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Financial statements for the year ended 31 December 2009

# **Cepsa UK Limited**

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## **Company information**

**Directors** F Iturrieta

J L Romero Garces

S Bonacasa

J I Sanchez Lambas

I Pınılla Rodrıguez **Secretary** 

00026281 Company number

Audrey House Registered office

16 - 20 Ely Place

London EC1N 6SN

Mazars LLP Auditors

The Atrium Park Street West

Luton

Bedfordshire LU1 3BE

Banco Santander Central Hispano, S A **Bankers** 

> Santander House 100 Ludgate Hıll

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P O Box 333 Silbury House

300 Silbury Boulevard

Milton Keynes

MK9 2ZF

## Directors' report For the year ended 31 December 2009

The directors present their report and audited financial statements for the year ended 31 December 2009

## Directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company 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, subject to any material departures disclosed and explained in the financial statements,
- 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 2006. 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**

The following directors have held office since 1 January 2009, unless otherwise stated

F Iturrieta

J L Romero Garces

S Bonacasa

J I Sanchez Lambas

J Granados (resigned 31 December 2008)

### Principal activities and review of the business

The company's ultimate parent is Compania Espanola de Petroleos S A, (CEPSA), the Spanish refining and petrochemical group The company's immediate parent is Cepsa Química S A, a company incorporated in Spain

Both the level of business and the year end financial position were satisfactory, and the directors expect that the present level of activity will be sustained for the foreseeable future

On 1 April 2009, the company took over the trading activities of another UK group company, Ertisa Great Britain Limited The stock and fixed assets were purchased from Ertisa Great Britain Limited ("Ertisa") at market value

## Directors' report For the year ended 31 December 2009

## Principal activities and review of the business (continued)

The company's turnover has increased by £8 7m in the year (2008 by £7 2m), an increase of 18 4% (2008 of 17 9%) on the performance in the prior year. Total sales for the year were £56 2m (2008 £47 5m) of which the former Ertisa trade accounted for £22 4m (2008 £nil). Like-for-like Cepsa sales actually fell by £13 7m (approximately 29% fall). This reduction in trade is due mainly attributable to the lower sales volume and the price of raw materials.

The lack of demand in the market place has led to a significant reduction in sales. However the company continues to be look at cost efficiencies and, although slightly down on last year, has reported a significant profit before tax amounting to £3,268,331 (2008 £3,832,524)

The operating profit percentage for the year has fallen to 5 7% (2008 7 5%) and this is reflective of the competitive market place following the reductions in demand for products. We have a stable and committed workforce which have been strengthened with the additions from Ertisa Great Britain Ltd. We continue to keep costs under tight control.

We are also conscious of our environmental responsibilities and train our staff accordingly. In summary the key performance indicators we use to monitor business performance are as follows

- Turnover growth,
- · Operating profit percentage, and
- Staff turnover

We are seeking to expand our customer base within the industry in the near future following the restructure in the year and hope this will enable us to grow further. We do not believe there are any significant risks and uncertainties facing our business, other than those normally encountered within our industry.

#### Financial instruments

## a. Treasury operations

The company's finance function is responsible for managing the liquidity and interest risks associated with its activities. It currently has no borrowings and so its principal instruments are cash balances. In addition the company has various other financial assets and liabilities such as trade debtors and trade creditors arising directly from the operations of the business.

## b. Liquidity risk

The company's finance function manages liquidity risk to maximise interest income and minimise interest expense, whilst ensuring that the company has sufficient liquid resources to meet the operating needs of its business

#### c. Interest rate risk

The company's exposure to fair value interest rate risk is low given the positive cash balances held this year and in previous years

# Directors' report (continued) For the year ended 31 December 2009

## Financial instruments (continued)

## d. Foreign currency risk

The company trades with other EU companies To mitigate against foreign currency risk the company has both Euro and US Dollar bank accounts

#### e Credit risk

Investments of cash surpluses are made with the company's main bankers Receivable balances are monitored on an ongoing basis and provision is made for doubtful debts where necessary

#### Results and dividends

The results for the year are set out on page 6

During the year, the directors paid an ordinary dividend of £24 65 per share (2008 £19 89 per share) amounting to £2,465,000 (2008 £1,988,817)

## Creditor payment policy

The company does not have a written policy on the payment of creditors However, the company intends to pay all trade creditors promptly within the terms agreed with them

#### Disclosure of information to auditors

So far as the directors are aware

- there is no relevant audit information of which the company's auditors are unaware, and
- they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information, and taken such other steps for that purpose, as were required by their duty as directors of the company to exercise due care, skill and diligence

#### **Auditors**

A resolution to reappoint Mazars LLP as auditors to the company and to authorise the directors to fix their remuneration was proposed at the annual general meeting

Approved by the Board on and signed on its behalf by

26/4/10

Director



# Independent auditors' report To the members of Cepsa UK Limited

We have audited the financial statements of Cepsa UK Limited (company number 00026281) for the year ended 31 December 2009 which comprise the Profit and Loss Account, the Balance Sheet, Cashflow statement and the related notes The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

## Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities set out on page 1 the directors are responsible for the preparation of financial statements and for being satisfied that they give a true and fair view

Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors. This report, including our opinion, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body for our audit work, for this report, or for the opinions we have formed

## Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at <a href="https://www.frc.org.uk/apb/scope/UKNP">www.frc.org.uk/apb/scope/UKNP</a>

#### Opinion on the financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2009 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

### Opinion on the other matters prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

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Mazars LLP - The Atrium - Park Street West - Luton - Bedfordshire - LU1 3BE Tel +44 (0) 1582 700700 - Fax +44 (0) 1582 700701 - www mazars co uk







# Independent auditors' report To the members of Cepsa UK Limited

## Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- · certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

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Mazars LLP, Chartered Accountants (Statutory auditor) Lee Brook (Senior statutory auditor)

The Atrium
Park Street West
Luton
Bedfordshire LU1 3BE

Date 26 4 10

Company number: 00026281

# Profit and loss account For the year ended 31 December 2009

	Notes	2009 £	2008 £
Turnover	2	56,216,354	47,499,566
Cost of sales		(49,900,483)	(41,645,850)
Gross profit		6,315,871	5,853,716
Distribution costs Administrative expenses		(2,562,685) (539,977)	(2,349,528) 53,592
Operating profit	3	3,213,209	3,557,780
Interest receivable and similar income	4	55,122	274,744
Profit on ordinary activities before taxation		3,268,331	3,832,524
Taxation on profit on ordinary activities	8	(916,019)	(1,093,577)
Profit on ordinary activities after taxation	15	2,352,312	2,738,947

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains or losses other than those passing through the profit and loss account

**Balance sheet** 

As at 31 December 2009

			2009		2008
	Notes	£	£	£	£
Fixed assets					
Tangible assets	10		28,814		27,514
Current assets					
Stocks	11	2,698,366		2,278,637	
Debtors	12	10,966,101		7,200,741	
Cash at bank and in hand		6,258,621		5,194,406	
		19,923,088		14,673,784	
Creditors: amounts falling due					
within one year	13	(12,881,514)		(7,518,222)	
Net current assets			7,041,574		7,155,562
			7,070,388		7,183,076
Capital and reserves					
Share capital	14		100,000		100,000
Profit and loss account	15		6,970,388		7,083,076
Shareholders' funds - equity interests	16		7,070,388		7,183,076
• •					

Approved by the Board on and signed on its behalf by

26/4/10

Director

Director

# Cash flow statement For the year ended 31 December 2009

	Notes	2009 £	£	200 £	8 £
Net cash inflow from operating activities	17	4,444	,955	2,45	5,526
Returns on investments and servicing of finance Interest received		55,122	2'	74,744	
Net cash inflow for returns on investments and servicing of finance		55	,122	274	4,744
Taxation payments		(956	,768)	(962	2,755)
Capital expenditure Payments to acquire tangible fixed assets		(14,094)		(7,954)	
Net cash outflow for capital expenditure		(14	,094)	(	7,954)
Equity dividends paid	9	(2,465	,000)	(1,98	8,817)
Increase/(decrease) in cash in the year	18/19	1,064	,215	(229	9,256)

Company number: 00026281

# Notes to the financial statements For the year ended 31 December 2009

## 1 Accounting policies

## 1.1 Accounting convention

The financial statements are prepared under the historical cost convention and on a going concern basis

## 1.2 Compliance with accounting standards

The accounts have been prepared in accordance with applicable accounting standards

#### 1.3 Turnover

Turnover represents amounts receivable for goods and services net of VAT

## 1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Computer equipment

- over 3 years

Fixtures and fitting

- 20% reducing balance

Motor vehicles

- 33<sup>1</sup>/<sub>3</sub>% reducing balance

## 1.5 Leasing

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

#### 1.6 Stock

Stock is valued at the lower of cost and net realisable value

### 1.7 Pension costs

The company operates a defined contribution scheme providing benefits for employees additional to those from the state. The pension cost charges represent contributions payable by the company to the fund in respect of the year.

#### 1.8 Deferred taxation

Deferred tax is provided in full on timing differences which 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 the revaluation of fixed assets. 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.

Company number: 00026281

## Notes to the financial statements For the year ended 31 December 2009

## 1 Accounting policies (continued)

## 1.9 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

#### 1.10 Finance lease receivables

Income from finance leasing contracts, being the excess of total rentals received over the cost of the net investment in finance leasing contracts, is taken to profit in accordance with the investment period method of accounting in direct relationship to the reducing capital invested during the primary leasing period. Amounts written off the net investments in such leases are calculated to write off the cost over the primary periods of the contracts.

#### 2 Turnover

	Geographical market	2009 £	2008 £
	UK turnover European turnover	55,731,123 485,231	46,419,862 1,079,704
		56,216,354	47,499,566
3	Operating profit  Operating profit is stated after charging	2009 £	2008 £
	Depreciation of tangible fixed assets Loss on disposal of fixed assets Operating lease rentals - rent - motor vehicles Auditors' remuneration Other non-audit fees - taxation services - payroll services	12,794 45,808 4,868 7,500 1,400 1,068	15,196 1,118 27,056 4,868 6,500 1,300 1,035
4	Interest receivable and similar income	2009 £	2008 £
	Bank interest Finance lease interest	51,814 3,308 ————————————————————————————————————	265,846 8,898 274,744

Company number: 00026281

# Notes to the financial statements For the year ended 31 December 2009

5	Employee numbers		
	Number of employees		
	The average monthly number of employees (including directors) d	uring the year was	
		2009 Number	2008 Number
	Directors	4	4
	Administration	4	3 2
	Sales	2	2
		10	9
	At the year end, the number of employees (including directors) was	s 11	
,			
6	Employment costs	2009 £	2008 £
0		£	£
O	Employment costs  Wages and salaries Social security costs		
O	Wages and salaries	<b>£</b> 464,913	£ 315,861
0	Wages and salaries Social security costs	£ 464,913 49,688	£ 315,861 34,200
7	Wages and salaries Social security costs	£ 464,913 49,688 12,647 527,248 2009	315,861 34,200 5,524 355,585
	Wages and salaries Social security costs Pension costs (note 20)	£ 464,913 49,688 12,647 527,248	315,861 34,200 5,524 355,585

None of the directors were accruing benefits under money purchase pension schemes in the current or prior year

Company number: 00026281

## Notes to the financial statements For the year ended 31 December 2009

8	Taxation on profit on ordinary activities	2009 £	2008 £
	Domestic current year tax		-
		15,609	1,092,269
	Adjustments in respect of prior years	410	-
	Current tax charge 9	16,019	1,092,269
	Deferred taxation		
	Deferred tax charge (below)	-	1,308
	Total tax charge for the year 9	16,019	1,093,577
	Factors affecting charge for the year:		
		68,331	3,832,524
	Profit on ordinary activities before taxation multiplied		
	by standard rate of UK corporation tax of 28% (2008 28%)	15,133	1,073,107
	Effects of		
	Non deductible expenses for tax purposes	293	281
	Capital allowances in excess of depreciation	183	373
	Other timing differences	-	318
	Effect of change in tax rate	- -	18,190
	Adjustments in respect of prior year	410	
		886	19,162
	Current tax charge 9	16,019	1,092,269
	A deferred tax asset in respect to fixed asset timing differences, amounting to has not been recognised in the accounts	£1,634 (20	008 £1,451),
9	Dividends	2009 £	2008 £

2,465,000

1,988,817

Ordinary dividend paid of £24 65 per share (2008 £19 89 per share)

## Notes to the financial statements For the year ended 31 December 2009

10	Tangible fixed assets	Computer equipment £	Furniture £	Motor Vehicles £	Total £
	Cost	_			
	At 1 January 2009	20,272	22,107	38,801	81,180
	Additions	1,455	2,240	10,399	14,094
	At 31 December 2009	21,727	24,347	49,200	95,274
	Depreciation	<del></del>		<del>-</del>	
	At 1 January 2009	14,085	18,758	20,823	53,666
	Charge for the year	3,196	1,006	8,592	12,794
	At 31 December 2009	17,281	19,764	29,415	66,460
	Net book value				
	At 31 December 2009	4,446	4,583	19,785	28,814
	At 31 December 2008	6,187	3,349	17,978	27,514
11	Stocks			2009 £	2008 £
	Goods for resale			2,698,366	2,278,637
12	Debtors			2009 £	2008 £
	Trade debtors			10,904,342	7,051,164
	Amounts due under finance leases			41,356	132,610
	Prepayments and accrued income			15,728	7,062
	Other debtors			4,675	9,905
				10,966,101	7,200,741

# Notes to the financial statements For the year ended 31 December 2009

13	Creditors: amounts falling due within one year	2009	2008
		£	£
	Trade creditors	315,333	554,584
	Amounts owed to group undertakings	10,372,041	4,934,995
	Corporation tax	451,019	491,768
	Other taxes and social security costs	1,460,796	758,460
	Other creditors	15,898	-
	Accruals and deferred income	266,427	778,415
		12,881,514	7,518,222
	Approximately 90% (2008 90%) of total purchases made by group undertakings on normal commercial terms	the company during the ye	ar were from
14	Share capital	2009 £	2008 £

14	Share capital	2009 £	2008 £
	Authorised 100,000 Ordinary shares of £1 each	100,000	100,000
	Allotted, called up and fully paid 100,000 Ordinary shares of £1 each	100,000	100,000

15	Statement of movements on profit and loss account	Profit and loss account
	Balance at 1 January 2009	7,083,076
	Profit for the year	2,352,312
	Dividends paid (note 9)	(2,465,000)
	Balance at 31 December 2009	6,970,388

## Notes to the financial statements For the year ended 31 December 2009

16	Reconciliation of movements in shareholders' funds		2009 £	2008 £
	Profit for the financial year Dividends paid (note 9)		2,352,312 (2,465,000)	2,738,947 (1,988,817)
	(Depletion in)/net addition to shareholders' funds Opening shareholders' funds		(112,688) 7,183,076	750,130 6,432,946
	Closing shareholders' funds		7,070,388	7,183,076
17	Reconciliation of operating profit to net cash inflow from operating activities		2009 £	2008 £
	Operating profit Depreciation of tangible assets Loss on disposal of fixed assets Increase in stocks (Increase)/decrease in debtors Increase/(decrease) in creditors  Net cash inflow from operating activities		3,213,209 12,794 (419,729) (3,765,360) 5,404,041 4,444,955	887,614 (1,981,083)
18	Analysis of net funds	1 January 2009 £	Cash flow £	31 December 2009 £
	Net cash Cash at bank and in hand	5,194,406	1,064,215	6,258,621
	Net funds	5,194,406	1,064,215	6,258,621

Company number: 00026281

# Notes to the financial statements For the year ended 31 December 2009

19	Reconciliation of net cash flow to movement in net funds	2009 £	2008 £
	Increase/(decrease) in cash in the year	1,064,215	(229,256)
	Movement in net funds in the year	1,064,215	(229,256)
	Opening net funds	5,194,406	5,423,662
	Closing net funds	6,258,621	5,194,406
20	Pension costs		
	Defined contribution	2009 £	2008 £
	Contributions payable by the company for the year	12,647	5,524

There were no outstanding pension contributions at the year end (2008 £nil)

## 21 Financial commitments

At 31 December 2009 the company had annual commitments under non-cancellable operating leases as follows

	Motor vehicles		Land a	Land and buildings	
	2009	2008	2009	2008	
	£	£	£	£	
Expiry date					
Within one year	4,868	-	-	-	
Between two and five years	· •	4,868	35,888	17,944	
	<del></del>				

Company number: 00026281

## Notes to the financial statements For the year ended 31 December 2009

## 22 Related party transactions

The company has taken advantage of the exemptions conferred by Financial Reporting Standard 8 from the requirement to make disclosures concerning related party transactions within the group, since their transactions are included in the consolidated financial statements of Compania Espanola de Petroleos S A, which can be obtained from the head office at Campo de Las Nationes, Avda del Partenon, Number 12, 28042 Madrid, Spain

## 23 Control

The directors regard Compania Espanola de Petroleos S A, incorporated in Spain, as the company's ultimate parent undertaking

The company's immediate parent is Cepsa Quimica S A, a company incorporated in Spain