

**Financial Statements** 

**31 December 1997** 

Deloitte & Touche Stonecutter Court 1 Stonecutter Street London EC4A 4TR







# REPORT AND FINANCIAL STATEMENTS 1997

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### **REPORT AND FINANCIAL STATEMENTS 1997**

### OFFICERS AND PROFESSIONAL ADVISERS

#### DIRECTORS

K Ito

H Nakamura

H Uno

S Underhill

(Co-Managing Director)

H Senga

(Managing Director)

Y Morishita

M Ikeda

M Roffey

K Tasaka

### **SECRETARY**

Clifford Chance Secretaries Limited

### REGISTERED OFFICE

Wren House 15-23 Carter Lane London EC4V 5HH

# BANKERS

The Sakura Bank Limited
Barclays Bank PLC
Fuji Bank Limited
Bank of Tokyo-Mitsubishi Limited
Chase Manhattan Bank

### SOLICITORS

Clifford Chance 200 Aldersgate Street London EC1A 4JJ

### **AUDITORS**

Deloitte & Touche Chartered Accountants Stonecutter Court 1 Stonecutter Street London EC4A 4TR





### **DIRECTORS' REPORT**

The directors present their annual report and the audited financial statements for the year ended 31 December 1997.

#### **ACTIVITIES**

The company is engaged in metal trading on The London Metal Exchange and the trading of related OTC instruments. The US dollar is used as the reporting currency since the company's principal sources of income and expenditure are in this currency.

### REVIEW OF DEVELOPMENTS AND FUTURE PROSPECTS

The results for the current year of trading are set out on page 6. Trading generated a profit before tax of US\$6,964,641 (1996 - loss of US\$18,758,960). The company expects to continue to trade profitably in future years.

### DIVIDENDS

The directors have not recommended a dividend for 1997.

### DIRECTORS

The current directors are listed on page 1.

The following directors served during the year:

K Ito	(Japanese)
M Ejima	(Japanese)
S Inoue	(Japanese)
H Nakamura	(Japanese)
H Uno	(Japanese)
S Underhill	
H Senga	(Japanese)
Y Morishita	(Japanese)
3 ( 70 - 00	

M Roffey

(Resigned 1 August 1997) T Matsuoka (Japanese)

M Ikeda (Japanese)

(Appointed 1 August 1997) M Tasaka (Japanese)

None of the directors held any interests in the shares of the company or its parent company during the year.



#### Deloitte Touche Tohmatsu International

## DIRECTORS' REPORT

### **AUDITORS**

A resolution for the reappointment of Deloitte & Touche as auditors of the company is to be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

M Ikeda Director

26 March 1998





### 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 as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed; and
- prepare the financial statements on a 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.



#### **Chartered Accountants**

Deloitte & Touche Stonecutter Court 1 Stonecutter Street London EC4A 4TR Telephone: National 0171 936 3000 International + 44 171 936 3000 Telex: 884739 TRLNDN G Fax (Gp. 3): 0171 583 1198 LDE: DX 599

### AUDITORS' REPORT TO THE MEMBERS OF

### MITSUI BUSSAN COMMODITIES LIMITED

We have audited the financial statements on pages 6 to 15 which have been prepared under the accounting policies set out on page 10.

#### Respective responsibilities of directors and auditors

As described on page 4 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

### Basis of opinion

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

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

#### Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs at 31 December 1997 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Chartered Accountants and Registered Auditors

Holotte + Tarch

26 March 1998

**Deloitte Touche** 

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### PROFIT AND LOSS ACCOUNT Year ended 31 December 1997

	Note	1997 US\$	1996 US\$
TURNOVER	1, 2	17,978,156	(11,696,521)
Administrative expenses		(11,685,620)	(7,470,766)
OPERATING PROFIT/(LOSS)	4	6,292,536	(19,167,287)
Other interest and similar income		1,744,280	2,182,893
Interest payable and similar charges	5	(1,072,175)	(1,774,566)
PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION		6,964,641	(18,758,960)
Tax (charge)/credit on profit/(loss) on ordinary activities	6	(2,070,101)	5,414,230
PROFIT/(LOSS) ON ORDINARY ACTIVITIES AFTER TAXATION		4,894,540	(13,344,730)
Dividend proposed/waived	7		450,000
RETAINED PROFIT/(LOSS) FOR THE FINANCIAL YEAR TRANSFERRED	12	4 904 540	(12.904.720)
TO RESERVES	13		(12,894,730)
Profit and loss account brought forward		(4,526,487)	8,368,243
Profit and loss account carried forward		368,053	(4,526,487)

All items of income and expense disclosed above are derived from continuing operations. There are no recognised gains and losses for the current financial year and preceding financial year, other than as stated in the profit and loss account.





# **BALANCE SHEET**31 December 1997

	Note	US\$	1997 US\$	US\$	1996 USS
FIXED ASSETS					
Tangible assets	8		837,417		860,073
Investments			504,370		500,685
			1,341,787		1,360,758
CURRENT ASSETS				00 (10 000	
Debtors	9	143,986,484		92,648,328	
Cash at bank and in hand		15,002,190		28,408,698	
		158,988,674		121,057,026	
CREDITORS: amounts falling due within					
one year		4.3		4.5	
Bank loans and overdraft		41		42 100 003	
Trade creditors		65,400,810		43,189,803	
Amounts owed to group companies:  Parent company and fellow subsidiaries		47,266,616		47,402,188	
Subordinated Liabilities	16	10,000,000		10,000,000	
Other creditors including taxation and social	10	10,000,000		10,000,000	
security	10	8,424,466		448,844	
Provisions for liabilities and charges	11	3,717,398		626,762	
Accruals		153,077		276,629	
		134,962,408		101,944,271	
AVET CATANAMA A GANTAG			24.026.266		10 110 755
NET CURRENT ASSETS			24,026,266		19,112,755
TOTAL ASSETS LESS CURRENT			25 269 052		20 472 512
LIABILITIES			25,368,053		20,473,513
CAPITAL AND RESERVES					
Called up share capital	12		25,000,000		25,000,000
Profit and loss account			368,053		(4,526,487)
TOTAL EQUITY SHAREHOLDERS'					
FUNDS	13		25,368,053		20,473,513

These financial statements were approved by the Board of Directors on 26 March 1998.

Signed on behalf of the Board of Directors

M Ikeda

Director







### CASH FLOW STATEMENT Year ended 31 December 1997

	Note	1997 US\$	1996 USS
Net cash (outflow)/inflow from operating activities	1	(16,854,418)	(5,624,619)
Returns on investments and servicing of finant Interest received Interest paid	ace		2,182,893 (1,774,566)
Net cash inflow from returns on investments and servicing of finance		672,105	408,327
Taxation UK corporation tax recovered/(paid)		3,132,469	(749)
Capital expenditure and financial investment Purchase of investments Purchase of tangible fixed assets Disposal of tangible fixed assets		(356,660)	(500,685) (877,220) 12,627
Net cash outflow from capital expenditure and financial investment activities		(356,660)	(1,365,278)
Net cash (outflow)/inflow before financing		(13,406,504)	(6,582,319)
Financing activities Issue of ordinary share capital Subordinated loan Net cash inflow from financing activities		- 	10,000,000 10,000,000 20,000,000
Increase in cash	2, 3	(13,406,504)	13,417,681





### NOTES TO THE CASH FLOW STATEMENT Year ended 31 December 1997

#### RECONCILIATION OF OPERATING PROFIT TO NET CASH OUTFLOW FROM OPERATING 1. **ACTIVITIES**

	1997 US\$	1996 USS
	USQ	USU
Operating profit/(loss)	6,292,536	(19,167,287)
Depreciation	379,316	563,084
(Increase)/decrease in stocks	(12,543,322)	203,717
(Increase)/decrease in debtors	(42,197,404)	34,730
Increase in creditors	31,218,141	12,759,114
Profit on sale of fixed assets	-	(5,625)
Difference on foreign exchange	(3,685)	(12,352)
Net cash outflow from operating activities	(16,854,418)	(5,624,619)
CHANGES IN NET FUNDS		

### 2.

	1996 C US\$	Cash flows USS	1997 US\$
Cash at bank and in hand Bank overdraft	28,408,698 (1 (45)	3,406,508)	15,002,190 (41)
Debt due within 1 year	28,408,653 (1: (10,000,000)		15,002,149 (10,000,000)
Total net funds	18,408,653 (1)	3,406,504)	5,002,149



### NOTES TO THE ACCOUNTS Year ended 31 December 1997

#### 1. ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable accounting standards. The particular accounting policies adopted are described below.

#### Accounting convention

The financial statements are prepared under the historical cost convention, as modified by the valuation of trading positions.

#### Turnover

A company dealing in futures contracts has no equivalent to turnover, cost of sales and gross profit. Such figures are therefore not included in the profit and loss account.

Turnover therefore comprises:

- (i) profits on dealing operations, being gains less losses on options and futures dealing and currency hedging;
- (ii) gross commission from investment business, less commissions paid away.

#### Tangible fixed assets

Depreciation is provided on the cost or revalued amount in equal annual instalments over the estimated lives of the assets. The lives of the assets are as follows:

Leasehold improvements

Over the term of the lease

Office equipment

3-4 years

Motor vehicles

4 years

### Deferred taxation

Deferred taxation is provided at the anticipated tax rates on timing differences arising from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements to the extent that it is probable that a liability or asset will crystallise in the future.

#### Foreign exchange

Transactions denominated in other currencies are translated into US dollars at the rates of exchange ruling at the dates of the transactions. Fixed assets are translated at the rates ruling on acquisition, other assets and liabilities stated in foreign currencies are translated into US dollars at the rates ruling at the year end. Exchange profits and losses are dealt with in the profit and loss account.

#### Leases

Rental costs under operating leases are charged to profit and loss account in equal annual amounts over the periods of the leases.

### Valuation of positions

Positions held for trading purposes in options, futures and forwards are accounted for on a trade date basis and valued at market value. Market values are derived, as appropriate, from externally quoted prices and other market data and internal valuation models. Unrealised profits and losses on open forward contracts are discounted. Stocks held as trading positions are valued at net realisable value.

The client positions reflected in trade debtor and creditor accounts are also stated at market values.

#### Pension costs

The company contributes towards a money purchase pension scheme. Costs are charged against profits in the period in which they become payable.





### NOTES TO THE ACCOUNTS Year ended 31 December 1997

2	TURNOVER

2.	IUKNOVER		
		1997	1996
		US\$	US\$
	Dealing (losses)/profits, net		
	commissions receivable, and amounts		
	payable on metal lease agreements	17,978,156	(11,696,521)
3.	INFORMATION REGARDING DIRECTORS AND EMPLOYEES		
		1997	1996
		USS	US\$
	Aggregate of directors' emoluments	1,762,903	907,230
	Contributions to money purchase		
	pension schemes	69,273	106,253
		1 000 100	1.010.400
		1,832,176	1,013,483
	Emoluments of the highest paid director	1,023,149	399,200
	Contributions to money purchase pension schemes	72,257	68,600
		1,095,406	468,000
		No.	No.
	Number of directors for whom the company made		
	contributions to money purchase pension schemes	2	2
	Final and a state the size of the size of	TICO	TICA
	Employee costs during the year:	US\$	US\$
	Wages and salaries	5,546,879	2,896,086
	Social security costs	313,627	279,208
	Other pension costs	452,905	462,018
		6,313,411	3,637,312
			=======================================
		1997	1996
		No.	No.
	Average number of persons employed:	2100	21.00
	Trading	14	14
	Administration	14	13
			<u>27</u>





### NOTES TO THE ACCOUNTS Year ended 31 December 1997

4.	OPERATING PROFIT/(LOSS)		
		1997	1996
		US\$	USS
	Operating profit/(loss) is after charging:		
	Rentals under other operating leases Depreciation and other amounts	227,120	383,707
	written off tangible fixed assets	379,316	563,084
	Auditors' remuneration - audit services	96,973	79,389
	Foreign exchange losses	130,885	61,025
5.	INTEREST PAYABLE AND SIMILAR CHARGES		
		1997	1996
		US\$	USS
	Bank loans and overdrafts payable		
	within five years	12,146	338,160
	Other loans	1,060,029	1,436,406
		1,072,175	1,774,566
6.	TAX CHARGE/(CREDIT) ON PROFIT/(LOSS) ON ORDINARY ACTIVIT	IES	
		1997	1996
		USS	USS
	United Kingdom corporation tax at 31% (1996 -		
	33%) based on the profit for the year	1,800,000	(5,410,000)
	Adjustment in respect of prior periods	270,101	(4,230)
		2,070,101	(5,414,230)
7.	DIVIDEND PROPOSED		
		1997	1996
		US\$	US\$
	Dividend proposed/(waived)		(450,000)



### NOTES TO THE ACCOUNTS Year ended 31 December 1997

### 8. TANGIBLE FIXED ASSETS

		Total US\$	Leasehold improve- ments US\$	Office equipment US\$	Motor vehicles USS
	Cost				
	At 1 January 1997	2,051,032	289,826	1,637,088	124,118
	Additions	356,660	24,213	293,287	39,160
	At 31 December 1997	2,407,692	314,039	1,930,375	163,278
	Accumulated depreciation				
	At 1 January 1997	1,190,959	2,484	1,148,835	39,640
	Charge for the year	379,316	31,538	315,049	32,729
	At 31 December 1997	1,570,275	34,022	1,463,884	72,369
	At 31 December 1997	1,370,273		1,403,864	
	Net book value				
	At 31 December 1997	837,417	280,017	466,491	90,909
	At 31 December 1996	860,073	287,342	488,253	84,478
9.	DEBTORS				
				1997	1996
				US\$	US\$
	Amounts owed by group companies:				
	Parent company and fellow				
	subsidiaries			25,767,130	24,442,830
	Trade debtors			89,823,570	62,174,249
	Other debtors Tax/ACT recoverable			56,094	240,497
	Prepayments and accrued income			198,692 79,316	3,437,999 19,403
	London Clearing House deposit			28,061,682	2,333,350
	London Clearing House deposit			28,001,082	2,333,330
				143,986,484	92,648,328
10.	OTHER CREDITORS INCLUDING TAXATIO	ON AND SOCIAI	L SECURITY	Y	
				1997	1996
				US\$	US\$
	This heading includes:				
	UK corporation tax			1,800,000	-



### NOTES TO THE ACCOUNTS Year ended 31 December 1997

### 11. PROVISIONS FOR LIABILITIES AND CHARGES

The amounts of deferred taxation provided and unprovided in the accounts are:

		1997 US\$	Provided 1996 US\$	1997 US\$	Unprovided 1996 US\$
	Depreciation in excess of capital				
	allowances	*	-	29,213	29,034
	Other short term timing differences	-	-	5,074	5,074
	Losses				379,288
			-	34,287	413,396
		<b>D</b>	Forward	Other	Total
	Other provisions: Balance at 31 December 1996	<b>Bonus</b> 233,000	valuation 89,546	Other 304,216	<b>Total</b> 626,762
	Amount transferred to provisions	2,327,000	541,772	221,864	3,090,636
	Amount transferred to provisions	2,327,000			
		2,560,000	631,318	526,080	3,717,398
12.	CALLED UP SHARE CAPITAL				
				1997	1996
				USS	US\$
	Authorised, allotted and fully paid:				
	25,000 ordinary shares of US\$1,000 each			25,000,000	25,000,000
13.	RECONCILIATION OF MOVEMENTS IN SI	HAREHOLDERS	' FUNDS		
				1997 US\$	1996 US\$
	Profit/(loss) for the financial year			4,894,540	(13,344,730)
	Dividends (proposed)/waived				450,000
				4,894,540	(12,894,730)
	Increase in called up share capital.  10,000 authorised, allotted and fully paid up ordinary shares of US\$1,000				
	each			-	10,000,000
	Opening shareholders' funds			20,473,513	
	Closing shareholders' funds			25,368,053	20,473,513



### NOTES TO THE ACCOUNTS Year ended 31 December 1997

#### 14. OPERATING LEASE COMMITMENTS

At 31 December 1997 the company was committed to making the following payments during the next year in respect of operating leases:

	Office equipment US\$	Land and buildings US\$
Leases which expire: Over five years	908	200,348

#### 15. ULTIMATE PARENT COMPANY

In the opinion of the directors, the ultimate parent company of Mitsui Bussan Commodities Limited, is Mitsui & Co., Ltd which is incorporated in Japan. A copy of the consolidated financial statements of the ultimate parent company can be obtained from that company's registered office 2-1 Ohtemachi 1-Chome, Chiyoda-ku, Tokyo 100, Japan. The parent company of both the largest and smallest groups of which the company is a part is Mitsui & Co., Ltd.

As a wholly owned subsidary of a company whose accounts are publicly available, the company is exempt from the disclosure requirements of FRS8 relating to other group companies.

### 16. SUBORDINATED LIABILITIES

The subordinated debt has been borrowed from Mitsui & Co. UK PLC. Interest is payable at 0.5% above the London Inter-Bank Offer Rate for US dollars of the Bank of Tokyo-Mitsubishi Limited. The only event of default in relation to the subordinated debt is the non-payment of principal or interest. The only remedy available to the holders of the subordinated debt in the event of default is to petition for the winding up of the Company after giving seven Business Days' prior written notice to SFA of its intention to do so. The repayment date of the subordinated debt is 30 June 1998.