# SEM LIMITED ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2007

TUESDAY

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#### CONTENTS

	Page
Directors' report	1 - 2
Auditors' report	3
Abbreviated profit and loss account	4
Abbreviated balance sheet	5
Cash flow statement	6
Notes to the cash flow statement	7
Notes to the abbreviated accounts	8 - 16

#### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 DECEMBER 2007

The Directors present their report and financial statements for the year ended 31 December 2007

#### Principal activities and review of the business

The principal activity of the company continued to be that of the design and manufacture of electric servomotors and associated equipment

The results for the year and the financial position at the year end were considered satisfactory by the directors Following the significant sales growth in 2006, the 2007 year was one of consolidation with sales growing by a further 4%. In a time of turbulent currency markets, the weakening of the dollar reduced profitability in those very competitive markets. The efficiency and quality of production continued to be the focus of the Company's attention, with significant changes being carried out to improve the service offered to the valued customer base. Capital investment of £1million was made by the Company's ultimate parent during the year in support of its position within the group.

The principal risks and uncertainties affecting the Company relate to pressure on margins in addition to the volatility of exchange rates. The Directors believe that the best way of dealing with any risk affecting the business is to aim to continue to provide customers with an excellent quality product, first class support and service expertise. This has and will always be the fundamental business principles of the Company reflecting that of the Company's ultimate parent.

The Company's principal financial instruments comprise bank overdrafts, trade debtors, trade creditors and intra-group loan accounts. The main purpose of these instruments is to raise funds for and to finance the Company's operations. Due to the nature of the financial instruments used by the Company there is no exposure to price risk. The Company's approach to managing other risks applicable to the financial instruments concerned is shown below.

In respect of bank balances the liquidity risk is managed by ensuring the continuity of funding through close monitoring of the level of UK group funds and maximum overdraft amounts available. The interest rate is variable. Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due. The intragroup loans are interest free and repayable on demand. Fellow wholly owned group subsidiaries are aware of the Company's required finance and have determined that these will be repaid, in whole or in part, when finance is available.

#### Results and dividends

The results for the year are set out on page 4

The Directors do not recommend payment of an ordinary dividend

#### Research and development

The Company's policy on research and development is to increase expenditure over the coming years to develop new products and to ensure that existing products retain their competitive position in the market place

#### **Future developments**

Focus on production quality and efficiency will continue into 2008 supported by significant further funding for capital expenditure. The Directors expect the new range of compact motors to continue to be well received, opening up opportunities with customers in new markets. A number of new key positions were created within the Company during the year which with a clear direction provides confidence for 2008 and beyond in fulfilling the Company's objectives.

#### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 DECEMBER 2007

#### **Directors**

The following directors have held office since 1 January 2007

E S Miller

(Resigned 31 May 2007)

T Walther

(Appointed 31 May 2007)

M A Laming

#### **Auditors**

The company has by elective resolution dispensed with the obligation to appoint auditors annually in accordance with section 386(1) of the Companies Act 1985. Therefore, the auditors, Friend-James, will be deemed to be reappointed for each succeeding financial year.

#### Directors' responsibilities

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

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,
- -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 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.

#### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board

M A Laming

Director

10 April 2008

# INDEPENDENT AUDITORS' REPORT TO SEM LIMITED UNDER SECTION 247B OF THE COMPANIES ACT 1985

We have examined the abbreviated accounts set out on pages 4 to 16, together with the financial statements of SEM Limited for the year ended 31 December 2007 prepared under section 226 of the Companies Act 1985

This report is made solely to the company in accordance with Section 247B of the Companies Act 1985. Our work has been undertaken so that we might state to the company those matters we are required to state to them in an auditor's report on abbreviated accounts 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, for our work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Act to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with that provision and to report our opinion to you

#### Basis of audit opinion

We conducted our work in accordance with Bulletin 2006/3 "The special auditor's report on abbreviated accounts in the United Kingdom" issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

#### Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Companies Act 1985, and the abbreviated accounts have been properly prepared in accordance with that provision

Friend-James

10 April 2008

**Chartered Accountants** 

**Registered Auditor** 

169 Preston Road Brighton East Sussex BN1 6AG

# ABBREVIATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2007

		2007	2006
	Notes	£	£
Gross profit		1,854,057	1,824,089
Distribution costs		(417,923)	(493,572)
Administrative expenses		(2,767,424)	(2,159,581)
Operating loss	2	(1,331,290)	(829,064)
Other interest receivable and similar income		211	
Loss on ordinary activities before taxation		(1,331,079)	(829,064)
Tax on loss on ordinary activities	4	177,817	92,779
Loss for the year	12	(1,153,262)	(736,285)

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

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

#### **ABBREVIATED BALANCE SHEET**

#### AS AT 31 DECEMBER 2007

		2	007	2	006
	Notes	£	£	£	£
Fixed assets					
Tangible assets	5		1,091,516		1,010,121
Investments	6		4		4
			1,091,520		1,010,125
Current assets					
Stocks	7	2,359,777		1,818,771	
Debtors	8	1,995,925		2,134,930	
Cash at bank and in hand		14,268		2,873	
		4,369,970		3,956,574	
Creditors: amounts falling due within					
one year	9	(5,225,802)		(4,577,749)	
Net current liabilities			(855,832)		(621,175)
Total assets less current liabilities			235,688		388,950
Capital and reserves					
Called up share capital	11		5,800,000		4,800,000
Profit and loss account	12		(5,564,312)		(4,411,050)
Shareholders' funds	13		235,688		388,950

These abbreviated accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium-sized companies

Approved by the Board and authorised for issue on 10 April 2008

M A Laming
Director

M A hamine

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2007

	£	2007 £	£	2006 £
Net cash outflow from operating activities		(897,474)		(954,684)
Capital expenditure Payments to acquire tangible assets	(575,235)		(447,987)	
Net cash outflow for capital expenditure		(575,235)		(447,987)
Net cash outflow before management of liquid resources and financing		(1,472,709)		(1,402,671)
Financing Issue of ordinary share capital Net cash inflow from financing	1,000,000	1,000,000	1,000,000	1,000,000
Decrease in cash in the year		(472,709)		(402,671)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2007

1	Reconciliation of operating loss to net activities	cash outflow from o	perating	2007	2006
				£	£
	Operating loss			(1,331,290)	(829,064)
	Depreciation of tangible assets			493,840	569,907
	Increase in stocks			(541,006)	(552,938)
	Decrease/(increase) in debtors			139,216	(420,170)
	Increase in creditors within one year			163,949	184,802
	Group relief			177,817	92,779
	Net cash outflow from operating activity	ties		(897,474)	(954,684)
2	Analysis of net debt	1 January 2007	Cash flow	Other non-	31 December 2007
		£	£	£	£
	Net cash				
	Cash at bank and in hand	2,873	11,395	-	14,268
	Bank overdrafts	(314,496)	(484,104)	-	(798,600)
		(311,623)	(472,709)	-	(784,332)
	Bank deposits	•	-	-	-
	Net debt	(311,623)	(472,709)	-	(784,332)
3	Reconciliation of net cash flow to mov	ement in net debt		2007	2006
				£	£
	Decrease in cash in the year			(472,709)	(402,671)
	Movement in net debt in the year			(472,709)	(402,671)
	Opening net (debt)/funds			(311,623)	91,048
	Closing net debt			(784,332)	(311,623)
				<del></del>	

### NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2007

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

The company relies on the continuing support of it's parent company to continue to trade. On this basis, the directors consider it appropriate to prepare the financial statements on the going concern basis.

#### 1 2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 13 Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts

#### 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

Land and buildings Leasehold

25% straight line

Plant and machinery

10% to 33 33% straight line

Fixtures, fittings, tools & equipment

10% to 33 33% straight line

#### 1.5 Leasing

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

#### 1.6 Investments

Fixed asset investments are stated at cost less provision for diminution in value

#### 17 Stock and work in progress

Stock and work in progress are valued at the lower of cost and net realisable value

#### 18 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

#### 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 Group accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company has not prepared group accounts as it is exempt from the requirement to do so by section 228 of the Companies Act 1985 as it is a subsidiary undertaking of Westec Holding Company Limited, a company incorporated in England & Wales, and is included in the consolidated accounts of that company

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

2	Operating loss	2007 £	2006 £
	Operating loss is stated after charging		
	Depreciation of tangible assets	493,840	569,907
	Loss on foreign exchange transactions	-	158,322
	Research and development	34,840	58,562
	Operating lease rentals		
	- Plant and machinery	44,291	35,281
	- Other assets	352,000	352,000
	Auditors' remuneration (including expenses and benefits in kind)	17,600	13,700
	and after crediting		
	Profit on foreign exchange transactions	(15,932)	-
		<del></del>	
3	Investment income	2007 £	2006 £
		-	~
	Bank interest	211	-

### NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

4	Taxation	2007 £	2006 £
	Domestic current year tax	_	_
	Receipt in respect of group relief	(177,817)	(92,779)
	Current tax charge	(177,817)	(92,779)
	Factors affecting the tax charge for the year		
	Loss on ordinary activities before taxation	(1,331,079)	(829,064)
	Loss on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00% (2006 - 30 00%)	(399,324)	(248,719)
	·	<del></del>	
	Effects of	4.740	
	Non deductible expenses	4,710	3,444
	Depreciation add back	129,158	170,972
	Capital allowances	(9,649)	(143,469)
	Other tax adjustments	97,288 	124,993
		221,507	155,940
	Current tax charge	(177,817)	(92,779)

The company has estimated losses of £ 3,637,741 (2006 - £ 3,313,444) available for carry forward against future trading profits

On the basis of these financial statements no provision has been made for corporation tax

Trading losses of £592,722 were surrendered in respect of group relief

The company has a potential deferred tax asset of £1,224,768 at the balance sheet date which will be recoverable on the company's return to profitability in the future

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

5	Tangible fixed assets				
		Land and buildings Leasehold	Plant and machinery	Fixtures, fittings, tools & equipment	Total
		£	£	£	£
	Cost				
	At 1 January 2007	873,856	3,637,520	2,619,837	7,131,213
	Additions	3,360	293,065	278,810	575,235
	Disposals	<del>-</del>	(61,481)	(149,126)	(210,607)
	At 31 December 2007	877,216	3,869,104	2,749,521	7,495,841
	Depreciation				
	At 1 January 2007	873,739	3,291,451	1,955,902	6,121,092
	On disposals	-	(61,481)	(149,126)	(210,607)
	Charge for the year	170	201,449	292,221	493,840
	At 31 December 2007	873,909	3,431,419	2,098,997	6,404,325
	Net book value				
	At 31 December 2007	3,307	437,685 	650,524	1,091,516 ————
	At 31 December 2006	117	346,069	663,935	1,010,121

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## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

	<del></del>		
Fixed asset investments			
			Shares in
			subsidiary
			undertakings
			£
Cost			_
At 1 January 2007 & at 31 December 2007			4
The Foundary 2007 of all of Boodings, 2007			
Net book value			
At 31 December 2007			4
At 31 December 2006			4
			<del></del>
Holdings of more than 20%			
The company holds more than 20% of the s	hare capital of the following co	mpanies	
Company	Country of registration or	Shares	hold
Company	Country of registration or	Class	· ileiu %
Culturalism, undentalismen	ıncorporation	Ciass	70
Subsidiary undertakings	F14	Ondones	400.00
Small Electric Motors Limited	England England	Ordinary	100 00 100 00
Controlled Motor Technology Limited	England	Ordinary	100 00
The aggregate amount of capital and reser	ves and the results of these u	ndertakings for th	e last relevant
		C	Des SAULana)
		Capital and	Profit/(loss) for the year
		reserves	-
	Davis and a stirute	2007	2007
O mail Stanton Mataus Landad	Principal activity	£	£
Small Electric Motors Limited	Dormant	2 2	-
Controlled Motor Technology Limited	Dormant		
Stocks and work in progress		2007	2006
		£	£
Raw materials and consumables		2,095,898	1 667 040
		2,095,698 184,195	1,667,848
Work in progress		•	57,415
Finished goods and goods for resale		79,684	93,508
		2,359,777	1,818,771
		-,000,777	

### NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

8	Debtors	2007	2006
		£	£
	Trade debtors	1,011,988	996,906
	Amounts owed by parent and fellow subsidiary undertakings	667,818	934,186
	Other debtors	175,400	83,206
	Prepayments and accrued income	140,719	120,632
		1,995,925	2,134,930
9	Creditors. amounts falling due within one year	2007 £	2006 £
		_	
	Bank loans and overdrafts	798,600	314,496
	Trade creditors	552,688	664,766
	Amounts owed to parent and fellow subsidiary undertakings	2 202 070	
	Amounts owed to parent and renow subsidiary undertakings	3,382,978	3,210,784
	Taxes and social security costs	234,284	3,210,784 154,244
		· · ·	
	Taxes and social security costs	234,284	154,244

#### 10 Pension costs

#### **Defined contribution**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund.

	2007 £	2006 £
Contributions payable by the company for the year Contributions payable to the fund at the year end and included in creditors	224,530 (15,636)	115,969 (16,605)

### NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

11	Share capital	2007 £	2006 £
	Authorised	_	_
	100,000,000 ordinary of 10p each	10,000,000	10,000,000
	Allotted, called up and fully paid		
	58,000,000 ordinary of 10p each	5,800,000 ————	4,800,000
	During the year 10,000,000 ordinary shares of 10p each were allotted and	fully paid at par	
12	Statement of movements on profit and loss account		
			Profit and loss account £
	Balance at 1 January 2007		(4,411,050)
	Loss for the year		(1,153,262)
	Balance at 31 December 2007		(5,564,312)
13	Reconciliation of movements in shareholders' funds	2007 £	2006 £
	Loss for the financial year	(1,153,262)	(736,285)
	Proceeds from issue of shares	1,000,000	1,000,000
	Net (depletion in)/addition to shareholders' funds	(153,262)	263,715
	Opening shareholders' funds	388,950	125,235
	Closing shareholders' funds	235,688	388,950

#### 14 Contingent liabilities

The company has given a composite guarantee in respect of bank facilities of fellow wholly owned group subsidiaries

### NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

15	Capital commitments  At 31 December 2007 the company had capital commitments as follows	2007 £	2006 £
	Contracted for but not provided in the financial statements	189,950	80,198
16	Directors' emoluments	2007 £	2006 £
	Emoluments for qualifying services  Company pension contributions to money purchase schemes  Compensation for loss of office	119,965 113,098 86,849 319,912	107,838 9,698 - 117,536

The number of directors for whom retirement benefits are accruing under money purchase pension schemes amounted to 1 (2006 - 1)

#### 17 Employees

#### **Number of employees**

The average monthly number of employees (including directors) during the year was

year was	2007 Number	2006 Number
Production	174	161
Selling and distribution	11	12
Administration	16	16
	201	189
Employment costs	2007 £	2006 £
Wages and salaries	4,798,901	4,194,094
Social security costs	469,631	419,258
Other pension costs	224,530	115,969
	5,493,062	4,729,321

### NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

18 Ultimate	parent	company
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The ultimate parent company is Dr Johannes Heidenhain GmbH, a company registered in Germany