<u>1,932</u>
CURRENT ASSETS														
Stocks	...	...	...	...	...	...	...	14		3,409	3,514	-	-	
Debtors	...	...	...	...	...	...	...	15		4,912	4,936	3,844	2,878	
Cash at bank and in hand				...	...	...	...			79	462	2	219	
											<u>8,400</u>	<u>8,912</u>	<u>3,846</u>	<u>3,097</u>
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR									16	(7,313)	(6,191)	(1,897)	(1,259)	
											<u>1,087</u>	<u>2,721</u>	<u>1,949</u>	<u>1,838</u>
NET CURRENT ASSETS														
TOTAL ASSETS LESS CURRENT LIABILITIES										7,274	7,109	3,770	3,770	
CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR														
	...	...	...	...	...	...	...	17(e)		(100)	(153)	-	-	
PROVISIONS FOR LIABILITIES AND CHARGES									18	(505)	(371)	(37)	(44)	
											<u>6,669</u>	<u>6,585</u>	<u>3,733</u>	<u>3,726</u>
NET ASSETS														
CAPITAL AND RESERVES														
Called up share capital	...	...	...	...	...	...	...	19		720	720	720	720	
Profit and loss account	...	...	...	...	...	...	...	20		5,923	5,846	3,013	3,006	
											<u>6,643</u>	<u>6,566</u>	<u>3,733</u>	<u>3,726</u>
SHAREHOLDERS' FUNDS - EQUITY				...	...	...	...			26	19	-	-	
MINORITY INTERESTS - EQUITY				...	...	...	...							
											<u>6,669</u>	<u>6,585</u>	<u>3,733</u>	<u>3,726</u>

These financial statements were approved by the Board of directors on 22nd September, 2000 and signed on its behalf by:

J. W. GOODWIN }  
R. S. GOODWIN } Directors

*John W. Goodwin*  
*R. S. Goodwin*

# GOODWIN PLC

## GROUP CASH FLOW STATEMENT For the year ended 30th APRIL, 2000

										2000 £'000	1999 £'000
						Note					
<b>NET CASH INFLOW FROM OPERATING ACTIVITIES</b>	...	...	...	...	...	22				<b>1,242</b>	2,005
<b>RETURNS ON INVESTMENTS AND SERVICING OF FINANCE</b>	...	...	...	...	...	23				<b>(217)</b>	(196)
<b>TAXATION</b>	...	...	...	...	...	...				<b>(367)</b>	(382)
<b>CAPITAL EXPENDITURE</b>	...	...	...	...	...	...	23			<b>(2,005)</b>	(734)
<b>EQUITY DIVIDENDS PAID</b>	...	...	...	...	...	...				<b>(212)</b>	(212)
<b>CASH (OUTFLOW)/INFLOW BEFORE FINANCING</b>	...	...	...	...	...	...				<b>(1,559)</b>	481
<b>FINANCING</b>	...	...	...	...	...	...	23			<b>(53)</b>	(58)
<b>(DECREASE)/INCREASE IN CASH IN THE PERIOD</b>	...	...	...	...	...	...				<b>(1,612)</b>	423
<b>RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT</b>											
(Decrease)/increase in cash in the period	...	...	...	...	...	...				<b>(1,612)</b>	423
Cash outflow from lease financing	...	...	...	...	...	...				<b>53</b>	58
Change in net debt resulting from cash flows	...	...	...	...	...	24				<b>(1,559)</b>	481
Foreign exchange translation difference	...	...	...	...	...	24				<b>4</b>	24
<b>MOVEMENT IN NET DEBT IN THE PERIOD</b>	...	...	...	...	...	...				<b>(1,555)</b>	505
Net debt at start of year	...	...	...	...	...	...	24			<b>(513)</b>	(1,018)
<b>NET DEBT AT END OF YEAR</b>	...	...	...	...	...	...	24			<b>(2,068)</b>	(513)

# GOODWIN PLC

## OTHER PRIMARY FINANCIAL STATEMENTS

For the year ended 30th APRIL, 2000

### GROUP STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

	2000	1999
	£'000	£'000
Profit for the financial year ... ..	186	1,052
Exchange adjustments on foreign currency net investments ... ..	(3)	16
Total recognised gains and losses for the financial year ... ..	<u>183</u>	<u>1,068</u>

### NOTE OF HISTORICAL COST PROFITS AND LOSSES

There is no difference between the result as disclosed in the Group profit and loss account and the results on an unmodified historical cost basis.

### RECONCILIATION OF MOVEMENTS IN GROUP SHAREHOLDERS' FUNDS

	2000	1999
	£'000	£'000
Profit for the financial year ... ..	186	1,052
Dividends ... ..	(106)	(212)
	<u>80</u>	<u>840</u>
Other recognised gains and losses relating to the year (net) ... ..	(3)	16
Goodwill arising on acquisition ... ..	-	1
<b>NET ADDITION TO SHAREHOLDERS' FUNDS</b> ... ..	<b>77</b>	<b>857</b>
Opening shareholders' funds ... ..	<u>6,566</u>	<u>5,709</u>
<b>CLOSING SHAREHOLDERS' FUNDS</b> ... ..	<b>6,643</b>	<b>6,566</b>

## 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 these financial statements:

#### (a) Basis of accounting

The financial statements have been prepared under the historical cost accounting rules and in accordance with applicable Accounting Standards.

#### (b) Consolidation principles

- (i) The Group financial statements include the results of the parent company and all of its subsidiary undertakings made up to 30th April.
- (ii) Goodwill, representing the excess of the fair value of consideration given on the acquisition of subsidiary undertakings over the fair value of the identifiable net assets acquired is written off against reserves on acquisition. This goodwill would be charged or credited in the profit and loss account on disposal of the business to which it relates.
- (iii) The company is not required to present its profit and loss account in addition to the consolidated profit and loss account.
- (iv) For associated undertakings, the Group includes its share of profits and losses in the consolidated profit and loss account and its share of post acquisition retained profits or accumulated deficits in the consolidated balance sheet.

#### (c) Depreciation

Depreciation is calculated so as to write down the cost of fixed assets to their anticipated residual value over their estimated useful lives. The method of calculation and the annual rates applied are as follows:

Freehold land	...	...	...	...	Nil
Freehold buildings – Industrial	...	...	...	...	2% or 2½% on cost
Leasehold property	...	...	...	...	Over period of lease
Plant and machinery	...	...	...	...	15% or 25% on reducing balance
Motor vehicles	...	...	...	...	15% or 25% on reducing balance
Tooling	...	...	...	...	Over estimated production life

#### (d) Stock and work in progress

Stock and work in progress is valued at the lower of cost and net realisable value. In determining the cost of raw materials the FIFO method is used. For work in progress and finished goods manufactured by the Group, cost is taken as production cost, which includes an appropriate proportion of attributable overheads. Net realisable value is based on the estimated selling price less further costs of completion and selling expenses.

#### (e) Foreign exchange

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated using the rate of exchange ruling at the balance sheet date and the gains and losses on translation are included in the profit and loss account.

For consolidation purposes the assets and liabilities of overseas subsidiary undertakings are translated at the closing exchange rates. Exchange differences arising on these translations are taken to reserves, net of exchange differences arising on related foreign currency borrowings.

#### (f) Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Provision is made for deferred taxation only to the extent that it is probable that an actual liability will crystallise.

Deferred taxation is not provided on earnings retained in overseas subsidiary undertakings as it is not expected that an actual liability will arise.

#### (g) Leasing

Where the company enters into a lease which entails taking substantially all the risks and rewards of ownership of an asset, the lease is treated as a 'finance lease'. The asset is recorded in the balance sheet as a tangible fixed asset and is depreciated over its estimated useful life, or the term of the lease, whichever is shorter. Future instalments under such leases, net of finance charges, are included with creditors. Rentals payable are apportioned between the finance element, which is charged to the profit and loss account, and the capital element which reduces the outstanding obligation for future instalments.

All other leases are accounted for as 'operating leases' and the rental charges are charged to the profit and loss account on a straight line basis over the life of the lease.

#### (h) Pension costs

The Group contributes to a number of defined contribution pension schemes for certain senior employees. The assets of these schemes are held in independently administered funds. Group pension costs are charged to the profit and loss account in the year for which contributions are payable.

## NOTES TO THE FINANCIAL STATEMENTS *(continued)*

### 2. Turnover

Turnover represents the amounts receivable for goods and services supplied to customers. It excludes inter-company transactions and value added tax.

										2000	1999
										£'000	£'000
The analysis of turnover by destination is as follows:											
United Kingdom	...	...	...	...	...	...	...	...	...	9,058	11,836
Rest of Europe	...	...	...	...	...	...	...	...	...	3,784	5,937
Rest of World	...	...	...	...	...	...	...	...	...	7,927	7,591
										<u>20,769</u>	<u>25,364</u>

The geographical source of all turnover is the U.K.

### 3. Net interest payable

										2000	1999
										£'000	£'000
Interest payable on overdrafts	...	...	...	...	...	...	...	...	...	218	201
Finance lease interest	...	...	...	...	...	...	...	...	...	11	17
Less: Interest receivable on bank deposits	...	...	...	...	...	...	...	...	...	(12)	(22)
										<u>217</u>	<u>196</u>

### 4. Profit on ordinary activities before taxation

The profit on ordinary activities before taxation is stated after charging the following:

										2000	1999
										£'000	£'000
Depreciation and amortisation of tangible fixed assets											
- owned	...	...	...	...	...	...	...	...	...	734	657
- held under finance lease	...	...	...	...	...	...	...	...	...	29	35
Operating lease rentals - short term plant hire	...	...	...	...	...	...	...	...	...	26	18
- other	...	...	...	...	...	...	...	...	...	17	20
Auditors' remuneration and expenses											
- Group	...	...	...	...	...	...	...	...	...	36	36
										<u>36</u>	<u>36</u>

Fees charged by the company's auditors in respect of work carried out in the year for Group non audit services amounted to £10,500 (1999: £10,900). The audit fee for the company itself amounted to £9,600 (1999: £9,600).

In the opinion of the directors the Group only has one principal trading activity and therefore they do not consider there to be any requirement for segmental disclosure under SSAP 25 on the basis of materiality.

### 5. Directors' Remuneration

The remuneration of the directors of the company was:

				Salary	Salary	Benefits	Total	Total	Pension	Pension
				1999	2000	in kind	2000	1999	contrib-	contrib-
				£'000	£'000	£'000	£'000	£'000	utions	utions
									2000	1999
									£'000	£'000
<b>Executive directors</b>										
J. W. Goodwin	...	...	...	102	104	17	121	116	8	8
R. S. Goodwin	...	...	...	102	104	17	121	116	8	8
R. J. Dyer	...	...	...	49	51	12	63	60	16	16
P. J. Horton	...	...	...	65	76	12	88	76	-	-
				<u>318</u>	<u>335</u>	<u>58</u>	<u>393</u>	<u>368</u>	<u>32</u>	<u>32</u>

Pension contributions comprise contributions to money purchase pension schemes.

## NOTES TO THE FINANCIAL STATEMENTS (continued)

### 6. Staff numbers and costs

The average number of persons employed by the Group (including directors) during the year, analysed by category, was as follows:

		2000 Number	1999 Number
Works personnel	...	330	358
Administrative staff	...	28	27
		<b>358</b>	<b>385</b>

The aggregate payroll costs of these persons were as follows:

		£'000	£'000
Wages and salaries	...	6,356	6,715
Social security costs	...	605	663
Other pension costs	...	32	32
		<b>6,993</b>	<b>7,410</b>

### 7. Tax on profit on ordinary activities

Taxation charge based on the profit for the year of the group:

		2000 £'000	1999 £'000
U.K. corporation tax at 20% to 30% (1999: 21% to 31%)	...	(18)	417
Associated undertaking	...	(6)	5
Deferred taxation charge - current year	...	148	27
- prior year	...	(14)	(7)
		<b>110</b>	<b>442</b>

### 8. Profit for the financial year

The consolidated profit for the financial year includes a profit of £113,000 (1999: £484,000) which has been dealt with in the financial statements of the parent company.

### 9. Proposed dividend

The proposed ordinary dividend of £105,840 (1999: £211,680) represents 1.47p per share (1999: 2.94p per share).

### 10. Earnings per ordinary share

The earnings per ordinary share has been calculated on profit on ordinary activities after taxation and minority interests of £186,000 (1999: £1,052,000) and by reference to the 7,200,000 ordinary shares in issue throughout both years. The company has no share options or other diluting instruments and accordingly there is no diluted earnings per share.

### 11. Tangible fixed assets of the Group

	Land and buildings Freehold £'000	Land and buildings Short leasehold £'000	Plant and machinery £'000	Fixtures, fittings, tools and equipment £'000	Assets in course of construction £'000	Total £'000
<b>Cost</b>						
At beginning of year	1,269	35	7,085	1,883	-	10,272
Additions	-	-	665	93	1,854	2,612
Disposals	-	-	(159)	-	-	(159)
Exchange adjustments	19	-	6	-	-	25
At end of year	1,288	35	7,597	1,976	1,854	12,750
Depreciable assets	981	35	7,597	1,976	-	10,589
<b>Depreciation and amortisation</b>						
At beginning of year	463	16	4,157	1,339	-	5,975
Charged in year	28	1	567	138	-	734
Disposals	-	-	(88)	-	-	(88)
Exchange adjustments	4	-	4	-	-	8
At end of year	495	17	4,640	1,477	-	6,629
<b>Net book value</b>						
At 30th April, 2000	793	18	2,957	499	1,854	6,121
At 30th April, 1999	806	19	2,928	544	-	4,297

The net book value of plant and machinery held under finance leases at 30th April, 2000 was £166,175 (1999: £195,500). Depreciation for the year on these assets was £29,325.

**NOTES TO THE FINANCIAL STATEMENTS** (continued)

**12. Tangible fixed assets of the company**

				Land and buildings Freehold £'000	Land and buildings Short leasehold £'000	Plant and machinery £'000	Fixtures, fittings, tools and equipment £'000	Total £'000
<b>Cost</b>								
At beginning of year	...	...	...	633	35	283	1,373	2,324
Additions	...	...	...	-	-	32	12	44
Disposals	...	...	...	-	-	(56)	-	(56)
At end of year	...	...	...	633	35	259	1,385	2,312
Depreciable assets	...	...	...	590	35	259	1,385	2,269
<b>Depreciation and amortisation</b>								
At beginning of year	...	...	...	280	16	158	1,011	1,465
Charged in year	...	...	...	15	1	24	85	125
Disposals	...	...	...	-	-	(26)	-	(26)
At end of year	...	...	...	295	17	156	1,096	1,564
<b>Net book value</b>								
At 30th April, 2000	...	...	...	338	18	103	289	748
At 30th April, 1999	...	...	...	353	19	125	362	859

**13. Investments**

(a) **Group**

												Interest in associated undertaking £'000
<b>Cost</b>												
At beginning and end of year	...	...	...	...	...	...	...	...	...	...	...	50
<b>Share of post acquisition reserves</b>												
At beginning of year	...	...	...	...	...	...	...	...	...	...	...	41
Share of loss for year	...	...	...	...	...	...	...	...	...	...	...	(25)
At end of year	...	...	...	...	...	...	...	...	...	...	...	16
<b>Net book value</b>												
At 30th April, 2000	...	...	...	...	...	...	...	...	...	...	...	66
At 30th April, 1999	...	...	...	...	...	...	...	...	...	...	...	91

(b) **Company**

						Subsidiary undertakings £'000	Interest in associated undertaking £'000	Total £'000
<b>Cost and net book value</b>								
At beginning and end of year...	...	...	...	...	...	1,023	50	1,073

# **NOTES TO THE FINANCIAL STATEMENTS (continued)**

## **13. Investments (continued)**

### **(c) Investments of the company in shares in subsidiary undertakings**

The company is the beneficial owner of the issued share capital of the following principal subsidiary undertakings, all of which are included in the consolidation:

<i>Subsidiary undertakings</i>	<i>Country of Incorporation and operation</i>	<i>Type of shares</i>	<i>% held</i>
Goodwin International Limited ... ..	Great Britain	Ordinary	100
		Preference	100
Goodwin Steel Castings Limited ... ..	Great Britain	Ordinary	100
Hoben International Limited ... ..	Great Britain	Ordinary	100
		Preference	100
Hoben Industrial Minerals Limited ... ..	Great Britain	Ordinary	100
Easat Antennas Limited ... ..	Great Britain	Ordinary	87½
Internet Central Limited ... ..	Great Britain	Ordinary	82½
Goodwin GmbH ... ..	Germany	Ordinary	100
Goodwin Korea Co. Limited ... ..	South Korea	Ordinary	95

All of the companies are involved in mechanical and refractory engineering.

The overseas subsidiaries act as sales agents for the UK manufacturing subsidiaries.

### **(d) Interest in associated undertaking**

The interest in associated undertaking at 30th April, 2000 comprises the company's investment of 50% in the ordinary share capital of Wiggin Alloy Products Limited. The principal activity of Wiggin Alloy Products Limited is the distribution of metal alloys to the UK market. It is incorporated in Great Britain, is registered in England and Wales and has £100,000 of issued ordinary shares of £1 each.

## **14. Stocks**

	<b>Group</b>	
	<b>2000</b>	1999
	<b>£'000</b>	<b>£'000</b>
Raw materials and consumables ... ..	<b>1,902</b>	2,152
Work in progress ... ..	<b>922</b>	920
Finished goods and goods for resale ... ..	<b>640</b>	617
	<b>3,464</b>	3,689
Payments on account ... ..	<b>(55)</b>	(175)
	<b>3,409</b>	3,514

## **15. Debtors**

	<b>Group</b>	<b>Company</b>	
	<b>2000</b>	1999	<b>2000</b>
	<b>£'000</b>	<b>£'000</b>	<b>£'000</b>
Trade debtors ... ..	<b>4,615</b>	4,377	<b>32</b>
Amounts owed by associated undertakings ... ..	<b>129</b>	71	<b>-</b>
Amounts owed by subsidiary undertakings ... ..	<b>-</b>	-	<b>3,777</b>
Other debtors ... ..	<b>67</b>	388	<b>15</b>
Prepayments and accrued income ... ..	<b>101</b>	100	<b>20</b>
	<b>4,912</b>	4,936	<b>3,844</b>
	<b>4,912</b>	4,936	<b>3,844</b>

# **NOTES TO THE FINANCIAL STATEMENTS** (continued)

## **16. Creditors: amounts falling due within one year**

	Group		Company	
	2000	1999	2000	1999
	£'000	£'000	£'000	£'000
Bank overdrafts ... ..	1,997	772	1,483	591
Obligations under finance leases (note 17e) ...	50	50	-	-
Payments received on account ... ..	239	185	-	-
Trade creditors ... ..	4,067	3,620	-	-
Amounts owed to subsidiary undertakings ...	-	-	55	126
Other creditors including taxation and social security:				
Corporation tax ... ..	46	402	-	(4)
Other taxes ... ..	237	256	47	35
Social Security ... ..	184	184	20	17
Other creditors ... ..	60	56	-	-
	527	898	67	48
Accruals and deferred income ... ..	327	454	186	282
Proposed dividends ... ..	106	212	106	212
	<u>7,313</u>	<u>6,191</u>	<u>1,897</u>	<u>1,259</u>

## **17. Financial instruments**

### (a) **Financial assets**

The Group's financial assets, excluding short-term debtors, consist mainly of Sterling, Euro and Korean Won denominated cash at bank which earns interest at rates related to bank base rates.

### (b) **Financial liabilities**

The Group's financial liabilities, excluding short-term creditors, are set out below. Floating rate financial liabilities comprise Sterling, Euro, and US Dollar denominated bank loans, leases and overdrafts. The floating rate financial liabilities bear interest at rates related to bank base rates.

Currency	Floating rate financial liabilities	
	2000	1999
	£'000	£'000
Sterling ... ..	1,906	687
Euro block currencies ... ..	48	28
US Dollar ... ..	193	260
Total ... ..	<u>2,147</u>	<u>975</u>

### (c) **Interest rate risk**

The Group is subject to fluctuations in interest rates on its borrowings and surplus cash. The Group is aware of the financial products available to insure against adverse movements in interest rates. Formal reviews are undertaken to determine whether such instruments are appropriate for the Group. No such instruments were utilised in the year to 30th April, 2000.

### (d) **Currency exposure**

The Group is subject to fluctuations in exchange rates on its net investments overseas and transactional monetary assets and liabilities not denominated in the operating (or 'functional') currency of the operating unit involved. The Group's policy is to hedge, where practical, the net asset value of overseas investments. This hedging is currently achieved through borrowings in the respective currencies.

The table overleaf shows the Group's transactional currency exposures which give rise to the net currency gains and losses recognised in the profit and loss account. This exposure is managed using forward contracts. There is no internal policy requirement to take out exchange rate hedging on the Group's transactional monetary assets and liabilities although, when it is believed market conditions necessitate such hedging, then appropriate arrangements would be made.

There were no material gains or losses on instruments used for exchange rate hedging either during or at the end of the year.

# **NOTES TO THE FINANCIAL STATEMENTS** (continued)

## **17. Financial Instruments** (continued)

**30th April, 2000**

Net foreign currency monetary assets/(liabilities) in £'000

	<b>Sterling 2000</b>	<b>Euro block currencies 2000</b>	<b>Other 2000</b>	<b>Total 2000</b>
<b>Functional currency of Group operation</b>				
Sterling ... ..	—	(22)	25	3
Korean Won ... ..	(295)	—	—	(295)
<b>Total ... ..</b>	<b>(295)</b>	<b>(22)</b>	<b>25</b>	<b>(292)</b>

**30th April, 1999**

Net foreign currency monetary assets/(liabilities) in £'000

	<b>Sterling 1999</b>	<b>Euro block currencies 1999</b>	<b>Other 1999</b>	<b>Total 1999</b>
<b>Functional currency of Group operation</b>				
Sterling ... ..	—	188	4	192
Korean Won ... ..	(467)	—	—	(467)
<b>Total ... ..</b>	<b>(467)</b>	<b>188</b>	<b>4</b>	<b>(275)</b>

The amounts shown above take into account the effect of forward contracts the Group had taken out to hedge expected future foreign currency purchases.

## (e) **Maturity profile**

At 30th April 2000, the maturity profile of the Group's financial liabilities, other than short-term creditors such as trade creditors and accruals were as follows:

	<b>Overdrafts £'000</b>	<b>Finance leases and hire purchase agreements £'000</b>	<b>2000 Total £'000</b>	<b>1999 Total £'000</b>
<b>Borrowings analysed by maturity date</b>				
Borrowings due within one year ... ..	1,997	50	<b>2,047</b>	822
Borrowings due after one year				
Between one and two years ... ..	—	50	<b>50</b>	103
Between two and five years ... ..	—	50	<b>50</b>	50
<b>Total borrowings due after one year ...</b>	<b>—</b>	<b>100</b>	<b>100</b>	<b>153</b>
<b>Total ... ..</b>	<b>1,997</b>	<b>150</b>	<b>2,147</b>	<b>975</b>

At 30th April 2000 the Group had the following undrawn committed facilities, with an average maturity of 8 months, in respect of which all conditions precedent had been met:

	<b>£'000</b>
Expiring in one year or less ... ..	2,365
Expiring between one or two years ... ..	1,662
	<b>4,027</b>

## (f) **Fair values**

At 30th April 2000, the fair value of the Group's financial instruments was not materially different to the book value of the instruments. The fair value was calculated using market rates where available, otherwise cash flows were discounted at prevailing rates.

# **NOTES TO THE FINANCIAL STATEMENTS** (continued)

## **18. Provisions for liabilities and charges**

	Deferred taxation	
	Group	Company
	£'000	£'000
Balance at beginning of year ... ..	371	44
Charge for the year in the profit and loss account ... ..	134	(7)
Balance at end of year ... ..	<u>505</u>	<u>37</u>

The amount provided for deferred taxation, which is the full potential liability calculated on the liability method at 30% (1999: 30%), is set out below:

	Group		Company	
	2000	1999	2000	1999
	£'000	£'000	£'000	£'000
Difference between accumulated depreciation and amortisation and capital allowances ...	505	371	37	44
	<u>505</u>	<u>371</u>	<u>37</u>	<u>44</u>

## **19. Share capital**

	2000	1999
	£'000	£'000
Authorised, allotted, called up and fully paid: 7,200,000 ordinary shares of 10p each ... ..	<u>720</u>	<u>720</u>

## **20. Profit and loss account**

	Group	Company
	£'000	£'000
At beginning of year ... ..	5,846	3,006
Retained profit for the year ... ..	80	7
Exchange loss on re-translation of overseas subsidiaries' net assets ... ..	(3)	-
At end of year ... ..	<u>5,923</u>	<u>3,013</u>

Cumulative goodwill in the Group amounting to £248,000 (1999: £248,000) arising on the acquisition of subsidiary undertakings has been written off against reserves.

## **21. Reconciliation of movements in shareholders' funds**

	2000	1999
	£'000	£'000
<b>Company</b>		
Profit for the financial year ... ..	113	484
Dividends ... ..	(106)	(212)
Net additions to shareholders' funds ... ..	<u>7</u>	<u>272</u>
Opening shareholders' funds ... ..	<u>3,726</u>	<u>3,454</u>
Closing shareholders' funds ... ..	<u>3,733</u>	<u>3,726</u>

## **22. Reconciliation of operating profit to net cash flow from operating activities**

	2000	1999
	£'000	£'000
Operating profit ... ..	553	1,679
Depreciation charges ... ..	734	692
Loss on disposal of fixed assets ... ..	7	1
Decrease in stocks ... ..	113	1,227
Decrease in debtors ... ..	38	1,037
Decrease in creditors ... ..	(203)	(2,631)
Net cash inflow from operating activities ... ..	<u>1,242</u>	<u>2,005</u>

**NOTES TO THE FINANCIAL STATEMENTS** (continued)

**23. Analysis of cash flows**

	<b>2000</b> <b>£'000</b>	<b>1999</b> <b>£'000</b>
<b>Returns on investments and servicing of finance</b>		
Interest received ... ..	<b>12</b>	22
Interest paid ... ..	<b>(218)</b>	(201)
Interest element of finance lease rental payments ... ..	<b>(11)</b>	(17)
Net cash outflow for returns on investment and servicing of finance ...	<b>(217)</b>	(196)
<b>Capital expenditure</b>		
Purchase of tangible fixed assets ... ..	<b>(2,069)</b>	(750)
Sale of plant and machinery ... ..	<b>64</b>	16
Net cash outflow for capital expenditure ... ..	<b>(2,005)</b>	(734)
<b>Financing</b>		
Capital element of finance lease repayments ... ..	<b>(53)</b>	(58)

**24. Changes in net debt during the year**

	At 1st May 1999 £'000	Cash flow £'000	Exchange movement £'000	At 30th April 2000 £'000
Cash at bank ... ..	462	(387)	4	79
Bank overdrafts ... ..	(772)	(1,225)	-	(1,997)
	(310)	(1,612)	4	(1,918)
Finance leases ... ..	(203)	53	-	(150)
	(513)	(1,559)	4	(2,068)

**25. Contingencies**

On 30th April, 2000, the Group had entered into performance bonds in the normal course of business amounting to £569,000 (1999: £593,682) in respect of 63 (1999: 61) contracts.

**26. Commitments**

**(a) Capital commitments**

Capital commitments at 30th April, for which no provision has been made in these financial statements, were as follows:

	<b>Group</b>		<b>Company</b>	
	<b>2000</b>	1999	<b>2000</b>	1999
	<b>£'000</b>	<b>£'000</b>	<b>£'000</b>	<b>£'000</b>
Contracted ... ..	<b>60</b>	805	-	-

**(b) Operating lease commitments**

At 30th April, the Group had annual commitments under non-cancellable operating leases as follows:

	<b>2000</b>		<b>1999</b>	
	<b>Land and buildings £'000</b>	<b>Other £'000</b>	<b>Land and buildings £'000</b>	<b>Other £'000</b>
Operating leases which expire: Within one year	-	<b>9</b>	-	10

# **NOTES TO THE FINANCIAL STATEMENTS (continued)**

## **27. Related party**

During the year the Group and company undertook the following transactions, and had the following year end balances with Wiggin Alloy Products Limited.

											<b>2000 £'000</b>	<b>1999 £'000</b>
<b>Group transactions</b>												
Sales to	...	...	...	...	...	...	...	...	...	...	<b>886</b>	<b>1,389</b>
Administration fee	...	...	...	...	...	...	...	...	...	...	<b>67</b>	<b>76</b>
<b>Balance at end of year</b>												
Trade debtors	...	...	...	...	...	...	...	...	...	...	<b>129</b>	<b>71</b>
<b>Company transactions</b>												
Administration fee	...	...	...	...	...	...	...	...	...	...	<b>17</b>	<b>18</b>
<b>Balance at end of year</b>												
Trade debtor	...	...	...	...	...	...	...	...	...	...	<b>-</b>	<b>35</b>