

INSITE

The Newsletter for the



Another Great Year 2003/04

The Watkin Jones Group delivered an excellent trading result for the year ending 30 September 2004 and further strengthened its balance sheet. Turnover for the Group was unchanged from last year at £62m, but operating profit showed very strong growth to £6m, as compared to £4.2m for the previous year. The year's operating profit represents a return on sales of virtually 10%, which is a significant achievement and reflects the success of the change in the Group's strategy implemented two years ago to reduce the overall level of construction activity and to focus on more profitable development led work.

All divisions achieved good results, with the Homes Division in particular having a record year on the strength of sales from its key developments across the North West. The Student Accommodation and Construction Divisions consolidated their performance, with both Divisions delivering projects to time and on budget, with resultant healthy margins. Sales for the Homes Division totalled £25.9m (2003 £24.1m), for the Student Accommodation Division £21.9m (2003 £26.2m) and for the Construction Division £14.1m (2003 £11.7m).

The Group's balance sheet reflects a solid position at the end of the year, resulting from the Group's positive cashflow. A number of important land sites were acquired, resulting in an increase in the land bank of £6.6m to £14.7m. At the same time, bank loans were reduced by £3m, whilst the Group's working cash balance was increased by £1.9m to £7.3m. This provides a strong platform to continue the development of the Group's activities over the coming year.

The prospects for the Group are excellent and with a strong portfolio of new residential, student and commercial developments the Board confidently expects further significant profitable growth to be achieved.



Business Awards

Winner



Watkin Jones were announced as the winner of the **Employer of the Year** award at this years Daily Post Achievement Wales Awards, which were held at the PJ Hall, Bangor University on 19th November

Mark Watkin Jones is presented the award by John Llewelyn & Joyce M'Caugh of Careers Wales



New Sales Centre, Chester



Watkin Jones Homes have centralised their sales department in a prestigious new show room and offices at 12 Upper North Gate Street, Chester.

Watkin Jones Construction Scholarships



Students with Mark Watkin Jones & Berwyn Evans of Watkin Jones and David Price of Coleg Menai

The Company has recently launched a Scholarship Programme with Coleg Menai to encourage students to enter the construction industry. This years lucky 7 are Darren Wootton, Richard Griffith, Paul Doyle, Tim Williams, Daniel Owen, Alec Griffith and Dale Beck. Each student will attend a 2 year course at Coleg Menai with 10 weeks work experience within each year. They will also receive £1000 each whilst in college from Watkin Jones.

Safety Awareness Day



Specialist Kerb Laying Machinery on show.

Attendees Spot the mistakes in the scaffolding.

An event was held at Eirias Park, Colwyn Bay on October 12th, to highlight the importance of safety to smaller firms. The seminar was organised by Watkin Jones Group, Redrow and K&C Building Contractors Wrexham, Flintshire and Gwynedd Councils and the Federation of Master Builders. The event was attended by over 200 small contractors.

RECENTLY COMPLETED PROJECTS



Tywyn Station



Retail Park, Caernarfon Road



TESCO, Hereford

New Contracts



New Recycling Centre, Cibyn, Caernarfon
 Extension & Refurbishment Plas Mona, Llanfair PG
 6 Retail Units, Penrhos, Holyhead
 Factory Units, Holyhead
 Bus Depot, Llandegai



Geraint Morgan, Cllr A F Jones & 2 Antur Waunfawr helpers

Current Developments



Brian Bevan Island, Warrington

- 22 no 3 & 4 bed houses at The Estuary, Holywell
- 22 no 4 bed houses at Summerhill, Wrexham
- 40 no 3 & 4 bed houses at Trevor, Wrexham
- 58 no 1 & 2 bed apartments at Barton St, Manchester
- 9 no 3 bed houses at Lllys y Nant, Ruabon
- 60 no 1 & 2 bed apartments at Boulevard Works, Nottingham
- 44 no 1 & 2 bed apartments at Brian Bevan Island, Warrington
- 4 no 1 & 2 bed apartments, at Rhos-on-Sea

Forth Coming Developments

- Houses, Penrhos Rd, Bangor
- Apartments, Llandudno
- Apartments, Gorse Stacks, Chester



The Richmond

Don't forget to visit our WEB site for the latest development details :-

www.watkinjones.com

Student Accommodation



Completed in September 2004

Webster House, Huddersfield 495 Bedrooms
 Aspley Mill, Huddersfield 257 Bedrooms
 Thornton Road, Bradford 400 Bedrooms



Nottingham

NEW FOR 2005

Newcastle 281 Bedrooms
 Preston 298 Bedrooms
 Lincoln 223 bedrooms
 Nottingham 256 Bedrooms
 Chester 50 bedrooms

NEW FOR 2006

Sheffield (1) 1000 Bedrooms
 Salford 530 Bedrooms
 Bradford 450 Bedrooms
 Sheffield (2) 250 Bedrooms

STAFF NEWS



Mike Flynn (Contracts Manager, Bangor) was sponsored by the Company, as a member of the Welsh Mens Team, who competed in the 2004 World Shore Angling Championships at Weymouth on 25th September .

New Staff

- | | |
|-------------------|---|
| Llyr Evans | Commercial Surveyor |
| Paul Evans | Site Manager (Homes) |
| David Burns | Assistant Site Manager |
| Robert De'ath | IT Manager |
| Paul Robert | Trainee Technical Manager |
| Jon Wall | Site Manager |
| Alvin Sunderland | Estimating Director (Special Projects) |
| Steve Frost | Senior Quantity Surveyor |
| Helen Pirie | Sales Negotiator |
| Melanie Lee | Office Junior |
| Sue Mattison | Deputy Payroll Manager |
| Nia Watkin Jones | PA to Development Director |
| Juliet Smith | Technical Administrator |
| Maldwyn Jones | Site Manager |
| Lee Ellis | Trainee Buyer |
| Mal Picken | Buyer |
| Emyr Evans | Senior Quantity Surveyor |
| Jim Walshe | Senior Project Manager |
| Rob Francis | M&E Manager |
| Lynda Woodger | Sub-contract Administrator |
| Paul Morgan | Sub-contract Supervisor |
| Lyndsay Acreman | HR Administrator |
| Graham Bates | Site Manager |
| Lee Crame | Project Manager |
| Andy Allen | Commercial Director (Special Projects) |
| Promotions | |
| John Thomas | Development Director (Special Projects) |
| Jim Davies | Operations Director (Special Projects) |

Retired



Edgar Jones

We Lose A Friend

With much fondness, we remember our colleague and friend **Rob Willis** who passed away on 18th November 2004

Property Investors Show, London



Watkin Jones Homes attended another successful Property Investors Show at London's EXCEL on the 17-19th September. The sales team were Gill Williams, Helen Pirie, Nerys Sumner & Gavin Lloyd-Williams. Boasting over 230 exhibitors from home and abroad, it is the largest property event of any kind to be staged in the UK.

Gwynfor Owen Gets New Van



This Years Graduates



Miles Littlewood, Richard Massey, Elen Davies, Leah Owen, Nicky Williams, Gareth Daniels & Huw Price