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# **Tecroc Products Limited**

Report and Financial Statements

Year Ended

31 December 2004



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## Annual report and financial statements for the year ended 31 December 2004

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#### **Directors**

E V Wetton G Russell M A Shorrock J M Daley

#### Secretary and registered office

A Cogbill, Holly Lane Industrial Estate, Atherstone, Warwickshire, CV9 2RN

## Company number

2450579

## Auditors

BDO Stoy Hayward LLP, 125 Colmore Row, Birmingham, B3 3SD

## Report of the directors for the year ended 31 December 2004

The directors present their report together with the audited financial statements for the year ended 31 December 2004.

#### Results and dividends

The profit and loss account is set out on page 5 and shows the profit for the year.

Interim dividends of £0.54 per share were paid to A ordinary shareholders and £0.92 per share were paid to B ordinary shareholders during the year. The directors do not recommend the payment of a final dividend.

#### Principal activities, review of business and future developments

The company's principal activities during the year were that of the manufacture and supply of specialist chemicals and mortars primarily for the construction industry and the highways market. No significant changes are foreseen.

The directors consider that the result for the year under review is satisfactory.

#### Charitable and political contributions

During the year the company made charitable contributions of £75 (2003 - £298).

#### **Directors**

The directors of the company during the year and their interests in the ordinary share capital of the company were:

		Ordinary share	s of £1 each	A Ordinary shares of £1 each		B Ordinary shares of 2st pence each	
		31 December 2004*	1 January 2004**	31 December 2004*	1 January 2004**	31 December 2004*	1 January 2004**
E V Wetton		_	300,000	300,000	_	-	_
G Russell		_	-	-		15,000	-
M A Shorrock		-	-	-	-	15,000	_
J M Daley	(appointed 1 March 2004)	-	-	-	-	-	-
P J Williams	(resigned 1 March 2004)	-	-	-	-	-	-

<sup>\*</sup> or date of resignation (if earlier)

M A Shorrock and G Russell each had options to acquire 37,500 B Ordinary shares of 25p each in Tecroc Products Limited at 60p per share, granted on 15 March 2004 and vest subject to certain performance conditions.

On 15 November 2004, M A Shorrock and G Russell each exercised 15,000 of these options.

<sup>\*\*</sup> or date of appointment (if later)

#### Report of the directors for the year ended 31 December 2004 (Continued)

## 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 year. 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; and
- 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**

BDO Stoy Hayward LLP have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

By order of the board

A Cogbill

Secretary

Date: 17-09-05

#### Report of the independent auditors

#### To the shareholders of Tecroc Products Limited

We have audited the financial statements of Tecroc Products Limited for the year ended 31 December 2004 on pages 5 to 18 which have been prepared under the accounting policies set out on pages 7 to 8.

Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities.

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 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 regarding directors' remuneration and transactions with the company is not disclosed.

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

Our report has been prepared pursuant to the requirements of the Companies Act 1985 and for no other purpose. No person is entitled to rely on this report unless such a person is a person entitled to rely upon this report by virtue of and for the purpose of the Companies Act 1985 or has been expressly authorised to do so by our prior written consent. Save as above, we do not accept responsibility for this report to any other person or for any other purpose and we hereby expressly disclaim any and all such liability.

#### 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.

## Report of the independent auditors (Continued)

## Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 2004 and of its result for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**BDO STOY HAYWARD LLP** 

Chartered Accountants and Registered Auditors Birmingham

18 August 2005

Tecroc Products Limited

## Profit and loss account for the year ended 31 December 2004

	Note	2004 £	2003 £
Turnover	2	3,253,494	3,204,037
Cost of sales		1,911,012	1,788,504
Gross profit		1,342,482	1,415,533
Administrative expenses		1,104,969	1,153,333
Operating profit	3	237,513	262,200
Other interest receivable and similar income Interest payable and similar charges	6	50 (17,808)	288 (9,976)
Profit on ordinary activities before taxation		219,755	252,512
Taxation on profit on ordinary activities	7	61,233	61,767
Profit on ordinary activities after taxation		158,522	190,745
Dividends	8	176,800	120,000
(Accumulated loss)/retained profit	17	(18,278)	70,745
Retained profit brought forward	17	359,338	288,593
Retained profit carried forward	17	341,060	359,338

All amounts relate to continuing activities.

All recognised gains and losses in the current and prior year are included in the profit and loss account.

## Balance sheet at 31 December 2004

	Note	2004 £	2004 £	2003 £	2003 £
Fixed assets		~	~		~
Tangible assets	10		611,829		491,544
Current assets					
Stocks	11	254,393		258,860	
Debtors	12	843,856		805,450	
Cash at bank and in hand		345	•	314	
		1,098,594		1,064,624	
Creditors: amounts falling due withi	in	2,0>0,0>		2,000,020	
one year	13	874,001		774,810	
N. A		<del>,</del>	22.4.702		000.014
Net current assets			224,593		289,814
Total assets less current liabilities			836,422		781,358
Creditors: amounts falling due after					
more than one year	14	108,362		78,020	
Provision for liabilities and charges	15	69,000		44,000	
		<del></del>	177,362	<del></del>	122,020
			659,060		659,338
Capital and reserves					
Capital and reserves  Called up share capital	16		307,500		300,000
Share premium account	17		10,500		500,000
Profit and loss account	17		341,060		359,338
	•••				
Equity shareholders' funds	18		659,060		659,338

The financial statements were approved by the Board on 17 August 2005

Markellamode

M A Shorrock **Director** 

The notes on pages 7 to 18 form part of these financial statements.

#### Notes forming part of the financial statements for the year ended 31 December 2004

#### 1 Accounting policies

The financial statements have been prepared under the historical cost convention.

The following principal accounting policies have been applied:

Cash flow statement

The company has taken advantage of the exemption conferred by Financial Reporting Standard 1 'Cash Flow Statements (Revised 1996)' not to prepare a cash flow statement on the grounds that it is a 'small' company under the Companies Act 1985.

Intangible fixed assets

The accounting policy for the treatment of intangible assets owned by the company reflects the current market positions. Each asset has been assessed separately by the directors resulting in the following amortisation rates:

Goodwill

- over 5 years

Know how

over 4 years

Any permanent diminution in value is recognised immediately.

Turnover

Turnover represents sales to external customers at invoiced amounts less value added tax.

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all tangible fixed assets, over their expected useful lives. It is calculated at the following rates:

Motor vehicles

- 25% per annum straight line

Equipment

- 25% per annum reducing balance

Plant, factory equipment

- 10% per annum reducing balance

Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

Foreign currency

Foreign currency transactions are translated into sterling at the rates ruling when they occurred. Foreign currency monetary assets and liabilities are translated at the rates ruling at the balance sheet dates. Any differences are taken to the profit and loss account.

#### 1 Accounting policies (continued)

#### Leased assets

Where assets are financed by leasing agreements that give rights approximating to ownership ('finance leases'), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable during the lease term. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account.

Lease payments are analysed between capital and interest components. The interest element of the payment is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor. All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

#### Pension costs

Contributions made by the company to the employees' personal pension plans are charged to the profit and loss account in the year in which they become payable.

#### Research and development

Research and development expenditure is written off as incurred.

#### Deferred taxation

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date, except that the recognition of deferred tax assets is limited to the extent that the company anticipates making sufficient taxable profits in the future to absorb the reversal of the underlying timing differences.

Deferred tax balances are not discounted.

#### 2 Turnover

Analysis by geographical market:	2004 £	2003 £
United Kingdom Europe	3,081,826 171,668	3,034,160 169,877
	3,253,494	3,204,037

Turnover is wholly attributable to the principal activity of the company.

3	Operating profit		
		2004	2003
	This is arrived at after charging/(avaditing):	£	£
	This is arrived at after charging/(crediting):		
	Depreciation of tangible fixed assets  Amortisation of positive goodwill	105,967	91,493 1,833
	Profit on disposal of intangible fixed assets	(40,000)	1,855
	Hire of plant and machinery - operating leases	17,125	16,296
	Hire of other assets - operating leases	64,950	64,950
	Exchange differences	-	600
	Auditors remuneration	7,000	7,000
4	Employees		
	Staff costs (including directors) consist of:		
		2004	2003
		£	£
	Wages and salaries	964,009	960,856
	Social security costs	100,454	97,680
	Other pension costs	30,454	15,650
	-		
		,094,917	1,074,186
	The average number of employees (including directors) during the year was as	follows:	
		2004	2003
		Number	Number
	Office and management	13	13
	Sales	13	13
	Research and development	2	2
	Production	12	12
		40	40

# Notes forming part of the financial statements for the year ended 31 December 2004 (Continued)

5	Directors' remuneration	2004	2003
		£	2003 £
	Directors' emoluments	265,729	230,205
	Company contributions to money purchase pension schemes	9,410	3,960
		<del></del>	
	The total amount payable to the highest paid director in respect of £91,800).	emoluments was £93	,636 (2003 -
6			
6	£91,800).	2004	2003
6	£91,800).		
6	£91,800).	2004	2003
6	£91,800).  Interest payable and similar charges	2004 £	2003 £
6	£91,800).  Interest payable and similar charges  Bank loan and overdraft	2004 £ 3,004	<b>200</b> 3 £
6	£91,800).  Interest payable and similar charges  Bank loan and overdraft All other loans	2004 £ 3,004 7	<b>200</b> 3 £ 445 7

7 Taxation on profit on ordinary activities	2004 £	2003 £
UK Corporation tax Current tax on profits of the year Adjustment in respect of previous periods	36,000 233	47,000 (233)
Total current tax	36,233	46,767
Deferred tax Origination and reversal of timing differences	25,000	15,000
Taxation on profit on ordinary activities	61,233	61,767
The tax assessed for the period is lower than the standard rate of corpo differences are explained below:	ration tax in the	e UK. The
	2004 £	2003 £
Profit on ordinary activities before tax	219,755	252,512
Profit on ordinary activities at the standard rate of corporation tax in the UK of 30% (2003 - 30%) Effect of:	65,927	75,754
Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustment to tax charge in respect of previous periods Marginal relief	7,263 (21,290) 233 (15,900)	(1,675) (12,120) (233) (14,959)
Current tax charge for period	36,233	46,767
8 Dividends	2004 £	2003 £
Equity shares		
Interim paid of £Nil (2003 - £0.40) per Ordinary share Interim paid of £0.54 (2003 - £Nil) per A Ordinary share Interim paid of £0.92 (2003 - £Nil) per B Ordinary share	163,000 13,800	120,000
	176,800	120,000

Tecroc Products Limited

# Notes forming part of the financial statements for the year ended 31 December 2004 (Continued)

9	Intangible assets			
	ğ	Purchased goodwill £	Know how	Total £
	Cost			
	At 1 January 2004	40,000	176,033	216,033
	Disposals	-	(26,000)	(26,000)
			<del></del>	
	At 31 December 2004	40,000	150,033	190,033
	Amortisation			
	At 1 January 2004	40,000	176,033	216,033
	Disposals	-	(26,000)	(26,000)
	At 31 December 2004	40,000	150,033	190,033
		<del></del>	·	
	Net book value			
	At 31 December 2003 and 31 December 2004	-	-	_

# Notes forming part of the financial statements for the year ended 31 December 2004 (Continued)

## 10 Tangible fixed assets

	Plant and machinery	Motor vehicles	Total
	£	£	£
Cost			
At 1 January 2004	673,789	164,111	837,900
Additions	167,324	102,147	269,471
Disposals	-	(81,386)	(81,386)
At 31 December 2004	841,113	184,872	1,025,985
Depreciation		40.07	
At 1 January 2004	296,498	49,858	346,356
Provided for the year	60,394	45,573	105,967
Disposals		(38,167)	(38,167)
At 31 December 2004	356,892	57,264	414,156
Net book value	~		<del></del>
At 31 December 2004	484,221	127,608	611,829
At 31 December 2003	377,291	114,253	491,544
	· · · · · · · · · · · · · · · · · · ·		

The net book value of tangible fixed assets includes an amount of £331,068 (2003 - £207,268) in respect of assets held under hire purchase contracts. The related depreciation charge on these assets for the year was £72,740 (2003 - £47,678).

# 11 Stocks

	2004	2003
	£	£
Raw materials and consumables	129,791	141,941
Finished goods and goods for resale	124,602	116,919
	<del></del>	
	254,393	258,860
		-

There is no material difference between the replacement cost of stocks and the amounts stated above.

Other creditors

Accruals

## Notes forming part of the financial statements for the year ended 31 December 2004 (Continued)

		<u> </u>	
12	Debtors		
		2004	2003
		£	£
	Trade debtors	798,520	767,518
	Other debtors	714	-
	Prepayments and accrued income	44,622	37,932
		843,856	805,450
	All amounts shown under debtors fall due for payment within one year		
13	Creditors: amounts falling due within one year		
		2004	2003
		£	£
	Bank loan and overdraft (secured)	63,253	180,158
	Other loans	100	100
	Trade creditors	465,283	304,789
	Corporation tax	36,000	47,000
	Other taxation and social security	101,686	100,972
	Obligations under finance lease and hire purchase contracts	111,385	71,916
			4 4 4 4 4

The company's bank overdraft facility is secured by an unscheduled mortgage debenture incorporating a fixed and floating charge over all current and future assets of the company.

23,584

72,710

874,001

14,328

55,547

774,810

14	Creditors: amounts falling due after more than one year		
		2004 £	2003 £
	Obligations under hire purchase contracts	108,362	78,020
	Maturity of debt:		
	Maturity of debt.		
		Hire purchase contracts 2004 £	Hire purchase contracts 2003
	In one year or less, or on demand	111,385	71,916
	In more than one year but not more than two years In more than two years but not more than five years	77,920 30,442	54,538 23,482
		108,362	78,020
15	Provision for liabilities and charges		
			Deferred taxation £
	At 1 January 2004 Utilised in year		44,000 25,000
	At 31 December 2004		69,000
	Deferred taxation	2004 £	
	Accelerated capital allowances Sundry timing differences	59,000 10,000	
		69,000	44,000
	There is no unprovided deferred tax.	<del></del>	<del></del>

#### Notes forming part of the financial statements for the year ended 31 December 2004 (Continued)

#### 16 Share capital

•		Authorised	Allotted, called up and fully paid	
	2004	2003	2004	2003
	£	£	£	£
Equity share capital				
Ordinary shares of £1 each	181,250	500,000	-	300,000
A Ordinary shares of £1 each	300,000	-	300,000	_
B Ordinary shares of 25p each	75,000	-	7,500	-
	<del></del>			
	556,250	500,000	307,500	300,000

On 15 March 2004 the authorised share capital was amended such that the 500,000 Ordinary shares were amended to 181,250 undesignated Ordinary shares of £1 each, 300,000 A Ordinary shares of £1 each and 75,000 B Ordinary shares of £0.25 each. The 300,000 Ordinary shares in issue at this time were re-classified as A Ordinary shares.

On 15 November 2004, 30,000 B Ordinary shares of £0.25 each were issued at a premium of £0.35 per share.

All shares carry equal rights in all respects.

Share Option Scheme

At 31 December 2004 the following share options were outstanding in respect of the B ordinary shares:

Date of grant	Number of shares	Price per share
15 March 2004	45,000	60p

The option is exercisable on certain performance conditions being met.

#### 17 Reserves

	Share premium account £	Profit and loss account
At 1 January 2004 Premium on shares issued during the year Loss for the year	10,500	359,338 (18,278)
At 31 December 2004	10,500	341,060

#### 18 Reconciliation of movements in shareholder's funds

	2004 £	2003 £
Profit for the year Dividends	158,522 (176,800)	190,745 (120,000)
Issue of shares Premium on shares issued during the year	(18,278) 7,500 10,500	70,745 - -
Net (deductions from)/additions to shareholder's funds	(278)	70,745
Opening shareholder's funds	659,338	588,593
Closing shareholder's funds	659,060	659,338

#### 19 Pensions

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension charge amounted to £30,454 (2003 - £15,650). Contributions amounting to £15,689 (2003 - £7,417) were payable to the fund and are included in creditors.

## 20 Commitments under operating leases

The company had annual commitments under non-cancellable operating leases as set out below:

	2004 Land and	2004	2003 Land and	2003
	buildings £	Other £	buildings £	Other £
Operating leases which expire:	~	~	~	<b>∞</b>
Within one year	-	17,125	-	_
In two to five years	-	-	-	16,296
After five years	64,950	-	61,600	-
		·		

#### 21 Related party disclosures

Related party transactions and balances

	PCE Limited	Easipoint Marketing Limited	PCE Limited	Easipoint Marketing Limited
	2004	2004	2003	2003
	£	£	£	£
Sales to	176,414	414,856	316,940	344,764
Purchases from	89,400	1,894	74,288	-
Amounts owed to	89,851	-	35,724	-
Amounts owed from	203,512	128,815	214,670	113,100
Other charges levied	90,900	13,287	70,200	12,900
Other charges payable	46,800	-	44,400	, -

Mr E V Wetton is the principle shareholder in PCE Group Holdings Limited and a shareholder of Easipoint Marketing Limited.

All of the above transactions were recorded at an arm's length basis on normal trading terms.

The other charges levied relate to a management charge from PCE Limited of £90,900 (2003 - £70,200) for the services of senior management during the year and a service charge due from Easipoint Marketing Limited of £13,827 (2003 - £12,900) for the overhead expenses incurred by Tecroc Products Limited on Easipoint Marketing Limited's behalf.

The other charges payable relate to a service charge due to PCE Limited of £46,800 (2003 - £44,400) for the overhead expenses incurred by PCE Limited on Tecroc Products Limited's behalf.

During the year the company had a loan on commercial terms from PCE Limited. The amount outstanding at the year end is £100 (2003 - £100).