Report and Financial Statements

31 March 2002

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Deloitte & Touche Queen Anne House 69-71 Queen Square Bristol BS1 4JP



REPORT AND FINANCIAL STATEMENTS 2002

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OFFICERS AND PROFESSIONAL ADVISERS

DIRECTORS

D M Telling

C S Acheson

B R Edwards

I R Stewart

C J Williams

SECRETARIES

CK Ross

A F Waters (resigned 31 March 2002)

REGISTERED OFFICE

The Stable Block Barley Wood Wrington Bristol BS40 5SA

BANKERS

HSBC Bank plc 49 Corn Street Bristol BS99 7PP

AUDITORS

Deloitte & Touche Queen Anne House 69-71 Queen Square Bristol BS1 4JP



DIRECTORS' REPORT

The directors present their annual report and audited financial statements for the year ended 31 March 2002.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

United Kingdom 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 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.

PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

The company's principal activity is the installation and maintenance of air conditioning systems in commercial industrial and domestic premises.

The company's business has developed satisfactorily and the directors consider that the company is in a good position to continue that development.

RESULTS AND DIVIDENDS

The profit for the year after taxation amounted to £34,036 (2001: £2,191). The directors do not propose the payment of a dividend (2001: nil) and recommend that £34,036 be transferred to reserves (2001: £2,191).

DIRECTORS AND THEIR INTERESTS

The directors during the year were as follows:

D M Telling

CS Acheson

B R Edwards

C J Williams

I R Stewart

(appointed 31 October 2001)

No director had an interest in the share capital and loan stock of the company.



DIRECTORS' REPORT (continued)

DIRECTORS AND THEIR INTERESTS (continued)

Messrs D M Telling, C S Acheson and I R Stewart are directors of MITIE Group PLC, the parent undertaking, and their interests in and options on the share capital of that company are shown in the financial statements of MITIE Group PLC.

Other directors' interests in the share capital of MITIE Group PLC are as follows:

	At 31 March 2002 2.5p Ordinary shares No.	At 1 April 2001 5p Ordinary shares No.
B R Edwards	453,800	276,900
C J Williams	195,152	97,576

On 2 April 2001 each MITIE Group PLC 5p ordinary share was sub-divided into two ordinary shares of 2.5p each.

Share Options

	Granted					E	tercised	
	At 1 April	t 1 April during the period		Exercise period		during the period		At 31 March
	2001	Options	Price	From	To	Options	Price	2002
C J Williams (i)	27,380	_	_	2001	_	_	_	54,760

⁽i) Options under the Savings Related Option Scheme

Further details of the MITIE Group PLC Share Schemes are given in the accounts of that company.

PAYMENT POLICY

The company's policy is to comply with the terms of payment agreed with a supplier. Where terms are not negotiated, the company endeavours to adhere with the supplier's standard terms. As at 31 March 2002 trade creditors, as a proportion of amounts invoiced from suppliers for the year, represented 151 days (2001: 65 days).

In the industry in which the company operates credit periods are frequently extended by agreement. The company's creditor days are a reflection of this custom.

EMPLOYEES

The company offers equal opportunities to all applicants for employment whatever their sex, race or religion. Disabled persons are considered for employment, training, career development and promotion on the basis of their attitudes and abilities in common with all employees, providing the disability does not make the particular employment impractical or the employee unable to conform to the stringent regulations which apply to the operations of the company.

The company recognises the importance of good communications and employee relationships. In each company there is a relationship between the Chief Executive of MITIE Group PLC and individual employees in the company. In these conditions, complex consultative procedures are seldom required to ensure that there is an understanding of the purpose of the business and the commercial realities of success. Employees are encouraged to become shareholders through the Savings Related Share Option Scheme.



DIRECTORS' REPORT (continued)

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

C K Ross Secretary

12 August 2002

Deloitte & Touche Queen Anne House 69-71 Queen Square Bristol BS1 4JP

Tel: National 0117 921 1622 International + 44 117 921 1622 Fax (Gp. 3): 0117 929 2801 www.deloitte.co.uk



INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF

MITIE AIR CONDITIONING (WALES) LIMITED

We have audited the financial statements of MITIE Air Conditioning (Wales) Limited for the year ended 31 March 2002 which comprise the profit and loss account, the balance sheet, the cash flow statement and the related notes 1 to 21. These financial statements have been prepared under the accounting policies set out therein.

Respective responsibilities of directors and auditors

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of the financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibility is to audit the financial statements in accordance with relevant United Kingdom legal and regulatory requirements and 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 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 for the above year and consider the implications for our report if we become aware of any apparent misstatements.

Basis of audit opinion

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

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

Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 March 2002 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Soute

DELOITTE & TOUCHE Chartered Accountants and Registered Auditors

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12 August 2002

Deloitte Touche Tohmatsu Aberdeen, Belfast, Birmingham, Bracknell, Bristol, Cambridge, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, London, Manchester, Milton Keynes, Newcastle upon Tyne, Nottingham, St Albans and Southampton.

Deloitte & Touche

PROFIT AND LOSS ACCOUNT Year ended 31 March 2002

	Continuin		g operations	
	Notes	2002 £	2001 £	
TURNOVER	1	361,335	415,664	
Cost of sales		(233,014)	(328,009)	
GROSS PROFIT		128,321	87,655	
Administrative expenses		(79,948)	(86,207)	
OPERATING PROFIT	2	48,373	1,448	
Interest receivable Interest payable	3 3	679	1,623 (164)	
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		49,052	2,907	
Tax on profit on ordinary activities	4	(15,016)	(716)	
RETAINED PROFIT FOR THE FINANCIAL YEAR	11	34,036	2,191	

There are no recognised gains and losses for the current financial year or preceding financial year other than as stated in the profit and loss account. Accordingly, no separate statement of total recognised gains and losses is presented.

BALANCE SHEET At 31 March 2002

	Notes		2002		2001
FIXED ASSETS		£	£	£	£
Tangible assets	5		17,127		17,449
CURRENT ASSETS					
Work in progress Debtors Cash at bank and in hand	6 7	17,251 52,607 42,991 ———————————————————————————————————		13,307 53,633 7,432 74,372	
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR (including convertible redeemable unsecured loan stock)	8	(118,046)		(105,827)	
NET CURRENT LIABILITIES			(5,197)		(31,455)
TOTAL ASSETS LESS CURRENT LIABILITIES			11,930		(14,006)
CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR					
Convertible redeemable unsecured loan stock	9		-		(8,100)
NET ASSETS/(LIABILITIES)			11,930		(22,106)
CAPITAL AND RESERVES					
Called up share capital Profit and loss account	10 11		21,900 (9,970)		21,900 (44,006)
TOTAL EQUITY SHAREHOLDERS' FUNDS	S 12		11,930		(22,106)

These financial statements were approved by the Board of Directors on 12 August 2002.

Signed on behalf of the Board of Directors

D M Telling Director

Deloitte & Touche

CASH FLOW STATEMENT Year ended 31 March 2002

	Notes	2	002	2001	
		£	£	£	£
Net cash inflow from operating activities	13		35,843		12,487
Returns on investments and servicing of finance Interest received Interest paid		625		1,579 (169)	
Net cash inflow from returns on investments and servicing of finance			625		1,410
Taxation UK corporation tax received			6,528		10,028
Capital expenditure Payments to acquire tangible fixed assets Receipts from disposal of tangible fixed assets		(7,437)		(12,434) 11,541	
Net cash outflow from capital expenditure			(7,437)		(893)
Increase in cash in the year	15		35,559		23,032



1. ACCOUNTING POLICIES

Accounting convention

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

Turnover

Turnover represents the total, excluding sales taxes, receivable in respect of goods and services supplied and contract work completed in the period. All turnover arises within the United Kingdom, from the company's principal activity.

Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Plant and office equipment

4 to 10 years

Motor vehicles

4 years

Leasing commitments

Rentals paid under operating leases are charged against income on a straight-line basis over the lease term.

Work in progress

Work in progress is stated at the lower of cost (including appropriate overheads) and net realisable value. Provision is made for foreseeable losses.

Deferred taxation

This is the first year of adoption of FRS 19 (Deferred Tax). FRS 19 requires full provision to be made for deferred tax, as stated below. It replaces the "partial provision" rules previously allowed under Statement of Standard Accounting Practice No. 15. This change had no material impact on the company and hence there is no restatement of the opening reserves.

Deferred tax is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset, or on unremitted earnings of subsidiaries and associates where there is no commitment to remit these earnings. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

Pension costs

Pension costs represent amounts paid to one of the group's pension schemes. Details of the schemes are given in the financial statements of MITIE Group PLC.



2.	OPERATING PROFIT is stated after charging:	2002 £	2001 £
	Depreciation Auditors' remuneration - audit services Loss on disposal of tangible fixed assets	7,759 2,100	5,423 1,750 737
3.	INTEREST Interest receivable	2002 €	2001 £
	Bank interest	679	1,623
	Interest payable	£	£
	Bank interest	-	164

4. TAX ON PROFIT ON ORDINARY ACTIVITIES

The standard rate of current tax for the year, based on the UK standard rate of corporation tax is 30% (2001: 30%). The current tax charge for the year exceeds 30% (2001: is less than 30%) for the reasons set out in the following reconciliation:

	2002 £	2001 £
Profit on ordinary activities before tax	49,052	2,907
	£	£
Tax on profit on ordinary activities at standard rate	14,716	872
Factors affecting the charge: - capital allowances for period in deficit of depreciation - other	503 (203)	203 (359)
Tax on profit on ordinary activities	15,016	716

The company is not aware of any factors that may materially affect the future tax charge.



5. TANGIBLE FIXED ASSETS

Summary	Plant	36.4	
	and office	Motor	· ·
	equipment	vehicles	Total
	£	£	£
Cost			
At 1 April 2001	5,929	19,243	25,172
Additions	1,170	6,267	7,437
At 31 March 2002	7,099	25,510	32,609
Depreciation			
At 1 April 2001	2,104	5,619	7,723
Charge for the year	1,382	6,377	7,759
At 31 March 2002	3,486	11,996	15,482
Net book value			
At 31 March 2002	3,613	13,514	17,127
At 31 March 2001	3,825	13,624	17,449
			

Capital commitments

At 31 March 2002 the directors had authorised capital expenditure of nil (2001: nil).

6.	WORK IN PROGRESS	2002 £	2001 £
	Work in progress Payments on account	18,092 (841)	29,989 (16,682)
	•	17,251	13,307
		=====	=====



7.	DEBTORS	2002 £	2001 £
	Trade debtors	30,713	28,905
	Amounts owed by group undertakings	21,796	14,704
	Group relief receivable	, <u>-</u>	9,169
	Other taxes	-	791
	Other debtors	98	44
	Prepayments and accrued income	-	20
		52,607	53,633
8.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2002 £	2001 £
	Convertible redeemable loan stock (see note 9)	8,100	-
	Payments on account	3,539	2,318
	Trade creditors	70,983	75,319
	Amounts owed to group undertakings	15,965	19,512
	Other taxes and social security costs	4,137	2,294
	Other creditors	72	-
	Corporation tax	12,375	-
	Accruals and deferred income	2,875	6,384
		118,046	105,827
9.	CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE	LYEAR	
,	COMMENDED OF THE PROPERTY OF T	2002	2001
		£	£
	Convertible redeemable unsecured loan stock 2008	-	8,100
		==== -	

The convertible redeemable unsecured loan stock may be converted at the holder's option into fully paid ordinary shares of £1 each at any time to 31 August 2008.

The loan stock was converted to £1 'B' ordinary shares on 17 May 2002.



£

NOTES TO THE ACCOUNTS Year ended 31 March 2002

10.	CALLED UP SHARE CAPITAL	2002	2001
		£	£
	Authorised		
	55,900 £1 'A' ordinary shares (2001: 58,000)	55,900	58,000
	44,100 £1 'B' ordinary shares (2001: 42,000)	44,100	42,000
		100,000	100,000
		£	£
	Allotted and fully paid		
	15,300 £1 'A' ordinary shares (2001: 17,400)	15,300	17,400
	6,600 £1 'B' ordinary shares (2001: 4,500)	6,600	4,500
		21,900	21,900
			

On 8 October 2001 an ordinary resolution was passed to reclassify 2,100 authorised and allotted £1 'A' ordinary shares into 2,100 £1 'B' ordinary shares.

Rights attached to shares

The holders of the £1 'A' ordinary shares and the £1 'B' ordinary shares are entitled to a dividend as decided by the Board. Thereafter, MITIE Group PLC, the holder of the £1 'A' ordinary shares, is entitled to one half of the company's annual profits available for distribution less the above amount already paid, together with any arrears of such cumulative dividends unpaid from any previous financial year.

Thereafter, the balance of profits available for distribution may be distributed amongst the holders of each class of share pari passu.

Both classes of shareholder have equal voting rights.

11. PROFIT AND LOSS ACCOUNT

At 1 April 2001	(44,006)
Retained profit for the financial year	34,036
At 31 March 2002	(9,970)

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NOTES TO THE ACCOUNTS Year ended 31 March 2002

RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS	2002 £	2001 £
Profit for the financial year	34,036	2,191
Net addition to shareholders' funds Opening shareholders' funds	34,036 (22,106)	2,191 (24,297)
Closing shareholders' funds	11,930	(22,106)
RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES	2002 €	2001 £
Operating profit Depreciation charges Loss on disposal of tangible fixed assets Increase in work in progress Increase in debtors (Decrease)/increase in creditors Net cash inflow from operating activities	48,373 7,759 - (3,944) (8,089) (8,256) - 35,843	1,448 5,423 737 (8,816) (6,278) 19,973 12,487
	Profit for the financial year Net addition to shareholders' funds Opening shareholders' funds Closing shareholders' funds RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES Operating profit Depreciation charges Loss on disposal of tangible fixed assets Increase in work in progress Increase in debtors (Decrease)/increase in creditors	Profit for the financial year 34,036 Net addition to shareholders' funds 34,036 Opening shareholders' funds (22,106) Closing shareholders' funds 11,930 RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES 2002 £ Operating profit 48,373 Depreciation charges 7,759 Loss on disposal of tangible fixed assets Increase in work in progress (3,944) Increase in debtors (8,089) (Decrease)/increase in creditors (8,256)

14. ANALYSIS OF CHANGES IN NET FUNDS/(DEBT)

	At 1 April 2001 £	Cash flow	Non-cash changes £	At 31 March 2002 £
Cash at bank and in hand	7,432	35,559	-	42,991
Debt due within one year	-	-	(8,100)	(8,100)
Debt due after more than one year	(8,100)	-	8,100	-
	(668)	35,559	-	34,891



15.	RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/(DEBT)	2002 £	2001 £
	Net debt at beginning of year	(668)	(23,700)
	Increase in cash in the year	35,559	23,032
	Net funds/(debt) at end of year	34,891	(668)

16. FINANCIAL COMMITMENTS

Operating leases

At 31 March 2002 the company had no annual commitments under non-cancellable operating leases.

Commitments on behalf of group undertakings

The company is party with other group undertakings to cross-guarantees of each other's bank overdrafts. As at 31 March 2002 the overall commitment was nil (2001: nil).

17. DIRECTORS

The emoluments of directors of the company were:	2002 £	2001 £
Fees and other emoluments (excluding pension contributions but including benefits-in-kind)	<u>-</u>	
	- <u></u>	

Messrs D M Telling, C S Acheson and I R Stewart are remunerated by MITIE Group PLC and Messrs B Edwards and C J Williams are remunerated by MITIE Engineering Services Limited for their services to the group as a whole. It is not practicable to allocate their remuneration between their services as directors of MITIE Air Conditioning (Wales) Limited and their services as directors of other group companies.

Messrs D M Telling, C S Acheson and I R Stewart are directors of MITIE Group PLC and their emoluments and pension details are disclosed in the group accounts.

None of the directors exercised options in the shares of the ultimate group company, MITIE Group PLC, during the year (2001: one director).



18. EMPLOYEES

Number of employees

The average number of persons (including directors) employed by the company during the year was:

	2002 No.	2001 No.
Administration and management	2	2
Site	2	
	4	2
		
Employment costs	£	£
Wages and salaries	85,913	43,290
Social security costs	8,396	4,652
Other pension costs	4,860	1,125
	99,169	49,067
	"	

19. RELATED PARTY TRANSACTIONS

At 1 April 2001 MITIE Group PLC was a 95% shareholder in MITIE Air Conditioning (Wales) Limited. During the year, MITIE Group PLC sold 26% of the issued share capital of MITIE Air Conditioning (Wales) Limited. At 31 March 2002 MITIE Group PLC is a 69% shareholder in MITIE Air Conditioning (Wales) Limited.

During the year, MITIE Air Conditioning (Wales) Limited paid management charges of £23,637 (2001: £16,700) to companies within MITIE Group PLC. At the year end an amount of £12,338 (2001: £12,925) was included in creditors in respect of these transactions. An amount of £7,455 (2001: nil) was included in debtors in respect of these transactions.

During the year MITIE Air Conditioning (Wales) Limited purchased goods and services amounting to £2,709 (2001: £6,991) on normal commercial terms from companies within MITIE Group PLC. An amount of £3,627 (2001: £6,587) remained outstanding at the year end in respect of these transactions and those of prior years.

During the year MITIE Air Conditioning (Wales) Limited provided goods and services amounting to £160,268 (2001: £334,558) on normal commercial terms to companies within MITIE Group PLC. At the year end an amount of £14,341 (2001: £14,704) was included in debtors in respect of these transactions.



20. PENSION ARRANGEMENTS

For the purposes of FRS 17, the company has been unable to identify its share of the underlying assets and liabilities in the main group scheme, the MITIE Group Pension Scheme, on a consistent and reasonable basis. Therefore, following full implementation of FRS 17, the company will account for contributions to the scheme as if it were a defined contribution scheme. At 31 March 2002, the valuation of the scheme for the purposes of FRS 17 showed a net liability as set out in note 25 to the report and accounts of MITIE Group PLC.

21. PARENT UNDERTAKING AND CONTROLLING PARTY

The directors regard MITIE Group PLC, a company registered in Scotland, as the company's ultimate parent undertaking and controlling party. MITIE Group PLC is both the smallest and largest group for which group accounts are prepared. Copies of the group financial statements can be obtained from the Company Secretary at the registered office.

DETAILED PROFIT AND LOSS ACCOUNT Year ended 31 March 2002

	2002 £	2001 £
TURNOVER	361,335	415,664
Cost of sales	(233,014)	(328,009)
GROSS PROFIT	128,321	87,655
ADMINISTRATIVE EXPENSES		
Management charges payable	23,637	16,700
Salaries, including directors' salaries	33,825	49,067
Insurance	1,563	2,423
Telephone	1,013	769
Postage, stationery and advertising	(133)	2,598
Entertaining	-	-
Motor expenses	8,353	6,217
Computer services	725	-
Trade subscriptions	265	-
Bank charges	300	404
Audit fee	2,100	1,750
Legal and professional	408	384
Car hire	-	(472)
Sundry expenses	133	207
Depreciation	7,759	5,423
Loss on disposal of tangible fixed assets	-	737
	(79,948)	(86,207)
OPERATING PROFIT	48,373	1,448