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J. SMART & CO. (CONTRACTORS) PLC

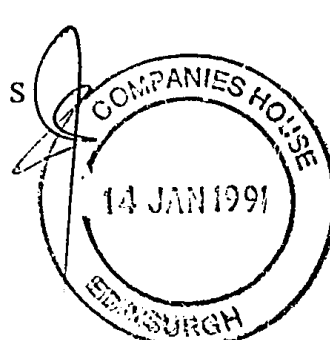


ANNUAL REPORT
AND
STATEMENT OF ACCOUNTS
TO
31st JULY 1990

25130

J. SMART & CO. (CONTRACTORS) PLC

ANNUAL REPORT
AND
STATEMENT OF ACCOUNTS
TO
31st JULY 1990



J. Smart & Co. (Contractors) PLC

DIRECTORS

J. M. SMART,
Chairman and Managing Director

W. L. GRANT
T. R. MURRAY
D. J. HOLLINGDALE
K. H. HASTINGS
A. D. McCLURE
Secretary

REGISTERED OFFICE

28 CRAMOND ROAD SOUTH, EDINBURGH EH4 6AB.

SUBSIDIARY COMPANIES

McGOWAN & Co. (CONTRACTORS) LIMITED
KING & RITCHIE LIMITED
CRAMOND REAL ESTATE COMPANY LIMITED
D. & J. McDUGALL LIMITED
THOMAS MENZIES (BUILDERS) LIMITED
CONCRETE PRODUCTS (KIRKCALDY) LIMITED
C. & W. ASSETS LIMITED

REGISTRARS AND TRANSFER OFFICE

BANK OF SCOTLAND, 26A YORK PLACE,
EDINBURGH EH1 3EY.

BANKERS

BANK OF SCOTLAND, 64 GEORGE STREET,
EDINBURGH EH2 2YS.

AUDITORS

WILLIAM DUNCAN & Co.,
CHARTERED ACCOUNTANTS,
11 GEORGE SQUARE,
GLASGOW G2 1EA.

SOLICITORS

MARSHALL HENDERSON & WHYTE, S.S.C.,
15 STAFFORD STREET, EDINBURGH EH3 7BU.



J. Smart & Co. (Contractors) PLC

NOTICE IS HEREBY GIVEN that the ANNUAL GENERAL MEETING of the Company will be held at the Registered Office, 28 Cramond Road South, Edinburgh, on *13th December 1990 at 12 noon*, for the following purposes:

1. To receive and consider the Accounts and the Report of the Directors for the year ended 31st July 1990.
2. To declare a dividend.
3. To elect Directors.
4. To authorise fees payable to the Directors.
5. To re-elect the Auditors.
6. To authorise the Directors to determine the remuneration of the Auditors.
7. To transact any other business of an Annual General Meeting.

A member entitled to attend and vote at this Meeting is entitled to appoint one or more proxies to attend and vote on a poll instead of him. A proxy need not also be a member. Forms of proxy, if used, must be lodged at the Registered Office at least 48 hours before the time fixed for the Meeting.

There are no Directors' service contracts of more than one year's duration in existence.

BY ORDER OF THE BOARD

A. D. McCLURE, *Secretary*

28 CRAMOND ROAD SOUTH, EDINBURGH EH4 6AB.

20th November 1990.

Note: The dividend, if approved, will be paid on 17th December 1990 to shareholders on the Register at the close of business on 21st November 1990.

J. Smart & Co. (Contractors) PLC

CHAIRMAN'S REVIEW

ACCOUNTS

The Group profit for the year amounted to £3,760,846 compared with a profit last year of £2,716,857 before the Exceptional Item. This profit has been arrived at after a charge for depreciation amounting to £409,053 (£419,893).

The Board is recommending a Final Dividend of 5.25p nett, making a total for the year of 7.2p nett, as compared with 6.4p nett for the previous year. After waivers by myself and my family, the Dividends will cost the Company £364,486.

Unappropriated profits for the year amounted to £2,113,689 which, when added to the retained profits brought forward and the surplus on the revaluation reserve, brings the consolidated capital and reserves of the Group to £21,820,584.

TRADING ACTIVITIES

Group turnover during the year increased by approximately 27% and pre-tax profits increased by approximately 38% when compared with pre-tax profits for the previous year before the Exceptional Item.

Private house sales remained at a satisfactory level during the year under review and together with increases in rental and investment income accounted for the improvement in profit. Industrial and commercial development continued to make progress, and rental income increased from £1,310,936 to £1,724,985. Returns on contracting proved marginal.

FUTURE PROSPECTS

Industrial and commercial development will maintain steady progress this year, and a further increase in rental income is anticipated. However the volume of contract work in hand is lower than last year, and it seems clear that any future work will only be obtained at increasingly competitive prices. House sales have been sluggish in the current year, and while the recent reduction in interest rates appears to have rekindled customer interest there is as yet no sign of a return to the brisk demand of the past two years. Bearing in mind these uncertainties it is not possible at this stage to forecast whether or not the current year's profits will match those of last year.

J. M. SMART
Chairman

J. Smart & Co. (Contractors) PLC

REPORT OF THE DIRECTORS (contd.)

8. DIRECTORS AND THEIR INTERESTS

- (i) The Directors at 31st July 1990 and their interests in the share capital of the Company were as follows:—

	<i>1st August 1989 Ordinary shares of 10p each Beneficial holdings</i>	<i>31st July 1990 Ordinary shares of 10p each Beneficial holdings</i>
J. M. Smart	4,669,154	4,844,154
W. L. Grant	100,000	110,000
T. R. Murray	25,800	35,800
D. J. Hollingdale	41,000	51,000
K. H. Hastings	33,000	43,000
A. D. McClure	20,000	30,000

- (ii) Mr. W. L. Grant and Mr. T. R. Murray retire by rotation and, being eligible, offer themselves for re-election.
- (iii) There are no Directors' service contracts of more than one year's duration in existence.
- (iv) There have been no changes in the Directors' interests between 31st July 1990 and 23rd October 1990.
- (v) Details of Directors' beneficial interests in any contracts to which the parent company or any subsidiary company was a party are shown in Note 28 attached to the accounts.

9. SUBSTANTIAL SHAREHOLDERS

As far as the Directors are aware, the only person, apart from the Directors, to hold an interest of 3% or more in the Share Capital of the Company at 23rd October 1990 was:
Norwich Union Life Insurance Society 499,000 ordinary shares – 4.95%.

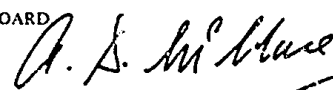
10. CLOSE COMPANY STATUS

On the information available, the Directors are of the opinion that the Company is not a Close Company within the provisions of the Income and Corporation Taxes Act 1988, as amended.

11. AUDITORS

A resolution to reappoint as auditors William Duncan & Co., Chartered Accountants, Glasgow, will be put to the members at the Annual General Meeting.

20th November 1990.

BY ORDER OF THE BOARD
A. D. McCLURE, 
Secretary.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

CONSOLIDATED PROFIT AND LOSS ACCOUNT for the year ended 31st JULY 1990

	Notes	1990 £	1989 £
TURNOVER	2	16,000,601	13,718,447
Charge in stocks of finished goods and work in progress		<u>479,388</u>	<u>(766,111)</u>
		16,479,989	12,952,336
Own work capitalised		<u>2,618,602</u>	<u>1,663,199</u>
		19,098,591	14,615,535
Other operating income	3	<u>1,724,985</u>	<u>1,310,936</u>
		20,823,576	15,926,471
Raw materials and consumables		6,514,524	5,558,563
Other external charges		<u>4,576,070</u>	<u>2,359,984</u>
		11,090,594	7,918,547
		9,732,982	8,007,924
Staff costs	4	5,591,052	4,856,615
Depreciation		409,053	419,493
Other operating charges		<u>435,810</u>	<u>328,744</u>
		6,435,915	5,604,852
OPERATING PROFIT	5	3,297,067	2,405,672
Income from investments	6	80,543	73,941
Interest and other amounts receivable	7	374,309	232,352
Reduction in amount written off investments		<u>8,927</u>	<u>4,892</u>
		463,779	311,185
PROFIT BEFORE EXCEPTIONAL ITEM		3,760,846	2,716,857
EXCEPTIONAL ITEM	8	—	424,537
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		3,760,846	3,141,394
Tax on profit on ordinary activities	9	<u>1,282,671</u>	<u>1,050,247</u>
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	10	2,478,175	2,091,147
DIVIDENDS	11	364,486	319,186
RETAINED PROFIT FOR THE YEAR	24	<u>2,113,689</u>	<u>1,771,961</u>
EARNINGS PER SHARE	12	<u>24.58p</u>	<u>20.74p</u>

The notes on pages 12 to 19 form an integral part of these accounts.

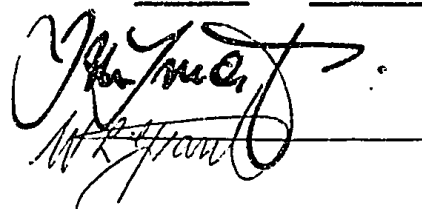
J. Smart & Co. (Contractors) PLC and Subsidiary Companies

CONSOLIDATED BALANCE SHEET as at 31st JULY 1990

	Notes	1990	1989
		£	£
FIXED ASSETS			
Intangible assets	13	1,838	2,013
Tangible assets	14	21,638,514	15,868,967
		<u>21,640,352</u>	<u>15,870,980</u>
CURRENT ASSETS			
Stocks and work in progress	16	1,340,721	865,612
Debtors	17	1,675,779	1,748,634
Investments	18	1,369,786	3,003,070
Cash at bank and in hand	19	336,921	304,699
		<u>4,723,207</u>	<u>5,922,015</u>
CREDITORS: amounts falling due within one year	20	<u>4,479,095</u>	<u>3,953,623</u>
NET CURRENT ASSETS		244,112	1,968,392
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>21,884,464</u>	<u>17,839,372</u>
CREDITORS: amounts falling due after more than one year	21	—	24,300
PROVISION FOR LIABILITIES AND CHARGES			
Deferred taxation	22	63,880	88,997
		<u>63,880</u>	<u>113,297</u>
		<u>21,820,584</u>	<u>17,726,075</u>
CAPITAL AND RESERVES			
Called up share capital	23	1,008,200	1,008,200
Revaluation reserve	24	5,644,478	3,663,658
Profit and loss account	24	15,167,906	13,054,217
		<u>21,820,584</u>	<u>17,726,075</u>

20th November 1990.

J. M. SMART, Director
W. L. GRANT, Director



The notes on pages 12 to 19 form an integral part of these accounts.

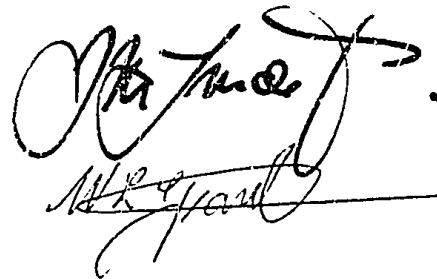
J. Smart & Co. (Contractors) PLC

BALANCE SHEET as at 31st JULY 1990

	Notes	1990	1989
		£	£
FIXED ASSETS			
Tangible assets	14	561,645	548,531
Investments:			
Investment in subsidiaries	15	764,366	764,366
		<u>1,326,011</u>	<u>1,312,897</u>
CURRENT ASSETS			
Stocks and work in progress	16	1,115,992	555,623
Debtors	17	2,011,067	1,345,670
Cash and bank balances in hand	19	5,286,005	8,063,082
		<u>9,419,064</u>	<u>9,964,375</u>
PREPAYMENTS AND ACCRUED INCOME			
Deferred taxation asset	22	88,590	111,703
		<u>9,507,654</u>	<u>10,076,078</u>
CREDITORS: amounts falling due within one year	20	<u>3,095,793</u>	<u>4,189,527</u>
NET CURRENT ASSETS		<u>6,411,861</u>	<u>5,886,551</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>7,737,872</u>	<u>7,199,448</u>
CREDITORS: amounts falling due after more than one year	21	<u>—</u>	<u>—</u>
		<u>7,737,872</u>	<u>7,199,448</u>
CAPITAL AND RESERVES			
Called up share capital	23	1,008,200	1,008,200
Profit and loss account	24	6,729,672	6,191,248
		<u>7,737,872</u>	<u>7,199,448</u>

20th November 1990.

J. M. SMART, Director
W. L. GRANT, Director



The notes on pages 12 to 19 form an integral part of these accounts.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

SOURCE AND APPLICATION OF FUNDS for the year ended 31st JULY 1990

	1990	1989
	£	£
SOURCE OF FUNDS		
Profit on ordinary activities before taxation	3,760,846	3,141,394
Adjustment for items not involving the movement of funds:		
Depreciation	409,053	419,893
Profit on disposal of fixed assets	(21,385)	(86,420)
Release from deferred government grants	—	(4,481)
Reduction in amounts written off investments	(8,927)	(4,392)
TOTAL GENERATED FROM OPERATIONS	4,139,587	3,465,494
 FUNDS FROM OTHER SOURCES		
Proceeds of disposal of fixed assets	58,165	125,591
	4,197,752	3,591,085
 APPLICATION OF FUNDS		
Dividends paid	330,624	296,744
Purchase of tangible fixed assets	4,234,386	2,189,156
Tax paid	1,652,252	368,624
	6,217,272	2,854,524
(DECREASE)/INCREASE IN WORKING CAPITAL	(2,019,520)	736,561
 Represented by:—		
Increase/(decrease) in stocks and work in progress	475,109	(1,571,988)
(Decrease) in debtors	(72,855)	(429,175)
(Increase)/decrease in creditors	(811,785)	37,632
	(409,531)	(1,963,481)
 (Decrease)/increase in net liquid funds:		
Investments	(1,642,211)	2,155,183
Cash at bank and in hand	32,222	544,859
	(1,609,989)	2,700,042
	(2,019,520)	736,561

The notes on pages 12 to 19 form an integral part of these accounts.

1. ACCOUNTING POLICIES

ACCOUNTING CONVENTION

The accounts are prepared under the historical cost convention, modified to include the revaluation of completed investment properties.

BASIS OF CONSOLIDATION

The Group accounts consolidate the accounts of J. Smart & Co. (Contractors) PLC and all its subsidiaries made up to 31st July each year. No profit and loss account is presented for the holding company as provided by Section 230 of the Companies Act 1985.

GOODWILL

Goodwill arising on consolidation is written off to reserves in the year of acquisition.

INVESTMENT PROPERTIES

Completed investment properties are included in the balance sheet at their open market value. Properties under development are stated at cost including attributable overheads.

DEPRECIATION

Depreciation is provided on all tangible fixed assets, other than investment properties and freehold land, at rates calculated to write off the cost of each asset over its expected useful life, as follows:—

Freehold buildings	— over 40 to 66 years
Plant and machinery	— 15% to 33 $\frac{1}{3}$ % reducing balance

GOVERNMENT GRANTS

Regional Development Grants on capital expenditure are credited to a deferral account and are released to the profit and loss account in four equal annual instalments.

STOCKS AND WORK IN PROGRESS

Stocks are valued at the lower of cost or net realisable value.

Land held for development is included at the lower of cost or net realisable value.

Work in progress other than long term contract work in progress is valued at the lower of cost or net realisable value. Cost comprises direct materials on a first-in first-out basis and direct labour plus attributable overheads where appropriate.

Net realisable value is based on estimated selling price less anticipated disposal costs.

LONG-TERM CONTRACTS

Amounts recoverable on contracts which are included in debtors, are stated at cost as defined above, plus attributable profit to the extent that this is reasonably certain after making provision for maintenance costs, less any losses incurred or foreseen in bringing contracts to completion, and less amounts received as progress payments.

For any contracts where receipts exceed the book value of work done, the excess is included in creditors as payments on account.

DEFERRED TAXATION

Deferred taxation is provided on the liability method on all timing differences to the extent that they are expected to reverse in the future, calculated at the rate at which it is estimated that tax will be payable. Advance corporation tax which is expected to be recoverable in the future is deducted from the deferred taxation balance.

2. TURNOVER AND PROFITS

Turnover, which is stated net of value added tax, represents the invoiced value of goods sold, except in the case of long-term contracts where turnover represents the sales value of work done in the year.

Profits on long-term contracts are calculated in accordance with standard accounting practice and do not relate directly to turnover. Profit on current contracts is only taken at a stage near enough to completion for that profit to be reasonably certain after making provision for contingencies, whilst provision is made for all losses incurred to the accounting date together with any further losses that are foreseen in bringing contracts to completion.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

	1990 £	1989 £
3. OTHER OPERATING INCOME		
Rental income	<u>1,724,935</u>	<u>1,310,926</u>

The prospective total annual income from investment properties now completed will amount, in a full year, to approximately £1,910,000 (1989, £1,590,000).

4. STAFF COSTS

Staff costs during the year amounted to:—

Wages and salaries	4,951,038	4,313,262
Social security costs	441,381	384,896
Other pension costs	<u>198,633</u>	<u>158,457</u>
	<u>5,591,052</u>	<u>4,856,615</u>

The average weekly number of employees during the year was made up as follows:—

	No.	No.
Construction and related services	382	359
Office and management	<u>35</u>	<u>31</u>
	<u>417</u>	<u>390</u>

5. OPERATING PROFIT

This is stated after charging/(crediting):—

	1990 £	1989 £
Directors' remuneration	224,414	193,991
Hire of plant and machinery	259,410	150,806
Profit on disposal of fixed assets	(21,385)	(86,420)
Auditors' remuneration and expenses	<u>30,700</u>	<u>32,000</u>
Directors' remuneration:—		
Management remuneration	218,849	188,426
Pension to former Director	<u>5,565</u>	<u>5,565</u>
	<u>224,414</u>	<u>193,991</u>
Emoluments, excluding pension contributions, of the Chairman:—	31,042	25,417
Emoluments, excluding pension contributions, of the highest paid Director	<u>37,500</u>	<u>32,417</u>

The emoluments, excluding pension contributions, of the Directors fell within the following ranges:—

	No.	No.
Nil — £ 5,000	—	1
£20,001 — £25,000	—	2
£25,001 — £30,000	2	2
£30,001 — £35,000	2	2
£35,001 — £40,000	2	—

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

6. INCOME FROM INVESTMENTS	1990	1989
	£	£
Listed	80,143	73,591
Unlisted	400	350
	<u>80,543</u>	<u>73,941</u>
7. INTEREST AND OTHER AMOUNTS RECEIVABLE		
Interest on short term deposits	373,761	232,015
Profit on sale of investments	548	337
	<u>374,309</u>	<u>232,352</u>
8. EXCEPTIONAL ITEM		
Gain on disposal of land held for development	—	424,537
9. TAX ON PROFIT ON ORDINARY ACTIVITIES		
The taxation charge is made up as follows:—		
Based on the profit for the year		
Corporation tax at 35% (1989, 35%)	1,280,200	1,051,500
Tax credits attributable to dividends received.	20,136	18,485
Deferred taxation	(13,830)	(17,400)
	<u>1,286,506</u>	<u>1,052,585</u>
Corporation tax over provided in previous years	(3,835)	(2,338)
	<u>1,282,671</u>	<u>1,050,247</u>
If full provision had been made for deferred taxation, the tax charge for the year would have been increased by £21,600 (1989, £19,100).		
10. PROFIT FOR THE FINANCIAL YEAR		
Dealt with in the accounts of the holding company	902,911	893,493
Retained by subsidiary companies	1,575,264	1,197,744
	<u>2,478,175</u>	<u>2,091,147</u>
11. DIVIDENDS		
Interim paid of 1.95p per share (1989, 1.75p)	98,715	87,277
Final proposed of 5.25p per share (1989, 4.65p)	265,771	231,909
	<u>364,486</u>	<u>319,186</u>
The principal shareholders have waived dividends as follows:—		
Interim	97,884	89,157
Final	263,534	236,904
	<u>361,418</u>	<u>326,061</u>

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

12. EARNINGS PER SHARE

The calculation of earnings per share is based on net profit after taxation for the year of £2,478,175 (1989, £2,091,147) and on 10,082,000 shares in issue at 31st July 1989 and 31st July 1990.

13. INTANGIBLE FIXED ASSETS

Feu duties created

	£
Cost at 31st July 1989	2,013
Disposals	175
Cost at 31st July 1990	<u>1,838</u>

14. TANGIBLE FIXED ASSETS

(a) GROUP

	Land and buildings Freehold £	Plant, equipment and vehicles £	Land and buildings Investment properties Freehold £	Long leasehold £	Total £
Cost or valuation:					
At 31st July 1989	663,805	4,229,509	12,729,468	1,441,350	19,064,132
Additions	74,625	316,812	3,397,638	445,291	4,234,386
Transfers	—	—	974,930	(974,930)	—
Net surplus on revaluation	—	—	1,771,837	208,983	1,980,820
Disposals	—	(487,554)	—	—	(487,554)
At 31st July 1990	<u>738,430</u>	<u>4,058,767</u>	<u>18,873,893</u>	<u>1,120,694</u>	<u>24,791,784</u>
At valuation	—	—	16,465,000	1,095,000	17,560,000
At cost	<u>738,430</u>	<u>4,058,767</u>	<u>2,408,893</u>	<u>25,694</u>	<u>7,231,784</u>
Depreciation:					
At 31st July 1989	111,195	3,083,970	—	—	3,195,165
Provided during year	15,691	393,362	—	—	409,053
Disposals	—	(450,948)	—	—	(450,948)
At 31st July 1990	<u>126,886</u>	<u>3,026,384</u>	<u>—</u>	<u>—</u>	<u>3,153,270</u>
Net book value:					
At 31st July 1990	<u>611,544</u>	<u>1,032,383</u>	<u>18,873,893</u>	<u>1,120,694</u>	<u>21,638,514</u>
At 31st July 1989	<u>552,610</u>	<u>1,145,539</u>	<u>12,729,468</u>	<u>1,441,350</u>	<u>15,868,967</u>

On the historical cost basis, the revalued investment properties at 31st July 1990 would have been included at a cost of £11,955,665 less accumulated depreciation of £40,144 (1989, cost £10,513,486 less accumulated depreciation of £40,144).

During the year the Group acquired the freehold title to one of its leasehold properties in Edinburgh, which is shown above under transfers.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

14. TANGIBLE FIXED ASSETS (contd.)

(b) COMPANY

	Land and buildings Freehold £	Plant, equipment and vehicles £	Total £
Cost or valuation:			
At 31st July 1989	178,583	1,860,111	2,038,694
Additions	—	210,725	210,725
Transfers within Group	—	(2,596)	(2,596)
Disposals	—	(245,669)	(245,669)
Cost at 31st July 1990	<u>178,583</u>	<u>1,822,571</u>	<u>2,001,154</u>
Depreciation:			
At 31st July 1989	29,537	1,460,626	1,490,163
Provided during year	2,706	182,076	184,782
Transfers within Group	—	(4,159)	(4,159)
Disposals	—	(231,277)	(231,277)
At 31st July 1990	<u>32,243</u>	<u>1,407,266</u>	<u>1,439,509</u>
Net book value:			
At 31st July 1990	<u>146,340</u>	<u>415,305</u>	<u>561,645</u>
At 31st July 1989	<u>149,046</u>	<u>399,485</u>	<u>548,531</u>

(c) INVESTMENT PROPERTIES

The Group's completed investment properties were internally valued on an open market value basis on 31st July 1990 by Mr. J. M. Smart, A.R.I.C.S., and Mr. K. H. Hastings, F.R.I.C.S., both of whom are Directors of the holding Company.

In accordance with Statement of Standard Accounting Practice No. 19, completed investment properties are revalued annually and the aggregate surplus or deficit is transferred to a revaluation reserve, and no depreciation is provided in respect of these properties. The Directors consider that this accounting policy results in the accounts giving a true and fair view.

If the completed investment properties were sold at their valuation a tax liability of £876,000 (1989, £635,000) would arise.

15. INVESTMENT IN SUBSIDIARIES

	1990 £	1989 £
Shares at cost	<u>764,366</u>	<u>764,366</u>

At 31st July 1990 the Company held the entire share capital of the following companies all of whom are registered in Scotland:—

	<i>Nature of business</i>
McGowan & Co. (Contractors) Limited	Plumbing contractors
King & Ritchie Limited	Property company
Cramond Real Estate Company Limited	Investment dealing
D. & J. McDougall Limited	Building contractors
Thomas Menzies (Builders) Limited	Civil Engineering contractors
Concrete Products (Kirkcaldy) Limited	Manufacture of concrete building products
C. & W. Assets Limited	Property company

J. Smart & Co. (Contractors) PLC

REPORT OF THE DIRECTORS

The Directors submit their Annual Report and Accounts for the year ended 31st July 1990.

1. RESULTS AND DIVIDENDS

The profits of the Group for the year after charging taxation amount to	£2,478,175
From which the Directors have made the following appropriations:—	
Paying an interim dividend of 1.95p per share (1989, 1.75p)	£98,715
Proposing a final dividend of 5.25p per share (1989, 4.65p)	265,771
	<u>364,486</u>
Profits retained for the year	<u>£2,113,689</u>

Certain shareholders have waived the interim and final dividend aggregating £361,418.

The dividend, if approved, will be paid to all Members on the Share register of the Company at the close of business on 21st November 1990. Dividend warrants will be posted on 14th December 1990.

2. REVIEW OF THE BUSINESS AND PRINCIPAL ACTIVITIES

The principal activities of the Company and its subsidiaries are building and public works contracting of all types, building for sale of private houses, carrying out of industrial and commercial developments and re-developments for sale or lease, and the manufacture for sale of concrete building products.

Turnover during the year increased by £3,527,653 and rental income from investment properties increased from £1,310,936 to £1,724,985, resulting in an Operating Profit of £3,297,067. The Group's investment income increased from £311,185 to £463,779, and the Profit amounted to £3,760,846 as compared with £2,716,857 before the Exceptional Item in the previous year.

3. FIXED ASSETS

Full details of the movements in fixed assets during the year are given in notes 13 and 14 attached to the accounts.

4. FUTURE DEVELOPMENTS

It is not anticipated that the activities of the Company, as described in 2 above, will substantially change in the immediate future.

5. EMPLOYEE INVOLVEMENT

It is Company policy that there should be effective communication with employees at all levels, on matters which affect their current jobs or future prospects. In achieving this policy, the Directors are aware of the need to take account of the practical and commercial considerations of the Company, and of the needs of employees.

6. DISABLED EMPLOYEES

The policy of the Company with regard to disabled persons is to give full and fair consideration to all applicants for employment and to all employees in relation to promotion.

7. POLITICAL AND CHARITABLE CONTRIBUTIONS

Charitable contributions made by the Group amounted to £38,413.

No political contributions were made by the Group during the year.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

16. STOCKS AND WORK IN PROGRESS

	Group		Company	
	1990	1989	1990	1989
	£	£	£	£
Long-term contract balances	591,993	73,574	579,682	17,389
Land held for development	555,518	563,734	499,976	508,192
Raw materials and consumables	94,778	90,841	36,334	30,042
Finished goods	98,432	137,463	—	—
	<u>1,340,721</u>	<u>865,612</u>	<u>1,115,992</u>	<u>555,623</u>

In order to comply with Statement of Standard Accounting Practice No. 9, amounts recoverable on contracts are included within debtors.

17. DEBTORS

Trade debtors	786,142	693,699	294,008	255,536
Amount owed by subsidiaries	—	—	1,022,370	431,248
Other debtors	181,706	71,423	181,592	69,047
Prepayments and accrued income	161,768	222,747	65,143	58,938
Amounts recoverable on contracts	546,163	760,765	453,954	530,901
	<u>1,675,779</u>	<u>1,748,634</u>	<u>2,017,067</u>	<u>1,345,670</u>

18. INVESTMENTS

	Group	
	1990	1989
	£	£
Listed	934,686	817,970
Unlisted	15,100	15,100
	<u>949,786</u>	<u>833,070</u>
Short term deposits	420,000	2,170,000
	<u>1,369,786</u>	<u>3,003,070</u>
Market value of listed investments	<u>1,878,504</u>	<u>1,818,431</u>
Taxation on potential gain if sold at valuation	<u>316,800</u>	<u>333,500</u>

The listed investments are dealt on a recognised stock exchange.

19. CASH AT BANK

The bank have a right to set off the bank balance against the overdraft of other Group companies.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

20. CREDITORS: Amounts falling due within one year	Group		Company	
	1990	1989	1990	1989
	£	£	£	£
Payments received on account	179,619	62,863	179,619	1,622,675
Trade creditors	1,073,483	803,358	847,775	546,770
Amount owed to subsidiaries	—	—	146,928	114,936
Current corporation tax	1,331,621	1,651,796	459,617	818,950
Other taxes and social security costs	234,094	185,372	93,068	81,832
Other creditors and accruals	1,394,507	1,018,325	1,103,015	772,455
Proposed dividend	265,771	231,909	265,771	231,909
	<u>4,479,095</u>	<u>3,953,623</u>	<u>3,095,793</u>	<u>4,189,527</u>
21. CREDITORS: Amounts falling due after more than one year				
Corporation tax	—	24,300	—	—
22. DEFERRED TAXATION				
At 31st July 1989	88,997	113,878	(111,703)	(93,822)
Released during year	(13,830)	(17,460)	34,400	(10,400)
Advance corporation tax	(11,287)	(7,481)	(11,287)	(7,481)
At 31st July 1990	<u>63,880</u>	<u>88,997</u>	<u>(88,590)</u>	<u>(111,703)</u>
Deferred taxation provided in the accounts is due to timing differences arising on:—				
Capital allowances in advance of depreciation	140,500	175,400	—	600
Other timing differences	11,970	(9,100)	—	(35,000)
Advance corporation tax	(88,590)	(77,303)	(88,590)	(77,303)
	<u>63,880</u>	<u>88,997</u>	<u>(88,590)</u>	<u>(111,703)</u>
Deferred taxation not provided is due to differences arising on:—				
Capital allowances in advance of depreciation	365,400	343,960	14,300	14,000
Chargeable gain on disposal of properties offset against new properties by rollover relief	12,700	12,700	—	—
	<u>378,100</u>	<u>356,660</u>	<u>14,300</u>	<u>14,000</u>

In addition to the sums noted above, there is a potential capital gains tax liability of £876,000 (1989, £635,000) if the completed investment properties were sold at valuation.

J. Smart & Co. (Contractors) PLC and Subsidiary Companies

NOTES TO THE ACCOUNTS (contd.)

31st JULY 1990

23. SHARE CAPITAL

	1990		1989	
	Authorised £	Allotted and fully paid £	Authorised £	Allotted and fully paid £
Ordinary shares of 10p each	1,200,000	1,008,200	1,200,000	1,008,200

24. RESERVES

	Group £	Company £
Revaluation reserve:		
At 31st July 1989	3,663,658	—
Arising on revaluation during the year (note 14)	1,980,820	—
At 31st July 1990	5,644,478	—
Profit and loss account:		
At 31st July 1989	13,054,217	6,191,248
Retained profit for the year	2,113,689	538,424
At 31st July 1990	15,167,906	6,729,672

25. CAPITAL COMMITMENTS

The estimated amount of Capital Expenditure at 31st July authorised by the Board for which no provision has been made is:—

	Group		Company	
	1990 £	1989 £	1990 £	1989 £
(i) Contracted for	nil	nil	nil	nil
(ii) For which no contract has been entered into	nil	nil	nil	nil

26. PENSION COMMITMENTS

The Group has a Pension Scheme designed to provide retirement benefits based upon final Scheme salaries for staff employees. The costs of these benefits arising from current service, which is determined by actuarial valuation using a projected benefit method, is charged against profit as the service arises.

27. CONTINGENT LIABILITIES

The Company and certain of its subsidiaries have in the normal course of business entered into counter-indemnities in respect of performance bonds relating to their contracts.

28. DIRECTORS' INTEREST IN CONTRACTS

Mr. J. M. Smart and Mr. D. J. Holingdale had interests throughout the year, through their material beneficial interests in several companies, in continuing contracts for the purchase of materials and for the sale of materials and supply of services, all of which transactions were at normal commercial rates. During the year ended 31st July 1990 materials purchased amounted to £885,000 (1989, £675,000) and materials and services supplied amounted to £137,000 (1989, £123,000).