Registered Number 6238103

**Directors' Report and Accounts** 

For the period from 4 May 2007 to 31 December 2007

WEDNESDAY



29/10/2008 COMPANIES HOUSE

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## **Directors' report**

The Directors present their report and the audited financial statements of the Company from the date of incorporation, 4 May 2007 to 31 December 2007

#### Principal activities

The Company's principal activities include procurement and trading in tobacco leaf and semifinished tobacco products

### Review of business and future developments

The loss for the period attributable to the British American Tobacco (GLP) Limited shareholder after deduction of all charges and the provision of tax amounted to US Dollars ("USD") 13,342,000 The Company became active in December 2007 Sales to customers started in 2008

### Key performance indicators

The Directors of British American Tobacco plc, the ultimate parent company, manage the operations of the British American Tobacco Group (the "Group") on a regional basis. For this reason, and given the nature of the Company's activities, the Company's Directors believe that key performance indicators are not necessary or appropriate for an understanding of the Company's specific development, performance or position of its business. However, key performance indicators relevant to the Group, and which may be relevant to the Company, are disclosed under the Operating and Finance Review section of the Annual Report of British American Tobacco plc, and do not form part of this report.

#### Principal risks and uncertainties

The principal risks and uncertainties of the Company are integrated with the principal risks of the Group and are monitored by audit committees to provide a framework for identifying, evaluating, and managing risks faced by the Group—Accordingly, the key group risk factors that may also be relevant to the Company are disclosed in the Annual Report of British American Tobacco p I c for the year ended 31 December 2007 and do not form part of this report

#### Financial risk management

The Company's operations expose it to a currency risk as part of its purchases and operating expenses are denominated in foreign currencies. The exposure is partially hedged with forward foreign exchange contracts.

The Company is also exposed to a credit risk. To minimise exposure, credit limits are set up for each customer and Management monitors the level of outstanding debts on an on-going basis.

#### **Dividends**

The Directors do not recommend the payment of a dividend for the period

## **Directors' Report**

#### **Board of Directors**

The names of the persons who served as Directors of the Company during the period 4 May 2007 to the date of this report are as follows

|                           | Appointed         | Resigned          |
|---------------------------|-------------------|-------------------|
| Irvine, James Campbell    | 4 May 2007        |                   |
| Cheong-Foo, Gilbert Dario | 14 September 2007 |                   |
| Fernandes, Marcio Eduardo | 14 September 2007 |                   |
| Marroco, Tadeu Luiz       | 14 September 2007 |                   |
| Payne, Philip James       | 14 September 2007 |                   |
| Stevens, Michael James    | 14 September 2007 |                   |
| Ridirectors Limited       | 4 May 2007        | 14 September 2007 |

#### Statement of Directors' responsibilities

The following statement sets out the responsibilities of the Directors in relation to the financial statements. The report of the independent auditors, as shown on page 6, sets out their responsibilities in relation to the financial statements.

The Directors are responsible for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

The Directors are responsible for preparing the financial statements for each financial year which give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of affairs of the Company and of the profit or loss of the Company for that period In preparing those financial statements, the Directors are required to

- select appropriate accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements, 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 confirm that they have complied with the above requirements in preparing the financial statements

The Directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 1985. They 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.

# **Directors' report**

#### Directors' declaration in relation to relevant audit information

Having made enquiries of fellow Directors and of the Company's auditors, each of the Directors confirms that

- (1) to the best of his knowledge and belief, there is no relevant audit information of which the Company's auditors are unaware, and
- (2) he has taken all steps that a Director might reasonably be expected to have taken in order to make himself aware of relevant audit information and to establish that the Company's auditors are aware of that information

By order of the Board

M G C Anderson

Secretary 21 October 2008

# Independent auditors' report to the member of British American Tobacco (GLP) Limited

We have audited the financial statements of British American Tobacco (GLP) Limited for the period ended 31 December 2007 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein.

#### Respective responsibilities of Directors and auditors

The Directors' responsibilities for preparing of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) 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 international Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the Company's member as a body in accordance with Section 235 of the Companies Act 1985, and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

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 whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 other transactions 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

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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 judgments 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 irregulanty 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, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the Company's affairs as at 31 December 2007 and of its loss for the period then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 1985; and

the information given in the Director's report is consistent with the financial statements

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PricewaterhouseCoopers LLP
Chartered Accountants and Registered Auditors

1 Embankment Place London WC2N 6RH

Date

27 October 2008

# Profit and loss account for the period ended 31 December 2007

|   | Note | 2007<br>USD '000 |
|---|------|------------------|
| Turnover                                    |      | -                |
| Operating charges                           | 2    | (12,874)         |
| Operating results on ordinary activities    |      | (12,874)         |
| Interest receivable and similar income      | 4(a) | 144              |
| Interest payable and similar charges        | 4(b) | (612)            |
| Loss on ordinary activities before taxation |      | (13,342)         |
| Taxation on loss on ordinary activities     | 5    |                  |
| Loss for the financial period               |      | (13,342)         |

There are no recognised gains and losses other than the loss for the financial period. All the activities during the period are in respect of continuing operations.

There is no difference between the loss on ordinary activities before taxation and the loss for the financial period stated above and their historical cost equivalents

The notes shown on pages 9 to 16 from part of these accounts

# Balance sheet as at 31 December 2007

| Called up share capital Profit and loss account | 10<br>11 | 100,000<br>(13,342) |
|---|----------|---------------------|
| Capital and reserves                            |          |                     |
| Net assets                                      |          | 86,658              |
| Net current assets                              |          | 62,187              |
| Creditors - amounts falling due within one year | 9        | (315,887)           |
|   |          | 378,074             |
| Cash at bank and in hand                        | J        | 20,843              |
| Debtors amounts falling due within one year     | 8        | 46,272              |
| Current assets Stocks                           | 7        | 310,959             |
| Tangible assets                                 | 6        | 24,471              |
| Fixed assets                                    | Note     | 2007<br>USD '000    |

The financial statements on pages 7 to 16 were approved by the Directors on 21 October 2008 and signed on behalf of the Board

M J Stevens

Director

The notes shown on pages 9 to 16 form part of these accounts

#### 1 Accounting policies

The principal accounting policies are set out below

#### (a) Basis of accounting

The financial statements are prepared on the going concern basis, under the historical cost convention, and in accordance with the Companies Act 1985 and applicable accounting standards in the United Kingdom

#### (b) Cash flow statement

The Company is a wholly-owned subsidiary of British American Tobacco p I c The cash flows of the Company are included in the consolidated cash flow statement of British American Tobacco p I c, which is publicly available. Consequently, the Company is exempt under the terms of the FRS 1 (revised 1996) from preparing a cash flow statement.

#### (c) Foreign currencies

Items included in the financial statements of the Company are reported in the currency of the primary economic environment (United States Dollar), in which the Company operates (the "functional currency")

Transactions arising in currencies other than US Dollar are translated at the rate of exchange ruling on the date of the transaction. Assets and liabilities expressed in currencies other than US Dollar are translated at rates of exchange ruling at the end of the financial year. All exchange differences are taken to the profit and loss account in the year.

#### (d) Accounting for income

Income is included in the profit and loss account when all contractual or other applicable conditions for recognition have been met. Provisions are made for bad and doubtful debts, including where delays are anticipated in the receipt of monies from overseas.

#### (e) Taxation

Taxation provided is that chargeable on the profits of the period, together with deferred taxation

Deferred taxation is provided in full on timing differences between the recognition of gains and losses in the financial statements and their recognition in tax computations. However, as allowed by FRS 19, the Company has chosen not to discount deferred tax assets and liabilities.

### 1 Accounting policies (continued)

#### (f) Tangible fixed assets

Tangible fixed assets are stated at cost less depreciation. Depreciation is calculated on a straight-line basis to write off the cost of tangible fixed assets over their useful lives and commences when the assets are ready for their intended use. Depreciation is charged pro-rata based on the month of acquisition and disposal

#### (g) Leases

Rentals payable on assets held under operating leases are charged to the profit and loss account

#### (h) Stock

Stocks are valued at the lower of cost and net realisable value. The method used in calculating cost, which includes costs incurred in bringing inventories to their present state and location, is average cost.

#### (i) Employee Share Schemes

The Company is recharged by British-American Tobacco (Holdings) Limited, a fellow group company, for the cost of share schemes to which its employees belong. This recharge is expensed in the year incurred. The recharge in the period ended 31 December 2007 was USD 130,000. The fellow group company which administers the share schemes on behalf of other group companies calculates and reflects the charge for the share schemes and provides the relevant disclosures required under FRS 20 '(IFRS 2) Share-based Payment.

#### (j) Financial Instruments

The Company has adopted paragraphs 15 to 50 of FRS 25 "Financial Instruments Disclosure and presentation" This has no financial impact on the accounts and the fair value of the forward foreign exchange contracts has not been recognised in the balance sheet. As required by paragraph 45B of section D schedule 4 of the Companies Act 1985, the fair value of those contracts has been disclosed in the notes to the financial statements.

# 2 Operating charges

|  | 2007      |
|--|-----------|
|  | U\$D '000 |
| Raw materials and consumables                            | 310,959   |
| Changes in stocks  | (310,959) |
| Staff costs (see below)                                  | 6,339     |
| Auditors' fees   | 58        |
| Payment to PricewaterhouseCoopers for non-audit services | 9         |
| Exchange loss  | 40        |
| Other operating expenses                                 | 6,428     |
|  | 12,874    |
| Staff costs  |           |
| Staff costs recharged from other companies               | 6,339     |

The Company had no employees during the period. The above staff costs, which are borne by the Company, relate to the employees of fellow Group undertakings.

Other operating expenses include pre-operating expenses such as travel costs, charges for office facilities, consultancy fees, etc

### 3 Directors' emoluments

The aggregate emoluments of the Directors in respect of their services as Directors of the Company during the period were as follows

| Aggregate emoluments   | 2007<br>USD '000<br>497 |
|--|-------------------------|
| Highest paid Director Aggregate emoluments Defined benefit pension scheme accrued pension at the end of year | 354<br>142              |
| Directors exercising share options during the year   | <b>Number</b><br>None   |
| Directors entitled to receive shares under a long term incentive scheme                                      | 2                       |
| Directors retirement benefits accruing under a defined benefit scheme  | 2                       |

The highest paid Director received shares under a long term incentive scheme but did not exercise share options during the year. No Directors received emoluments (excluding shares) under long-term incentive schemes during the year.

Messers Fernandes, Marroco, Payne and Stevens did not receive any remuneration in respect of their services during the period

### 4 (a) Interest receivable and similar income

|     | 2 | 0 | 0 | 7 |
|-----|---|---|---|---|
| USD | 4 | 0 | 0 | 0 |

Interest receivable on loan to Group undertaking

144

## 4 (b) Interest payable and similar charges

2007 USD '000

Interest payable on borrowings from Group undertakings

612

## 5 Taxation on ordinary activities

#### (a) Summary of tax on ordinary activities

2007 USD '000

UK corporation tax comprising

Current tax of the period at 30%

Total current taxation note 5(b)

#### (b) Factors affecting the tax charge

The current taxation charge differs from the standard 30 per cent rate of Corporation tax in the UK. The major causes of this difference are listed below

|  | 2007       |  |
|--|------------|--|
|  | USD '000   |  |
| Loss on ordinary activities before taxation                              | (13,342)   |  |
| Corporation Tax at 30% on loss on ordinary activities                    | (4,003)    |  |
| Factors affecting the tax rate: Permanent differences Timing differences | 8<br>4,038 |  |
| Group loss relief claimed for nil consideration                          | (43)       |  |
| Total current taxation charge note 5(a)                                  | (,,,       |  |

# 6 Tangible fixed assets

|                  | Assets under<br>construction<br>USD '000 |
|------------------|--|
| Cost             |  |
| At 4 May 2007    | -  |
| Additions        | 24,471                                   |
| Disposals        | -  |
| 31 December 2007 | 24,471                                   |
| Net book amount  |  |
| 31 December 2007 | 24,471                                   |
|                  |  |

### 7 Stocks

|                          | 2007<br>USD '000 |
|--------------------------|------------------|
| Goods for resale         | 310,959          |
| Current replacement cost | 364,000          |

# 8 Debtors: amounts falling due within one year

|                                    | 2007       |
|------------------------------------|------------|
|                                    | USD '000   |
| Amounts awad by Graup undartakings | 144        |
| Amounts owed by Group undertakings |            |
| Loan to a Group undertaking        | 29,970     |
| Other debtors                      | 16,158     |
|                                    | <br>46,272 |
|                                    |            |

Amounts owed by Group undertakings are unsecured and interest free. The loan to a Group undertaking is interest bearing at an average rate for the year of 5 829% p a

# 9 Creditors: amounts falling due within one year

|   | 2007<br>USD '000 |
|---|------------------|
| Trade creditors                         | 2,507            |
| Amounts due to Group undertakings       | 40,434           |
| Interest payable to a Group undertaking | 2,946            |
| Borrowings from a Group undertaking     | 270,000          |
|   | 315,887          |

Amounts due to Group undertakings are unsecured, interest free and repayable on demand Borrowings from a Group undertaking are unsecured and interest bearing at an average rate for the year of 5 634% p a These borrowings are under a committed revolving credit facility and they can be rolled over as and when the amounts come due Total credit facility amounts to USD420million

# 10 Called up share capital

### Ordinary shares of USD1 each

2007

| Authorised - number - value                         | 250,000,000<br>USD250,000,000 |
|---|-------------------------------|
| Allotted, called up and fully paid - number - value | 100,000,000<br>USD100,000,000 |

#### 11 Reserves

|                             | Profit and loss account |
|-----------------------------|-------------------------|
|                             | USD '000                |
| 4 May 2007                  | -                       |
| Loss for the financial year | (13,342)                |
| 31 December 2007            | (13,342)                |

#### 12 Financial commitments

At 31 December 2007, the Company had no annual commitments under non-cancellable operating leases

#### 13 Financial instruments

The Company's operations expose it to a currency risk as part of its purchases and operating expenses are denominated in foreign currencies. The exposure is hedged with forward foreign exchange contracts. The fair value of the instruments at 31 December 2007 was a loss of USD1,223,000.

## 14 Related party transactions

Transactions with related parties have been aggregated by nature of transaction and were as follows

2007

**USD '000** 

Transactions with associates of the British American Tobacco p.I c. Group

Purchases of tobacco products and raw materials

12,024

The associate referred to is Reynolds American Inc

The Company has taken advantage of the exemption under paragraph 3(c) of FRS 8 from disclosing transactions with other subsidiary undertakings of the British American Tobacco p I c Group

#### 15 Parent undertakings

The Company's ultimate parent undertaking and controlling party is British American Tobacco pic being incorporated in the United Kingdom and registered in England and Wales. Its immediate parent undertaking is British American Tobacco International Holdings (UK) Limited. Group accounts are prepared only at the British American Tobacco pic level.

# 16 Copies of the Report and Accounts

Copies of the Report and Accounts of British American Tobacco p I c may be obtained from

The Company Secretary Globe House 4 Temple Place London WC2R 2PG