



Maxell Europe Limited and subsidiary undertakings

Consolidated accounts 31 March 1999
together with directors' and auditors' reports

Registered number: 1485997



Directors' report

For the year ended 31 March 1999

The directors present their annual report on the affairs of the group, together with the accounts and auditors' report, for the year ended 31 March 1999.

Principal activity and business review

The principal activity of the group continues to be the production, importation, marketing and distribution of audio and video tapes, computer floppy disks and tapes, CD ROM, mini-disks, CDR, optical disks and batteries.

Results and dividends

The group's turnover for the year was £170,861,441 (1998 - £123,315,688) and its loss before taxation was £1,778,302 (1998 - profit of £513,817).

No dividend has been proposed (1998 - £250,000).

Directors and their interests

The directors who served during the year and subsequently were as follows:

S. Ashida (appointed 14 June 1999)
A. Matsumoto (resigned 14 June 1999)
J. Mitsui
M. Toi
K. Kurokawa
S. Boyd
H. Numoto (appointed 14 June 1999)
H. Itazu
T. Taniguchi (appointed 14 June 1999)
Y. Senzai (appointed 14 June 1999)
N. Akai (resigned 14 June 1999)
N. Higashiyama (resigned 14 June 1999)

The directors who held office at 31 March 1999 had no interests in the shares of the company as required to be disclosed under Schedule 7 of the Companies Act 1985.

Directors' responsibilities

Company law requires the directors to prepare accounts 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 of the group for that period. In preparing those accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;

Directors' report (continued)

Directors' responsibilities (continued)

- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the accounts; and
- prepare the accounts 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 group and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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 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 has continued to keep them informed on matters affecting them as employees and on the various factors affecting the performance of the group.

Year 2000

The group's Year 2000 compliance programme is well advanced and in accordance with the timetable. Assurances have been sought from customers and suppliers.

The group does not expect there to be a significant difference between the costs of this programme and those incurred in the course of normal computer upgrade programmes.

Auditors

The directors will place a resolution before the annual general meeting to reappoint Arthur Andersen as auditors for the ensuing year.

Apley
Telford
Shropshire
TF6 6DA

By order of the Board,


S. Ashida

Director

14 June 1999

ARTHUR ANDERSEN

Auditors' report

Birmingham

To the members of Maxell Europe Limited:

We have audited the accounts on pages 4 to 23 which have been prepared under the historical cost convention and the accounting policies set out on pages 7 to 9.

Respective responsibilities of directors and auditors

As described on pages 1 and 2 the company's directors are responsible for the preparation of accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

Basis of opinion

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

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

Opinion

In our opinion the accounts give a true and fair view of the state of affairs of the group and of the company at 31 March 1999 and of the group's loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



Arthur Andersen

Chartered Accountants and Registered Auditors

1 Victoria Square
Birmingham
B1 1BD

14 June 1999

Consolidated profit and loss account

For the year ended 31 March 1999

| | Notes | 1999 £ | 1998 £ |
|---|-------|---------------|---------------|
| Turnover | 2 | 170,861,441 | 123,315,688 |
| Cost of sales | | (138,943,715) | (105,755,801) |
| Gross profit | | 31,917,726 | 17,559,887 |
| Other operating expenses (net) | 3 | (31,092,263) | (16,294,681) |
| Operating profit | | 825,463 | 1,265,206 |
| Share of associates' operating loss | 4 | - | (30,327) |
| Profit on ordinary activities before finance charges | | 825,463 | 1,234,879 |
| Finance charges (net) | 5 | (2,603,765) | (721,062) |
| (Loss) profit on ordinary activities before taxation | 6 | (1,778,302) | 513,817 |
| Tax on (loss) profit on ordinary activities | 8 | (58,823) | (245,851) |
| (Loss) profit for the financial year | | (1,837,125) | 267,966 |
| Dividends proposed, all equity (0p per share (1998 - 1p)) | | - | (250,000) |
| Retained (loss) profit for the year | | (1,837,125) | 17,966 |
| Retained profit, beginning of year | | 4,689,922 | 4,671,956 |
| Retained profit, end of year | | 2,852,797 | 4,689,922 |

All turnover and profits are derived from the group's continuing operations.

The accompanying notes are an integral part of this consolidated profit and loss account.

Consolidated statement of total recognised gains and losses

For the year ended 31 March 1999

| | 1999 £ | 1998 £ |
|---|-------------|-----------|
| (Loss) profit for the financial year | (1,837,125) | 17,966 |
| Exchange gain (loss) on foreign equity investment | 362,768 | (528,803) |
| Total recognised losses | (1,474,357) | (510,837) |

The accompanying notes are an integral part of this consolidated statement of total recognised gains and losses.

Consolidated balance sheet

31 March 1999

| | Notes | 1999 £ | 1998 £ |
|--|-------|---------------------|---------------------|
| Fixed assets | | | |
| Goodwill | 9 | 459,295 | - |
| Tangible assets | 10 | 19,993,010 | 14,213,998 |
| | | <u>20,452,305</u> | <u>14,213,998</u> |
| Current assets | | | |
| Stocks | 12 | 51,716,351 | 41,380,777 |
| Debtors | 13 | 41,542,624 | 30,717,508 |
| Cash at bank and in hand | | 4,521,124 | 3,434,798 |
| | | <u>97,780,099</u> | <u>75,533,083</u> |
| Creditors: Amounts falling due within one year | 14 | <u>(82,298,840)</u> | <u>(60,311,218)</u> |
| Net current assets | | <u>15,481,259</u> | <u>15,221,865</u> |
| Total assets less current liabilities | | <u>35,933,564</u> | <u>29,435,863</u> |
| Creditors: Amounts falling due after more than one year | 15 | <u>(8,463,658)</u> | <u>(491,600)</u> |
| Net assets | | <u>27,469,906</u> | <u>28,944,263</u> |
| Capital and reserves | | | |
| Called-up share capital | 17 | 25,000,000 | 25,000,000 |
| Merger reserve | 18 | 123,199 | 123,199 |
| Currency translation reserve | 18 | (506,090) | (868,858) |
| Profit and loss account | | <u>2,852,797</u> | <u>4,689,922</u> |
| Shareholders' funds, all equity | 19 | <u>27,469,906</u> | <u>28,944,263</u> |

Signed on behalf of the Board

S. Ashida

Director



14 June 1999

The accompanying notes are an integral part of this consolidated balance sheet.

Company balance sheet

31 March 1998

| | Notes | 1999 £ | 1998 £ |
|--|-------|---------------------|---------------------|
| Fixed assets | | | |
| Goodwill | 9 | 369,876 | - |
| Tangible assets | 10 | 19,870,078 | 14,120,266 |
| Investments | 11 | 5,236,669 | 5,236,669 |
| | | <u>25,476,623</u> | <u>19,356,935</u> |
| Current assets | | | |
| Stocks | 12 | 34,023,013 | 25,676,764 |
| Debtors | 13 | 39,306,502 | 24,020,251 |
| Cash at bank and in hand | | 1,193,430 | 1,494,975 |
| | | <u>74,522,945</u> | <u>51,191,990</u> |
| Creditors: Amounts falling due within one year | 14 | <u>(64,303,230)</u> | <u>(41,381,379)</u> |
| Net current assets | | <u>10,219,715</u> | <u>9,810,611</u> |
| Total assets less current liabilities | | <u>35,696,338</u> | <u>29,167,546</u> |
| Creditors: Amounts falling due after more than one year | 15 | <u>(8,355,878)</u> | <u>(426,030)</u> |
| Net assets | | <u>27,340,460</u> | <u>28,741,516</u> |
| Capital and reserves | | | |
| Called-up share capital | 17 | 25,000,000 | 25,000,000 |
| Currency translation reserve | 18 | (543,591) | (603,373) |
| Profit and loss account | 20 | 2,884,051 | 4,344,889 |
| Shareholders' funds, all equity | 19 | <u>27,340,460</u> | <u>28,741,516</u> |

Signed on behalf of the Board

S. Ashida

Director



14 June 1999

The accompanying notes are an integral part of this balance sheet.

Notes to accounts

31 March 1999

1 Accounting policies

The principal accounting policies are summarised below. They have all been applied consistently throughout the year and the preceding year.

a) Basis of accounting

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

The company is exempt from the requirement of Financial Reporting Standard No 1 'Cash flow statements', to include a cash flow statement in its accounts because consolidated accounts, in which the results of Maxell Europe Limited are included, are prepared by the parent company and are publicly available.

b) Basis of consolidation

The group accounts consolidate the accounts of Maxell Europe Limited and its subsidiary undertakings drawn up to 31 March each year. The results of subsidiaries acquired or sold are consolidated for the period from and to the date on which control passed. Acquisitions are accounted for under the acquisition method.

In the company's accounts the investments in its subsidiary undertakings are stated at cost.

c) Intangible assets – Goodwill

Goodwill arising on the acquisition of subsidiary undertakings and businesses, representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired, is capitalised and written off on a straight line basis over its useful economic life, which is between 5 and 10 years.

Goodwill arising on acquisitions in the year ended 31 March 1998 and earlier periods was written off to reserves in accordance with the accounting standard in force. As permitted by the current accounting standard the goodwill previously written off to reserves has not been reinstated in the balance sheet. On disposal or closure of a previously acquired business, the attributable amount of goodwill previously written off to reserves is included in determining the profit or loss on disposal.

d) Tangible fixed assets

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment.

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write-off the cost, less estimated residual value, of each asset over its expected useful life as follows:

| | |
|-----------------------|------------------------------|
| Freehold buildings | 25 years straight-line |
| Plant and machinery | 25% - 36.9% reducing balance |
| Computer equipment | 3 years straight-line |
| Fixtures and fittings | 25% reducing balance |

Residual value is calculated on prices prevailing at the date of acquisition.

7 MAXELL EUROPE LIMITED AND SUBSIDIARY UNDERTAKINGS

Notes to accounts (continued)

1 Accounting policies (continued)

e) *Stocks*

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

Cost incurred in bringing each product to its present location and condition is based on:

| | |
|-------------------------------------|--|
| Raw materials | - purchase cost on a first-in, first-out basis, including transportation expenses and import duty if appropriate |
| Work-in-progress and finished goods | - cost of direct materials and labour, plus a reasonable proportion of manufacturing overheads based on normal levels of activity. |

Net realisable value is based on estimated selling price, less further costs expected to be incurred to completion and disposal. Provision is made for obsolete, slow-moving or defective items where appropriate.

f) *Taxation*

Corporation tax payable is provided on taxable profits at the current rate.

Advance corporation tax payable on dividends paid or provided for in the year is written off, except when recoverability against corporation tax payable is considered to be reasonably assured. Credit is taken for advance corporation tax written off in previous years when it is recovered against corporation tax liabilities.

Deferred taxation is provided using the liability method on all timing differences only to the extent that they are expected to reverse in the future without being replaced, except that the deferred tax effects of timing differences arising from pensions and other post-retirement benefits are always recognised in full.

g) *Turnover*

Turnover represents amounts receivable for goods and services in the normal course of business, net of trade discounts, VAT and other sales related taxes.

h) *Pension costs*

It is the general policy of the company to provide for pension liabilities on a going concern basis, on the advice of external actuaries, by payments to an insurance company.

The amount charged to the profit and loss account (the regular pension cost) is calculated so that it represents a substantially level percentage of current and future pensionable payroll. Variations from regular cost are charged or credited to the profit and loss account on a prudent basis over a period not exceeding employees' average remaining service lives. Any difference between amounts charged to the profit and loss account and amounts paid to the pension fund is shown as a separately identified liability or asset in the balance sheet.

Notes to accounts (continued)

1 Accounting policies (continued)

i) *Foreign currency*

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date or, if appropriate, at the forward exchange contract rate. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as an exchange gain or loss in the profit and loss account.

For the purposes of consolidation and application of the equity method of accounting, the net investment method is used, under which translation gains or losses are shown as a movement on reserves. The profit and loss account of the overseas subsidiary is translated at the closing exchange rate.

j) *Leases*

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.

k) *Government grants*

Government grants relating to tangible fixed assets are treated as deferred income and released to the profit and loss account over the expected useful lives of the assets concerned.

Notes to accounts (continued)

2 Segment information

All of the group's trading relates to its principal activity. Contributions to group turnover, (loss)/profit before taxation and net assets are analysed as follows:

| By geographical area | 1999 £ | 1998 £ |
|-----------------------------------|--------------------|--------------------|
| i) Turnover | | |
| By origin | | |
| United Kingdom | 144,577,375 | 120,607,449 |
| Rest of Europe | 97,195,280 | 21,820,327 |
| Inter segmental sales | (70,911,214) | (19,112,088) |
| | <u>170,861,441</u> | <u>123,315,688</u> |
| By destination | | |
| United Kingdom | 36,491,781 | 32,614,688 |
| Rest of Europe | 134,369,660 | 90,701,000 |
| | <u>170,861,441</u> | <u>123,315,688</u> |
| ii) (Loss) profit before taxation | | |
| United Kingdom | (1,749,877) | 519,365 |
| Rest of Europe | (28,425) | 24,779 |
| Share of loss in associate | - | (22,469) |
| Dividend received from associate | - | (7,858) |
| | <u>(1,778,302)</u> | <u>513,817</u> |
| iii) Net assets | | |
| United Kingdom | 21,814,751 | 23,504,847 |
| Rest of Europe | 5,655,155 | 5,439,416 |
| | <u>27,469,906</u> | <u>28,944,263</u> |
| 3 Other operating expenses (net) | | |
| | 1999 £ | 1998 £ |
| Selling and marketing costs | 24,741,514 | 9,356,158 |
| Administrative expenses | 6,687,363 | 7,269,383 |
| | <u>31,428,877</u> | <u>16,625,541</u> |
| Other operating income | (336,614) | (330,860) |
| | <u>31,092,263</u> | <u>16,294,681</u> |

Notes to accounts (continued)

4 Share of associates' operating loss

| | 1999 £ | 1998 £ |
|---|-----------|-----------------|
| Share of loss of associated undertaking | <u>-</u> | <u>(30,327)</u> |

5 Finance charges (net)

Investments income

| | 1999 £ | 1998 £ |
|---------------|---------------|---------------|
| Bank interest | <u>82,296</u> | <u>75,379</u> |

Interest payable and similar charges

| | 1999 £ | 1998 £ |
|--------------------------------|------------------|------------------|
| Bank loans and overdrafts | 2,686,061 | 796,441 |
| Interest on overdue tax | <u>-</u> | <u>308,000</u> |
| | 2,686,061 | 1,104,441 |
| Less reimbursement from parent | <u>-</u> | <u>(308,000)</u> |
| | <u>2,686,061</u> | <u>796,441</u> |

The interest on overdue tax and reimbursement from parent are explained in note 8.

Finance charges (net)

| | 1999 £ | 1998 £ |
|--------------------------------------|------------------|-----------------|
| Interest payable and similar charges | 2,686,061 | 796,441 |
| Less investment income | <u>(82,296)</u> | <u>(75,379)</u> |
| | <u>2,603,765</u> | <u>721,062</u> |

Notes to accounts (continued)

6 (Loss) profit on ordinary activities before taxation

(Loss) profit on ordinary activities before taxation is stated after charging (crediting):

| | 1999 £ | 1998 £ |
|--|------------|-----------|
| Staff costs (note 7) | 13,115,518 | 9,770,808 |
| Depreciation and amounts written off tangible fixed assets | 3,803,298 | 4,080,785 |
| Amortisation of goodwill | 59,788 | - |
| Foreign exchange losses, net | 114,075 | 1,420,520 |
| Amortisation of government grant | (95,495) | (98,058) |
| Operating lease rentals | | |
| - Plant and machinery | 690,765 | 358,171 |
| - Other | 789,892 | 168,652 |
| Auditors' remuneration for audit services | 113,688 | 68,554 |
| Exceptional stock obsolescence provision | 1,797,396 | - |

Amounts payable to Arthur Andersen by the company in respect of non-audit services were £69,722 (1998 - £111,253).

7 Staff costs

The average monthly number of employees (including directors) was:

| | 1999 Number | 1998 Number |
|-----------------------|----------------|----------------|
| Production | 426 | 482 |
| Selling and Marketing | 110 | 51 |
| Administration | 87 | 60 |
| | <u>623</u> | <u>593</u> |

Their aggregate remuneration comprised:

| | 1999 £ | 1998 £ |
|--------------------------------|-------------------|------------------|
| Wages and salaries | 11,183,790 | 8,516,932 |
| Social security costs | 1,601,753 | 978,464 |
| Other pension costs (note 21c) | 329,975 | 275,412 |
| | <u>13,115,518</u> | <u>9,770,808</u> |

Notes to accounts (continued)

7 Staff costs (continued)

Directors' remuneration

Aggregate Remuneration

The total amounts for directors remuneration were as follows:

| | 1999 £ | 1998 £ |
|------------|----------------|----------------|
| Emoluments | <u>744,528</u> | <u>551,909</u> |

Highest paid director

The above amounts for remuneration include the following in respect of the highest paid director:

| | 1999 £ | 1998 £ |
|------------|----------------|----------------|
| Emoluments | <u>211,602</u> | <u>158,958</u> |

Pensions

The number of directors who were members of pension schemes was as follows:

| | 1999 Number | 1998 Number |
|-------------------------|----------------|----------------|
| Defined benefit schemes | <u>1</u> | <u>-</u> |

8 Tax on (loss) profit on ordinary activities

The tax charge comprises:

| | 1999 £ | 1998 £ |
|---|---------------|--------------------|
| Current taxation at 31% (1998 - 31%) | - | (128,398) |
| Adjustment in respect of prior year - current tax | - | (30,000) |
| Overseas taxation | 58,823 | 30,851 |
| Deferred taxation arising from | | |
| - capital allowances | - | 343,377 |
| - other timing differences | - | 30,021 |
| Corporation tax due in respect of prior years | - | <u>1,162,000</u> |
| | <u>58,823</u> | <u>1,407,851</u> |
| Less reimbursement from parent | - | <u>(1,162,000)</u> |
| | <u>58,823</u> | <u>245,851</u> |

Notes to accounts (continued)

8 Tax on profit on ordinary activities (continued)

In the prior year, charges in respect of the settlement of Transfer Pricing issues with the Inland Revenue were recorded by the group at the expected settlement value. These charges included both additional tax payable, as well as related interest on those overdue tax balances. The Parent agreed to reimburse the company in respect of the above charges which was reflected as an amount due from group undertakings.

The final settlement and payment of these amounts is expected in the current year at a level which will not exceed the amounts provided as at 31 March 1999.

9 Goodwill

| | Group £ | Company £ |
|-----------------------|------------|--------------|
| Cost | | |
| Beginning of year | - | - |
| Additions | 519,083 | 419,876 |
| End of year | 519,083 | 419,876 |
| Amortisation | | |
| Beginning of year | - | - |
| Charge for the year | 59,788 | 50,000 |
| End of year | 59,788 | 50,000 |
| Net book value | | |
| Beginning of year | - | - |
| End of year | 459,295 | 369,876 |

During the year the company paid £319,036 to acquire the primary battery business from Maxell Deutschland GmbH. In the prior year the company paid £100,840 to acquire the rechargeable business from Maxell Deutschland GmbH which was previously included within prepayments. This combined goodwill of £419,876 has been capitalised to be amortised over 5 years.

During the year the group acquired the trade and activities of its former Belgian distributor for £418,243. This goodwill has been capitalised to be amortised over 10 years. The other goodwill of £100,840 as set out above was acquired prior to Maxell Deutschland GmbH becoming a subsidiary undertaking of the Company.

Notes to accounts (continued)

10 Tangible fixed assets

| Group | Freehold land and buildings £ | Plant and machinery | | Fixtures and fittings £ | Total £ |
|---------------------------------|-------------------------------------|---------------------|-------------------|-------------------------------|-------------------|
| | | Leased £ | Owned £ | | |
| Cost | | | | | |
| Beginning of year | 11,149,983 | 743,577 | 40,481,676 | 1,186,267 | 53,561,503 |
| Additions | 888,040 | - | 8,376,762 | 256,328 | 9,521,130 |
| Currency translation adjustment | 47,590 | - | 240,064 | 28,300 | 315,954 |
| Disposals | - | - | (1,082,879) | (28,803) | (1,111,682) |
| End of year | <u>12,085,613</u> | <u>743,577</u> | <u>48,015,623</u> | <u>1,442,092</u> | <u>62,286,905</u> |
| Depreciation | | | | | |
| Beginning of year | 4,555,186 | 743,577 | 33,069,629 | 979,113 | 39,347,505 |
| Charge for the year | 528,575 | - | 3,137,860 | 136,863 | 3,803,298 |
| Currency translation adjustment | 57,634 | - | 151,800 | 8,363 | 217,797 |
| Disposals | - | - | (1,045,902) | (28,803) | (1,074,705) |
| End of year | <u>5,141,395</u> | <u>743,577</u> | <u>35,313,387</u> | <u>1,095,536</u> | <u>42,293,895</u> |
| Net book value | | | | | |
| Beginning of year | <u>6,594,797</u> | <u>-</u> | <u>7,412,047</u> | <u>207,154</u> | <u>14,213,998</u> |
| End of year | <u>6,944,218</u> | <u>-</u> | <u>12,702,236</u> | <u>346,556</u> | <u>19,993,010</u> |

Freehold land amounting to £248,760 (1998 - £248,760) and assets under construction of £851,034 (1998 - £618,960) have not been depreciated.

Notes to accounts (continued)

10 Tangible fixed assets (continued)

| Company | Freehold land and buildings £ | Plant and machinery | | Fixtures and fittings £ | Total £ |
|---------------------------------|-------------------------------------|---------------------|-------------|-------------------------------|-------------|
| | | Leased £ | Owned £ | | |
| Cost | | | | | |
| Beginning of year | 11,134,241 | 743,577 | 40,336,496 | 615,172 | 52,829,486 |
| Additions | 888,040 | - | 8,367,497 | 167,065 | 9,422,602 |
| Currency translation adjustment | 47,590 | - | 240,064 | 18,021 | 305,675 |
| Disposals | - | - | (1,082,879) | - | (1,082,879) |
| End of year | 12,069,871 | 743,577 | 47,861,178 | 800,258 | 61,474,884 |
| Depreciation | | | | | |
| Beginning of year | 4,539,444 | 743,577 | 32,967,306 | 458,893 | 38,709,220 |
| Charge for the year | 528,575 | - | 3,116,844 | 86,635 | 3,732,054 |
| Currency translation adjustment | 57,634 | - | 151,800 | - | 209,434 |
| Disposals | - | - | (1,045,902) | - | (1,045,902) |
| End of year | 5,125,653 | 743,577 | 35,190,048 | 545,528 | 41,604,806 |
| Net book value | | | | | |
| Beginning of year | 6,594,797 | - | 7,369,190 | 156,279 | 14,120,266 |
| End of year | 6,944,218 | - | 12,671,130 | 254,730 | 19,870,078 |

Freehold land amounting to £248,760 (1998 - £248,760) and assets under construction of £851,034 (1998 - £618,960) have not been depreciated.

In the opinion of the directors, the market value of the freehold land and buildings are not substantially different from their net book value.

11 Fixed asset investments

| | Group | | Company | |
|-------------------------|-----------|-----------|-----------|-----------|
| | 1999 £ | 1998 £ | 1999 £ | 1998 £ |
| Subsidiary undertakings | - | - | 5,236,669 | 5,236,669 |

Notes to accounts (continued)

11 Fixed asset investments (continued)

a) Subsidiary undertakings

| | Company | |
|--|------------------|------------------|
| | 1999 | 1998 |
| | £ | £ |
| Cost | | |
| Beginning of year | 5,236,669 | 1,175,365 |
| Additions in year | - | 4,048,451 |
| Transfer from investment in associated undertaking | - | 12,853 |
| End of year | <u>5,236,669</u> | <u>5,236,669</u> |

The parent company has investments in the following subsidiary undertakings:

| | Country of Registration | Holding | % |
|-------------------------|----------------------------|----------|-----|
| Maxell France S.A | France | Ordinary | 100 |
| Maxell Scandinavia AB | Sweden | Ordinary | 100 |
| Maxell Deutschland GmbH | Germany | Ordinary | 100 |
| Maxell Italia S.p.A | Italy | Ordinary | 100 |
| Maxell Benelux B.V. | Netherlands | Ordinary | 100 |

The principal activity of all the above companies is the distribution of multimedia products.

Notes to accounts (continued)

12 Stocks

| | Group | | Company | |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
| | 1999 £ | 1998 £ | 1999 £ | 1998 £ |
| Raw materials and consumables | 11,670,882 | 6,994,523 | 11,670,882 | 6,994,523 |
| Work in progress | 577,938 | 2,441,049 | 577,938 | 2,441,049 |
| Finished goods and goods for resale | 39,467,531 | 31,945,205 | 21,774,193 | 16,241,192 |
| | <u>51,716,351</u> | <u>41,380,777</u> | <u>34,023,013</u> | <u>25,676,764</u> |

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

13 Debtors

| | Group | | Company | |
|---|-------------------|-------------------|-------------------|-------------------|
| | 1999 £ | 1998 £ | 1999 £ | 1998 £ |
| Amounts falling due within one year: | | | | |
| Trade debtors | 37,364,018 | 26,846,369 | 15,830,601 | 10,629,930 |
| Amounts owed by group undertakings | 1,782,152 | 1,585,995 | 21,187,606 | 11,976,022 |
| ACT recoverable | 62,500 | 185,000 | 62,500 | 185,000 |
| Corporation tax recoverable | - | 103,174 | - | 103,174 |
| Deferred taxation (note 16) | - | 49,000 | - | 49,000 |
| VAT | - | - | 133,272 | - |
| Prepayments and other accrued income | 2,229,954 | 1,830,470 | 1,988,523 | 959,625 |
| | <u>41,438,624</u> | <u>30,600,008</u> | <u>39,202,502</u> | <u>23,902,751</u> |
| Amounts falling due after more than one year: | | | | |
| Rent deposit | 55,000 | 55,000 | 55,000 | 55,000 |
| ACT on proposed dividends | - | 62,500 | - | 62,500 |
| Deferred taxation (note 16) | 49,000 | - | 49,000 | - |
| | <u>41,542,624</u> | <u>30,717,508</u> | <u>39,306,502</u> | <u>24,020,251</u> |

Notes to accounts (continued)

14 Creditors: Amounts falling due within one year

| | Group | | Company | |
|--------------------------------------|-------------------|-------------------|-------------------|-------------------|
| | 1999 | 1998 | 1999 | 1998 |
| | £ | £ | £ | £ |
| Bank loans and overdraft (unsecured) | 41,546,544 | 26,974,457 | 30,170,000 | 15,583,799 |
| Trade creditors | 7,187,302 | 6,215,604 | 4,958,014 | 3,639,542 |
| Amounts owed to group undertakings | 23,306,014 | 16,774,021 | 23,306,014 | 17,144,258 |
| ACT on proposed dividends | 62,500 | 62,500 | 62,500 | 62,500 |
| Pension scheme | 105,000 | 105,000 | 105,000 | 105,000 |
| Corporation tax | - | 1,162,000 | - | 1,162,000 |
| VAT | 378,328 | 714,802 | - | 221,022 |
| Accruals and deferred income | 9,713,152 | 8,052,834 | 5,701,702 | 3,213,258 |
| Proposed dividends | - | 250,000 | - | 250,000 |
| | <u>82,298,840</u> | <u>60,311,218</u> | <u>64,303,230</u> | <u>41,381,379</u> |

The company's borrowing facilities include a Barclays overdraft facility of £17 million which is reviewed annually with the interest fixed monthly, and a Bank of Tokyo facility of £15 million which is reviewed semi annually with the interest rate fixed at this point. In addition, subsidiary undertakings have local borrowing facilities.

15 Creditors: Amounts falling due after more than one year

| | Group | | Company | |
|------------------------------|------------------|----------------|------------------|----------------|
| | 1999 | 1998 | 1999 | 1998 |
| | £ | £ | £ | £ |
| Loans | 8,000,000 | - | 8,000,000 | - |
| Government grants | 355,878 | 426,030 | 355,878 | 426,030 |
| Accounts and deferred income | 107,780 | 65,570 | - | - |
| | <u>8,463,658</u> | <u>491,600</u> | <u>8,355,878</u> | <u>426,030</u> |

The bank loan was taken out in July 1998. The first repayment of £2million is due in July 2000 with the remainder being repaid in 6 monthly instalments of £1million, commencing January 2001. Interest is charged on the loan at LIBOR plus 0.125%. The loan is guaranteed by the parent company.

Notes to accounts (continued)

15 Creditors: Amounts falling due after more than one year (continued)

The movement on the unamortised government grants was as follows:

| | Group and Company | |
|--|-------------------|----------------|
| | 1999 £ | 1998 £ |
| Beginning of year | 528,678 | 601,242 |
| New grants in year | - | 25,494 |
| Amortisation | (95,495) | (98,058) |
| End of year | 433,183 | 528,678 |
| Less: Amounts in creditors falling due within one year | (55,188) | (75,159) |
| Less : Currency translation movement | (22,117) | (27,489) |
| Amounts falling due after one year | <u>355,878</u> | <u>426,030</u> |

16 Deferred tax

The deferred tax asset at 31 March 1999 is included within debtors and is considered by the directors to be recoverable.

| | Group and Company | |
|---|-------------------|-----------------|
| | 1999 £ | 1998 £ |
| Excess of book depreciation of fixed assets over tax allowances (net of government grant) | - | - |
| Other timing differences relating to current assets and liabilities | (49,000) | (49,000) |
| | <u>(49,000)</u> | <u>(49,000)</u> |

The movement on deferred taxation comprises:

| | Group and Company | |
|--|-------------------|-----------------|
| | 1999 £ | 1998 £ |
| Beginning of year | (49,000) | (422,398) |
| Charged to profit and loss, in respect of: | | |
| - capital allowances | - | 343,377 |
| - other timing differences | - | 30,021 |
| End of year | <u>(49,000)</u> | <u>(49,000)</u> |

Notes to accounts (continued)

17 Called-up share capital

| | 1999 £ | 1998 £ |
|---|-------------------|-------------------|
| <i>Authorised</i> | | |
| 26,000,000 ordinary shares of £1 each | <u>26,000,000</u> | <u>26,000,000</u> |
| <i>Allotted, called-up and fully-paid</i> | | |
| 25,000,000 ordinary shares of £1 each | <u>25,000,000</u> | <u>25,000,000</u> |

18 Other reserves

| | Group | | Company |
|---------------------------------|------------------------|---|---|
| | Merger reserve £ | Currency translation reserve £ | Currency translation reserve £ |
| Balance, beginning of year | 123,199 | (868,858) | (603,373) |
| Currency translation adjustment | - | 362,768 | 59,782 |
| Balance, end of year | <u>123,199</u> | <u>(506,090)</u> | <u>(543,591)</u> |

The currency translation reserve in the company's accounts arises in respect of the company's Dublin branch.

19 Reconciliation of movement in shareholders' funds

| | Group | | Company | |
|--|--------------------|-------------------|--------------------|-------------------|
| | 1999 £ | 1998 £ | 1999 £ | 1998 £ |
| (Loss) profit for the financial year | (1,837,125) | 267,966 | (1,460,838) | 304,365 |
| Dividends | - | (250,000) | - | (250,000) |
| | <u>(1,837,125)</u> | <u>17,966</u> | <u>(1,460,838)</u> | <u>54,365</u> |
| Increase in share capital | - | 4,000,000 | - | 4,000,000 |
| Movement in revaluation reserve | - | - | - | (269,796) |
| Negative goodwill | - | 123,199 | - | - |
| Movement in currency translation reserve | 362,768 | (528,803) | 59,782 | (369,408) |
| Opening shareholders' funds | <u>28,944,263</u> | <u>25,331,901</u> | <u>28,741,516</u> | <u>25,326,355</u> |
| Closing shareholders' funds | <u>27,469,906</u> | <u>28,944,263</u> | <u>27,340,460</u> | <u>28,741,516</u> |

Notes to accounts (continued)

20 Profit and loss account

The movement on the company's profit and loss account during the year was as follows:

| | £ |
|--------------------------------------|--------------------|
| Balance, beginning of year | 4,344,889 |
| (Loss) profit for the financial year | <u>(1,460,838)</u> |
| Balance, end of year | <u>2,884,051</u> |

No profit and loss account is presented for Maxell Europe Limited, as provided by section 230 of the Companies Act 1985.

21 Guarantees and other financial commitments

a) Capital commitments

At the end of the year capital commitments were:

| | Group and Company | |
|-------------------------------------|-------------------|------------------|
| | 1999 | 1998 |
| | £ | £ |
| Contracted for but not provided for | <u>2,121,000</u> | <u>7,561,246</u> |

b) Lease commitments

Annual commitments under non-cancellable operating leases are as follows:-

| | Group and Company | | |
|------------------------------|-------------------|-----------------------------|------------------|
| | Property £ | Plant and Machinery £ | Total £ |
| 1999 | | | |
| Expiry date: | | | |
| - within one year | - | 150,061 | 150,061 |
| - between two and five years | - | 462,421 | 462,421 |
| - after five years | 726,543 | 15,997 | 742,540 |
| | <u>726,543</u> | <u>628,479</u> | <u>1,355,022</u> |
| 1998 | | | |
| Expiry date: | | | |
| - within one year | - | 52,863 | 52,863 |
| - between two and five years | - | 263,616 | 263,616 |
| - after five years | 241,704 | - | 241,704 |
| | <u>241,704</u> | <u>316,479</u> | <u>558,183</u> |

Notes to accounts (continued)

21 Guarantees and other financial commitments (continued)

b) *Lease commitments (continued)*

The operating lease on the Rickmansworth property expires in 2010, and rent reviews are every 5 years, the next being in December 1999.

c) *Pension arrangements*

The only significant pension scheme operated by the Group is Maxell Europe Limited Pension Scheme in the UK.

The company operates a defined benefit pension scheme which all employees are invited to join. The scheme is contributory (employer 7.1%, employees 4.5% of basic salary) and is administered by trustees. The pension cost for the year was £296,321, representing the regular cost (1998: £275,412).

The contribution rates are reviewed every three years by independent actuaries. The most recent actuarial valuation was at 1 April 1997. That valuation showed the market value of the scheme's assets to be £2,702,000, which represented 135% of the actuarial value of benefits that had accrued to members, after allowing for expected future increases in earnings. The assumptions which have the most significant effect on the results of the valuation are those relating to the rate of return on investments and the rates of increase in salaries and pensions. It was assumed that the investment returns and the increase in pension liabilities will be 2.5% higher than the increase in salaries. On the recommendation of the actuary, the contribution rates have been maintained at the same levels, since expected changes in the legal requirements relating to the funding of pension schemes on a solvency basis would lead to a significantly lower surplus.

22 Ultimate parent company

The largest group in which the results of Maxell Europe Limited are consolidated is that headed by Hitachi Limited, its ultimate parent company, incorporated in Japan, whose principal place of business is 6 Kanda, Surugadai, 4 Chome, Chiyoda-Ku, Tokyo 101-8010, Japan. The smallest group in which the results are consolidated is that headed by Hitachi Maxell Limited, its immediate parent company, incorporated in Japan, whose principal place of business is 1-1-88, Ushitora, Ibaraki-shi, Osaka 567-8567, Japan. The consolidated accounts are available from the above addresses.

23 Related party transactions

The group purchases raw materials and finished goods from its parent company. During the year the total value of these purchases amounted to £90,477,918 (1998 - £70,946,000). In addition the group paid its parent company £1,605,975 (1998 - £1,251,200) in respect of management services and £137,751 (1998 - £324,317) in respect of product royalties. During the year the group made sales of £70,911,214 (1998 - £45,020,000) to fellow subsidiary undertakings.