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Chairman's Statement

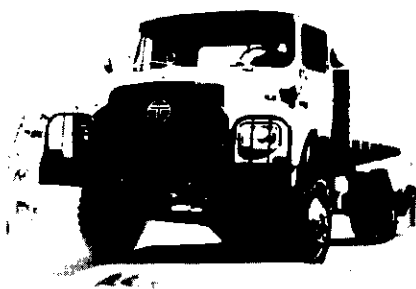
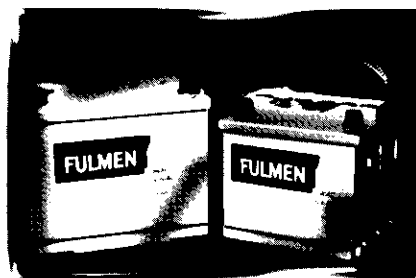
1992 proved to be as difficult as forecast. Political and economic difficulties, in particular the erosion of the Kenya Shilling, have created a very difficult economic environment in which to operate. The Motor Industry in particular was affected by drastic cuts in import licences which led to a reduction of at least 12% in the total number of assembled vehicles sold in Kenya during the year.

Despite this, Marshalls managed to increase its market penetration and we also maintained our position of leadership in most of the market segments in which we operate.

The policy of diversification which we started in previous years is now beginning to show very positive results. TATA trucks, with their combination of ruggedness and exceptional value for money are becoming

increasingly popular in the Kenya Market. So too are our Fulmen batteries which we believe are the best batteries manufactured in Kenya. They are fully tropicalised, and therefore able to stand up to local conditions even better than the imported products.

Marshalls' branches countrywide continue to make a positive contribution even though the decline in the number of vehicles in circulation had an adverse effect on sales of Peugeot parts and service. The Volvo after sales activity, on the other hand recorded a satisfactory increase both in terms of volume and margins.



2007/0192



During the course of the year, the Company disposed of the Marshalls Motor Gallery. The funds were put to much more effective use in support of our core business activities. The sale of the Motor Gallery also made a positive contribution to our cash flow and to the balance sheet.

On 15th March 1993, the company made a Rights Issue of 1,827,700 ordinary shares on the basis of Two shares for every Five shares held, at an issue price of Kshs.11.75 per share. I am glad to inform you that this offer was fully subscribed and your Board considers that the issue was timely and the price fixed exactly right. The new shares will qualify for dividends in respect of profits earned from 1st January 1993.

Looking ahead, we believe that trading conditions in 1993 are likely to be even more difficult than they were last year. Rising inflation and shortage of foreign exchange will continue to place constraints on the importation of vehicles and parts whilst escalating prices and continuing recession will limit demand. We are pleased that the Government nevertheless has taken serious steps to deal with the challenge and we welcome their initiatives

To meet these challenges, Marshalls will continue to streamline and rationalise its operation. The quality of our franchises remain the mainstay of the business and demand for our products continues to be good. One of our major priorities is to increase the turnover of all our products by concentrating our sales efforts on fast moving items. This year will also see the

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implementation of a totally integrated computer package which will contribute further to the effective management of our operations with reductions in operating costs from 1994 onwards.

On behalf of all the shareholders, I wish once again to thank the management team and all the members of our staff for their commitment and hard work during a very difficult year.

I wish to record with regret the resignation as Chairman of my predecessor Mr Ketan Somaia, E.B.S. who felt that his business commitments made it necessary for someone on the spot to become your Chairman. His contributions to the Marshalls Group as Chairman, both within



and outside the Board, have been invaluable but I am pleased that he has agreed to remain on your Board. I am honoured to have been asked by the Board to assume the Chairmanship of Marshalls.

Finally, I am pleased to announce that despite the adverse economic trends, your Board is recommending that the dividend to ordinary shareholders be maintained at KShs.1.50 per share. The dividend will be payable in respect of the shares in issue at 31 December 1992. This has been provided for in the accounts.

M.L. Somen
Chairman

Directors' Report

The directors submit their report together with the audited accounts for the year ended 31 December 1992 which disclose the state of affairs of the company and of the group.

Principal Activities

The principal activity of the group is the assembly and marketing of Peugeot motor vehicles and related services. The company also holds the franchise for Kenya-built Tata and Volvo trucks, buses and VME earth moving equipment.



Results and Reserves

	KE
Retained profit at 1 January 1992	1,324,284
Group profit attributable to shareholders	<u>4,049,356</u>
	5,373,640
Dividend	<u>(344,442)</u>
Retained profit at 31 December 1992	<u><u>5,029,198</u></u>

Dividends

The directors propose an ordinary dividend of Shs 1.50 per share for year ended 31 December 1992.

Directors

The directors who held office during the year were:

K.S. Somaia	
E. Balletto	
C. Mistry	
M. L. Somen	
M.K.R. Shah	(appointed 11 August 1992)
D.K. Shah	(appointed 11 August 1992)
A.I. Shah	(resigned 24 April 1992)
I. Githuthu	(resigned 1 March 1992)

Auditors

Price Waterhouse continue in office in accordance with Section 159(2) of the Companies Act.

By order of the Board

J. Kamau

Secretary,

8 July 1993

**Company
Information**

Directors

K.S. Somaia

E. Balletto

C. Mistry

M.L. Somen

M.K.R. Shah

D.K. Shah

Secretary

J. Kamau

Registered Office

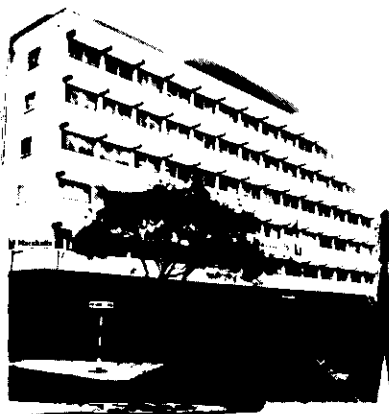
Marshall House,

Harambee Avenue,

P.O. Box 42317,

Nairobi,

Kenya.



Bankers

Kenya Commercial Bank Limited

Moi Avenue,

P O Box 30081,

Nairobi,

Kenya.

National Bank of Kenya Limited

Moi Avenue,

PO Box 72497,

Nairobi,

Kenya.

Auditors

Price Waterhouse

Rattansi Educational Trust Building,

Koinange Street,

P O Box 41968,

Nairobi,

Kenya.

Auditors'
Report

***Report of the Auditors to the members
of Marshalls (E.A.) Ltd.***

We have audited the accounts set out on pages 8 to 20 and have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit. The accounts of the company are in agreement with the books of account.

In our opinion proper books of account have been kept and the accounts give a true and fair view of the state of the financial affairs of the company and the group at 31 December 1992 and of the profit and source and application of funds of the group for the year then ended and comply with the Companies Act.

Price Waterhouse
Certified Public Accountants
8 July 1993

Consolidated
Profit and
Loss Account

year ended 31 December 1992

	Notes	1992 K£	1991 K£
TURNOVER		<u>46,876,260</u>	<u>42,185,124</u>
PROFIT BEFORE TAX	2	710,046	673,803
TAX	3	<u>(395,947)</u>	<u>(415,968)</u>
PROFIT AFTER TAX		314,099	257,835
EXTRAORDINARY ITEM	4	3,735,257	—
DEPRECIATION WRITTEN BACK ON REVALUATION OF FIXED ASSETS		<u>—</u>	<u>616,111</u>
PROFIT ATTRIBUTABLE TO SHAREHOLDERS		4,049,356	873,946
of which K£ 4,047,733 (1991: K £853,236) has been dealt with in the accounts of the company			
DIVIDEND	5	<u>(344,442)</u>	<u>(344,442)</u>
RETAINED PROFIT FOR THE YEAR	9	<u>3,704,914</u>	<u>529,504</u>
Earnings per ordinary share	6	<u>Shs 1.36</u>	<u>Shs 1.12</u>

Consolidated Balance Sheet

at 31 December 1992

	Notes	1992 K£	1991 K£
Capital Employed			
SHARE CAPITAL	7	1,167,308	1,167,308
CAPITAL RESERVE	8	21,929,757	25,025,104
REVENUE RESERVE	9	5,029,198	1,324,284
SHAREHOLDERS' INTEREST		28,126,263	27,516,696
DEFERRED DIVIDEND	5	—	849,612
		<u>28,126,263</u>	<u>28,366,308</u>
Represented by			
FIXED ASSETS	10	24,754,815	28,081,804
INVESTMENT IN ASSOCIATED COMPANY	11	1,214,526	1,212,903
CURRENT ASSETS			
Stock		21,581,189	17,967,977
Amounts due from group companies	12	5,899,341	4,572,147
Debtors		5,080,558	4,390,755
Dividend receivable from associated company		52,920	29,770
Bank balances and cash		1,546,664	117,378
		<u>34,160,672</u>	<u>27,078,027</u>
CURRENT LIABILITIES			
Bank overdraft	13	11,026,889	13,749,718
Loan	14	2,000,000	4,000,000
Creditors		17,414,236	9,873,371
Tax		304,958	258,333
Dividends payable	5	1,257,667	125,004
		<u>32,003,750</u>	<u>28,006,426</u>
NET CURRENT ASSETS/ (LIABILITIES)		<u>2,156,922</u>	<u>(928,399)</u>
		<u>28,126,263</u>	<u>28,366,308</u>

Directors: M.L. Somen

E. Balletto

The accounts were approved by the board of directors on 8 July 1993.

Company Balance Sheet

at 31 December 1992

	Notes	1992 K£	1991 K£
Capital Employed			
SHARE CAPITAL	7	1,167,308	1,167,308
CAPITAL RESERVE	8	21,271,086	24,366,433
REVENUE RESERVE	9	4,652,841	949,550
SHAREHOLDERS' INTEREST		27,091,235	26,483,291
DEFERRED DIVIDEND	5	-	849,612
		<u>27,091,235</u>	<u>27,332,903</u>
Represented by			
FIXED ASSETS	10	24,754,815	28,081,804
INVESTMENT IN ASSOCIATED COMPANY	11	179,498	179,498
CURRENT ASSETS			
Stock		21,581,189	17,967,977
Amounts due from group companies	12	5,899,341	4,572,147
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Tax		304,958	258,333
Dividends payable	5	1,257,667	125,004
		<u>32,003,750</u>	<u>28,006,426</u>
NET CURRENT ASSETS/(LIABILITIES)		<u>2,156,922</u>	<u>(928,399)</u>
		<u>27,091,235</u>	<u>27,332,903</u>

Directors: M.L. Somen

E. Balletto

The accounts were approved by the board of directors on 8 July 1993.

Consolidated
Statement of
Source and
Application
of Funds

year ended 31 December 1992

	1992 K£	1991 K£
Source of Funds		
Group profit before tax	710,046	673,803
Adjustment for items not involving the movement of funds:		
Excess depreciation on revalued assets	(676,240)	-
Group's share of profit of associated company	(103,274)	(122,957)
Loss/(profit) on sale of fixed assets	16,320	(158,365)
Depreciation	<u>1,293,810</u>	<u>795,521</u>
Funds generated from operations	1,240,662	1,188,002
Funds from other sources		
Dividend received from associated company	29,770	174,636
Proceeds on sale of fixed assets	<u>3,819,983</u>	<u>161,975</u>
	5,090,415	1,524,613
Application of Funds		
Tax paid	(300,591)	(413,625)
Dividends paid	(61,391)	(58,074)
Loan repaid	(2,000,000)	-
Purchase of fixed assets	<u>(486,974)</u>	<u>(1,628,741)</u>
	(2,848,956)	(2,100,440)
Increase / (Decrease) in Working Capital	2,241,459	(575,827)
Analysis of change in Working Capital		
Stock	3,613,212	2,854,225
Debtors	689,803	126,097
Creditors	(7,540,865)	(1,713,947)
Group companies	1,327,194	(415,550)
Movement in net liquid funds	<u>4,152,115</u>	<u>(1,426,652)</u>
	2,241,459	(575,827)



Notes to the Accounts

year ended 31 December 1992

1. SIGNIFICANT ACCOUNTING POLICIES

Accounting convention

The accounts are prepared under the historical cost convention as modified by the revaluation of certain fixed assets and the computation of related depreciation.

Basis of consolidation

The consolidated accounts comprise the accounts of the company and its share of the results of the associated company.

Turnover

Turnover, which represents the amounts receivable for goods and services supplied during the year, net of returns, is accounted for on the accruals basis.

Fixed assets and depreciation

Certain freehold and leasehold land and buildings are stated at the 1991 valuation, less depreciation. Other fixed assets are stated at cost less depreciation.

Depreciation is calculated to write off the cost or valuation of fixed assets over their estimated useful lives at the following annual rates:

Land and buildings:

Freehold	2% straight line on buildings only
Leasehold	straight line over the remaining period of the lease
Plant and machinery	15% straight line
Fixtures, fittings and equipment	15% straight line
Motor vehicles	25% reducing balance
Aircraft	10% straight line

Excess depreciation provided on the surplus over cost of assets carried at valuation is met by an annual transfer from the revaluation reserve.

Stock

Stock is stated at the lower of cost and net realisable value. Cost of complete assembly kits and spare parts is determined on the first in first out basis and the weighted average basis respectively and includes cost of importation and delivery.

Translation of foreign currencies

Transactions during the year are converted into Kenya shillings at rates ruling at the transaction dates. Assets and liabilities at the balance sheet date which are expressed

**Notes to
the Accounts
(continued)**

year ended 31 December 1992

in foreign currencies are translated into Kenya shillings at rates ruling at that date, or rates at which forward contracts have been entered into. The resulting differences from conversion and translation are dealt with in the profit and loss account in the year in which they arise.

Deferred tax

Provision for deferred tax is made only when the directors consider that a tax benefit or charge is likely to crystallise in the foreseeable future.

2. PROFIT BEFORE TAX

	1992	1991
	K£	K£
<i>Profit before tax is stated after charging:</i>		
<i>Directors' emoluments:</i>		
<i>Fees for services as director</i>	5,000	5,000
<i>Other remuneration</i>	62,700	53,820
<i>Depreciation</i>	1,293,810	795,521
<i>Auditors' remuneration:</i>		
<i>current year</i>	68,000	48,000
<i>prior year</i>	13,287	2,173
<i>Interest payable:</i>		
<i>loan</i>	745,709	762,250
<i>other</i>	3,627,606	2,405,427
<i>Management fees</i>	—	750,000
<i>Loss on exchange</i>	50,892	59,221
	<u>103,274</u>	<u>122,957</u>
<i>And after crediting:</i>		
<i>Group share of profit before tax of associated company</i>	103,274	122,957
<i>Excess depreciation on revaluation surplus over cost met by transfer from revaluation reserve (Note 8)</i>	<u>676,240</u>	<u>—</u>

The company has contracted to receive management services from another company. Although the fees payable in respect of this agreement amount to K£ 1,500,000 per annum, on an exceptional basis these fees have been waived for the year ended 31 December 1992 (for 1991 the fees were restricted to K£ 750,000).

**Notes to
the Accounts**
(continued)

year ended 31 December 1992

3. TAX

	1992	1991
	K£	K£
<i>At 37.5% on the profits of the year as adjusted for tax purposes</i>	347,216	340,438
<i>Underprovision in prior years</i>	-	3,053
<i>Tax attributable to the share of profit of the associated company</i>	48,731	72,477
	<u>395,947</u>	<u>415,968</u>

The effective tax rate is in excess of the statutory rate of 37.5% primarily due to the depreciation relating to land and buildings and certain other expenses which are not eligible for deduction against taxable income.

Tax assessments of the company have been agreed with the Income Tax Department up to and including the year ended 31 December 1991.

The deferred tax asset not recognised in these accounts amounts to K£ 130,448 (1991: K£ 86,079).

4. EXTRAORDINARY ITEM

	1992	1991
	K£	K£
<i>Proceeds on sale of leasehold building</i>	3,816,150	-
<i>Net book value of disposed building</i>	(2,500,000)	-
<i>Profit on disposal</i>	1,316,150	-
<i>Release of the related surplus on revaluation</i>	2,419,107	-
	<u>3,735,257</u>	<u>-</u>

**Notes to
the Accounts**
(continued)

year ended 31 December 1992

5. DIVIDEND

	1992	1991
	K£	K£
7% cumulative preference dividend	1,750	1,750
Ordinary dividend proposed for the year	<u>342,692</u>	<u>342,692</u>
	344,442	344,442
Preference dividend 1991 and 1992 paid during the year	(1,750)	(1,750)
Ordinary dividend payable for 1988, 1989 and 1990	<u>914,975</u>	<u>631,924</u>
	<u>1,257,667</u>	<u>974,616</u>

In 1991 the ordinary dividend payable after 12 months amounted to K£ 849,612 (1992: Nil). The remittance of dividends to non-resident shareholders is subject to approval by the Central Bank of Kenya.

6. EARNINGS PER ORDINARY SHARE

The calculation of earnings per ordinary share is based on profit after tax and preference dividend but before the extraordinary item (see note 4), of K£ 312,349 (1991: K£ 256,085) and on 4,569,234 ordinary shares in issue during the year ended 31 December 1992 and ranking for dividend.

**Notes to
the Accounts**
(continued)
year ended 31 December 1992

7. SHARE CAPITAL

	1992	1991
	K£	K£
Authorised:		
10,000,000 (1991: 6,000,000) ordinary shares of Shs 5 each	2,500,000	1,500,000
50,000 7% preference shares of Shs 20 each	<u>50,000</u>	<u>50,000</u>
	<u>2,550,000</u>	<u>1,550,000</u>
Issued and fully paid:		
4,569,234 (1991: 4,569,234) ordinary shares of Shs 5 each	1,142,308	1,142,308
25,000 7% cumulative preference shares of Shs 20 each	<u>25,000</u>	<u>25,000</u>
	<u>1,167,308</u>	<u>1,167,308</u>

At the Annual General Meeting held on 23 October 1992, it was resolved that the authorised ordinary share capital of the company be increased to K£ 2,500,000 by the creation of an additional 4,000,000 ordinary shares of Shs 5 each, ranking *pari passu* with the existing 6,000,000 shares in all respects.

Subsequent to the year end, on 15 March 1993 the company made a rights issue of 1,827,700 ordinary shares of Shs 5 each which was fully subscribed. The basis of the rights issue was two shares for every five shares held as at 15 March 1993 at an issue price of Shs 11.75 per share.

**Notes to
the Accounts**
(continued)
year ended 31 December 1992

8. CAPITAL RESERVE

	Group		Company	
	1992	1991	1992	1991
	K£	K£	K£	K£
At 1 January	25,025,104	9,880,621	24,366,433	9,221,950
Surplus on revaluation	-	15,144,483	-	15,144,483
Release of surplus on revaluation following the disposal of a leasehold building(See Note 4)	(2,419,107)	-	(2,419,107)	-
Transfer to the profit and loss account to cover excess depreciation on revalued assets	(676,240)	-	(676,240)	-
At 31 December	<u>21,929,757</u>	<u>25,025,104</u>	<u>21,271,086</u>	<u>24,366,433</u>

The capital reserve represents the surpluses arising on the revaluation of the properties of the company and of the associated company.

9. REVENUE RESERVE

	Group		Company	
	1992	1991	1992	1991
	K£	K£	K£	K£
At 1 January	1,324,284	1,121,153	949,550	767,129
Profit for the year	3,704,914	529,504	3,703,291	508,794
Bonus issue	-	(326,373)	-	(326,373)
At 31 December	<u>5,029,198</u>	<u>1,324,284</u>	<u>4,652,841</u>	<u>949,550</u>

**Notes to
the Accounts**
(continued)

year ended 31 December 1992

10. FIXED ASSETS

	Freehold land and buildings K£	Leasehold land and buildings K£	Other fixed assets K£	Total K£
Cost/valuation				
At 1 January 1992	1,214,917	24,546,483	4,718,596	30,479,996
Additions	-	62,942	424,032	486,974
Disposals	-	(2,500,000)	(50,241)	(2,550,241)
At 31 December 1992	<u>1,214,917</u>	<u>22,109,425</u>	<u>5,092,387</u>	<u>28,416,729</u>
Comprising:				
Cost	4,917	10,590	5,092,387	5,107,894
Valuation 1992	<u>1,210,000</u>	<u>22,098,835</u>	-	<u>23,308,835</u>
	<u>1,214,917</u>	<u>22,109,425</u>	<u>5,092,387</u>	<u>28,416,729</u>
Depreciation				
At 1 January 1992	303	14,660	2,383,229	2,398,192
Charge for the year	14,579	687,857	591,374	1,293,810
On disposals	-	-	(30,088)	(30,088)
At 31 December 1992	<u>14,882</u>	<u>702,517</u>	<u>2,944,515</u>	<u>3,661,914</u>
Net book amount				
At 31 December 1992	<u>1,200,035</u>	<u>21,406,908</u>	<u>2,147,872</u>	<u>24,754,815</u>
At 31 December 1991	<u>1,214,614</u>	<u>24,531,823</u>	<u>2,335,367</u>	<u>28,081,804</u>

**Notes to
the Accounts**
(continued)
year ended 31 December 1992

11. INVESTMENT IN ASSOCIATED COMPANY

Associated Vehicle Assemblers Limited 132,300 ordinary shares of Shs 20 each,
representing a holding of 24.5%

	1992 K£	1991 K£
a) Group		
Share of net assets of associated company at 30 September	1,483,951	1,482,328
	(269,425)	(269,425)
Less: Discount on acquisition	<u>1,214,526</u>	<u>1,212,903</u>
b) Company		
Investment at cost	<u>179,498</u>	<u>179,498</u>

The principal activity of the associated company is the assembling of motor vehicles
in Kenya.

Included in creditors is an amount of K£ 847,451 (1991: K£ 916,223) payable to the
associated company.

12. AMOUNTS DUE FROM GROUP COMPANIES

	1992 K£	1991 K£
Immediate holding company	392,490	363,001
Ultimate holding company	52,012	51,322
Fellow subsidiaries	<u>5,454,839</u>	<u>4,157,824</u>
	<u>5,899,341</u>	<u>4,572,147</u>

The company trades with its fellow subsidiaries. The terms of trade are those that
would be expected for major customers and suppliers.

13. BANK OVERDRAFT

A bank overdraft, with a limit of K£ 11,500,000, (1991: K£ 9,000,000) is secured by a
first charge on the company's freehold land and buildings to the extent of K£ 8,160,000
and by a floating debenture over the company's assets of K£ 14,041,500.

**Notes to
the Accounts**
(continued)
year ended 31 December 1992

14. LOAN

*The loan carries interest at the rate of 19% per annum and is repayable on demand.
The loan is secured by a pari-passu floating debenture over the company's assets*

15. CAPITAL COMMITMENTS

	1992	1991
	K£	K£
Authorised but not contracted for	<u>720,000</u>	<u>-</u>

16. CONTINGENT LIABILITY

The company has undertaken to provide such additional financial support as is necessary to enable two fellow subsidiaries to meet their obligations as and when they fall due. The directors do not anticipate that any liability will crystallise in respect of these undertakings.

17. INCORPORATION AND ULTIMATE HOLDING COMPANY

The company is incorporated in Kenya under the Companies Act.

The ultimate holding company is Marshalls Enterprises Limited, which is incorporated in Kenya.

18. CURRENCY

These accounts are presented in Kenya pounds (K£). One Kenya pound represents twenty Kenya shillings.