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Huber + Suhner (UK) Limited
Report and Accounts
31 December 1998

A40 *AM7MJH9Y* 619 COMPANIES HOUSE 17/06/99 Registered No. 902205

DIRECTORS

M Cappis P Harris P N Taylor Chairman (Swiss) Managing Director

SECRETARY

C Bygrave

AUDITORS

Ernst & Young 400 Capability Green Luton Bedfordshire LU1 3LU

BANKERS

Lloyds Bank Plc 56 High Street Marlow Buckinghamshire SL7 1AJ

SOLICITORS

Bristows Coke & Carpmael 10 Lincoln's Inn Fields London

REGISTERED OFFICE

Telford Road Bicester Oxfordshire OX6 0LA

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DIRECTORS' REPORT

The directors submit their report and accounts for the year ended 31 December 1998.

RESULTS AND DIVIDENDS

The profit for the year, after taxation, amounted to £1,429,000 (1997 - £1,289,000). The directors do not recommend the payment of a dividend.

PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

The company's principal activity during the year continued to be that of importing, manufacturing and selling of components and accessories for the electronics and telecommunications industry. Total turnover in the year increased by 3% reflecting expansion in the business. In addition to the increase in UK sales of 4.4%, it is particularly pleasing that export sales remained at a level of £10.7m. Further profitable growth for 1999 is anticipated as the company continues to increase its manufacturing facilities.

FIXED ASSETS

The changes in fixed assets during the year are summarised in note 8 to the accounts. Capital expenditure totalling £1,529,000 has been primarily made by the company on new manufacturing facilities to meet the planned growth in manufacturing by the company. No formal valuation has been performed on the freehold land and buildings but the directors estimate the open market value to be in excess of the cost at which they are carried in the accounts.

DIRECTORS AND THEIR INTERESTS

The directors, all of whom served throughout the year, are as follows:

M Cappis P Harris P N Taylor

There are no interests of directors requiring disclosure under the Companies Act 1985.

DISABLED EMPLOYEES

The company gives full consideration to applications for employment from disabled persons where the requirements of the job can be adequately fulfilled by a handicapped or disabled person. Where existing employees become disabled, it is the company's policy wherever practicable to provide continuing employment under normal terms and conditions and to provide training and career development and promotion to disabled employees wherever appropriate.

EMPLOYEE INVOLVEMENT

During the year, the policy of providing employees with information about the company has been continued through the newsletter "Teamtalk" in which employees have also been encouraged to present their suggestions and views on the company's performance. Regular meetings are held between local management and employees to allow a free flow of information and ideas. Employees participate directly in the success of the business through the company's profit related pay scheme.

YEAR 2000 COMPLIANCE

In accordance with UITF Abstract 20, the board is required to comment on Year 2000. The company, where possible, has followed all the necessary procedures to ensure year 2000 compliance. However, the business depends not only on our own computer systems, but also to a degree on those of our suppliers and customers. This could expose us to furthur risk in the event that there is a failure by other parties to remedy their own Year 2000 issues.

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AUDITORS

A resolution to re-appoint Ernst & Young as auditors will be put to the members at the Annual General Meeting.

By order of the Board.

25 March 1994

STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

Company law requires the directors to prepare accounts 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 accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts 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 accounts 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.

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REPORT OF THE AUDITORS to the members of Huber + Suhner (UK) Limited

We have audited the accounts on pages 7 to 16, which have been prepared under the historical cost convention, and on the basis of the accounting policies set out on page 9.

Respective responsibilities of directors and auditors

As described on page 5, the company's directors are responsible for the preparation of the accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts.

Opinion

In our opinion the accounts give a true and fair view of the state of affairs of the company as at 31 December 1998 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Ernst & Young Registered Auditor

Luton

13 May 1999

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PROFIT AND LOSS ACCOUNT for the year ended 31 December 1998

	Notes	1998 £000	1997 £000
TURNOVER Cost of sales	2	35,880	34,896
Cost of sales	-	28,866	27,160
GROSS PROFIT	-	7,014	7,736
Distribution costs		397	357
Administrative expenses	_	4,086	4,995
	-	4,483	5,352
OPERATING PROFIT	3 _	2,531	2,384
Interest receivable		(2)	(12)
Interest payable	6	432	519
	-	430	507
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		2,101	1,877
Tax on profit on ordinary activities	7_	672	588
RETAINED PROFIT FOR THE FINANCIAL YEAR		1,429	1,289
Retained profit brought forward	_	3,159	1,870
RETAINED PROFIT CARRIED FORWARD	_	4,588	3,159

There are no recognised gains or losses other than the profit for the year.

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BALANCE SHEET at 31 December 1998

	Notes	1998 £000	1997 £000
FIXED ASSETS Tangible assets	8	<u>7,108</u>	<u>6,965</u>
CURRENT ASSETS Stocks Debtors	9 10	7,428 6,395	8,769 3,843
Cash at bank and in hand	_	90	
		13,913	12,612
CREDITORS: amounts falling due within one year	11 _	7,094	6,635
NET CURRENT ASSETS		6,819	5,977
TOTAL ASSETS LESS CURRENT LIABILITIES		13,927	12,942
CREDITORS: amounts falling due after more than one year	12	4,960	5,363
PROVISIONS FOR LIABILITIES AND CHARGES Deferred taxation	15	379	420
	-	8,588	7,159
CAPITAL AND RESERVES			
Called up share capital Profit and loss account	16 17	4,000 4,588	4,000 3,159
EQUITY SHAREHOLDERS FUNDS	-	8,588	7,159

Director

25 March 1999.

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ACCOUNTING POLICIES

Accounting convention

The accounts are prepared under the historical cost convention and in accordance with applicable accounting standards.

Depreciation

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Land - Nil
Freehold buildings - 2%
Plant and equipment - 10% - 20%
Motor vehicles - 25%

Stocks

Stocks are stated at the lower of cost and net realisable value. Cost includes all costs incurred in bringing each product to it's present location and condition, as follows:

Raw materials, consumables and goods for resale - purchase cost on first-in, first-out basis.

Work in progress and finished goods

 cost of direct materials and labour plus attributable overheads based on a normal level of activity.

Net realisable value is based on estimated selling price less any further costs expected to be incurred to completion and disposal.

Deferred taxation

Deferred taxation is provided on the liability method on all timing differences expected to reverse in the future without being replaced, calculated at the rate at which it is estimated that tax will be payable.

Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated at the rate 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 the profit and loss account.

Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts, which are those where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet and are depreciated over their useful lives.

The interest element of the rental obligations is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of the capital repayments outstanding.

Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

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Pensions

The company operates a defined contribution pension scheme. Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme.

Cashflow statement

The company has taken advantage of the exemption not to prepare a cashflow statement under FRS1 (Revised).

2 TURNOVER

Turnover, which is stated net of value added tax, represents amounts invoiced to third parties.

The turnover and pre-tax profits are attributable to one continuing activity, the importing, manufacturing and selling of components and accessories for the electronics and telecommunications industry.

An analysis of turnover by destination is as follows:

	1998	1997 £000
	£000	2000
United Kingdom	25,228	24,152
Switzerland	10,106	10,297
Rest of the World	546	447
	35,880	34,896
3 OPERATING PROFIT		
	1998	1997
	£000	£000
This is stated after charging:		
Auditors' remuneration - audit services	26	26
- non audit services	8	5
Depreciation of owned tangible fixed assets	1,168	975
Depreciation of fixed assets held under finance leases	158	136
Exchange losses	30	47
Operating lease rentals -		
Plant and machinery	32	69
Land and buildings	19	6

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Pension contributions in respect of one director 10 160 5 STAFF COSTS 1998	£000			
160	133	150	Emoluments	
STAFF COSTS ### 1998 ### 2000 Wages and salaries	7	10	Pension contributions in respect of one director	
### ### ##############################	140	160		
Wages and salaries Social security costs Social security costs Social security costs Other pension costs 119 6,617 The average monthly number of employees during the year was as follows: 1998 No. Manufacturing 293 Office and management 173 466 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 225			STAFF COSTS	5
Wages and salaries Social security costs Social security costs Other pension costs 119 6,617 The average monthly number of employees during the year was as follows: 1998 No. Manufacturing 293 Office and management 173 466 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 225	1997	1998		
Social security costs Other pension costs 119 6,617 The average monthly number of employees during the year was as follows: 1998 No. Manufacturing 293 Office and management 173 466 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 225	£000	£000		
Other pension costs 119 6,617 The average monthly number of employees during the year was as follows: 1998 No. Manufacturing 293 Office and management 173 466 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 225	4,748		Wages and salaries	
The average monthly number of employees during the year was as follows: 1998 No.	436			
The average monthly number of employees during the year was as follows: 1998 No.	95	119	Other pension costs	
The average monthly number of employees during the year was as follows: 1998 No.	5,279	6,617		
Manufacturing 293 Office and management 173 466 INTEREST PAYABLE 1998 £000 Bank loans and overdraft 206 Interest charged by parent company 225		ar was as follows:	The average monthly number of employees during the year	
Manufacturing 293 Office and management 173 466 466 6 INTEREST PAYABLE Bank loans and overdraft Interest charged by parent company 206 Interest charged by parent company 225	1997			
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6 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 206 Interest charged by parent company	253		Manufacturing	
6 INTEREST PAYABLE 1998 £000 Bank loans and overdraft Interest charged by parent company 225	143	173	Office and management	
Bank loans and overdraft Interest charged by parent company 206 225	396	466		
Bank loans and overdraft 206 Interest charged by parent company 225			INTEREST PAYABLE	6
Bank loans and overdraft 206 Interest charged by parent company 225	1997	1998		
Interest charged by parent company 225	£000			
	295			
Finance charges payable under finance leases 1	218			
	6	1	Finance charges payable under finance leases	
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NOTES TO THE ACCOUNTS

at 31 December 1998

7 TAX ON PROFIT ON ORDINARY ACTIVITIES

	1998	1997
	£000	£000
Based on the profit for the year:		
Corporation tax at 31% (1997:31%)	732	613
Corporation tax over provided in respect of prior year	(9)	(29)
Deferred taxation	(51)	(25)
Deferred taxation under provided in respect of prior year	-	` 29
	672	588

8 TANGIBLE FIXED ASSETS

	Land £000	Freehold buildings £000	Plant and Equipment £000	Motor vehicles £000	Total £000
Cost:					
At 1 January 1998	398	3,164	5,261	635	9,458
Additions	-	299	934	296	1,529
Disposals			(76)	(138)	(214)
At 31 December 1998	398	3,463	6,119	793	10,773
Depreciation:					
At 1 January 1998	-	315	1,893	285	2,493
Provided during the year	-	65	1,103	158	1,326
Disposals	-	•	(29)	(125)	(154)
At 31 December 1998		380	2.967	318	3,665
Net book value:					
At 31 December 1998	398	3,083	3,152	475	7,108
At 1 January 1998	398	2,849	3,368	350	6,965

At 31 December 1998 motor vehicles with a net book value of £475,000 (1997 : £350,000) were held under finance leases.

9 STOCKS

	1998 £000	1997 £000
Raw materials and work in progress Finished goods	3,655 3,773	3,969 4,800
	7,428	8,769

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10	DEBTORS		
		1998	1997
		£000	£000
	Trade debtors	5,414	3,358
	Amounts owed by parent and fellow subsidiary undertakings	688	247
	Other debtors	26	17
	Prepayments and accrued income	267	221
		6,395	3,843
11	CREDITORS: amounts falling due within one year		
		1000	1007
		1998	1997
		£000	£000
	Bank overdraft	_	1,268
	Current instalments due on loans (note 13)	72	72
	Obligations under finance leases and hire purchase contracts (note 14)	174	129
	Trade creditors	1,046	645
	Amounts owed to parent and fellow subsidiary undertakings	3,781	2,945
	Current corporation tax	711	610
	Other taxes and social security costs	215	143
	Other creditors	218	39
	Accruals	<u>877</u>	784
		7,094	6,635
12	CREDITORS: amounts falling due after more than one year		
		1998	1997
		£000	£000
	Bank loans (note 13)	1,297	1,738
	Obligations under finance leases and hire purchase contracts (note 14)	163	125
	Amounts owed to parent and fellow subsidiary undertakings	3,500	3,500
	-		
		4,960	5,363

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13 LOANS

	1998	1997
	£000	£000
Bank loans not wholly repayable within five years	599	680
Other loans wholly repayable within five years	770	1,130
		,
	1,369	1,810
Amounts repayable by instalments:		
Allounts repayable by mistaintenes.		
Within one year	72	72
Within one and two years	842	72
Within two to five years	216	1,346
In more than five years	239	320
	1,369	_1,810_

The bank loan is secured by a legal charge over the freehold factory and land and buildings. The loan is repayable by monthly instalments and carries interest at 1.0% above Lloyds Bank Pic base rate.

OBLIGATIONS UNDER FINANCE LEASES AND HIRE PURCHASE CONTRACTS The maturity of these amounts is as follows:

	1998	1997
	£000	£000
Amounts payable:		
Within one year	192	146
Within one and two years	121	103
Within two to five years	62_	30_
	375	279
Less: finance charges allocated to future periods	38	25
	337	254
Finance leases and hire purchase contracts are analysed as follows:		
	1998	1997
	£000	£000
Current obligations	174	129
Non-current obligations	163	125
	337	254

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15 DEFERRED	TAXATION

DEFERRED TAXATIONDeferred taxation has been fully provided for as follows:

				1998	1997
				£000	£000
	Capital allowances in advance of depreciation			379	420
16	SHARE CAPITAL				
			Authorised	Allotted, co	alled up and fully paid
		1998	1997	1998	1997
		No. (000)	No. (000)	£000	£000
	4,000,000 Ordinary shares of £1 each	4,000	<u>4,000</u>	4,000	<u>4,000</u>
17	RECONCILIATION OF TOTAL SHAREHOLI	DERS' FUNDS			
			Share	Profit	Total
		C	apital	& Loss	£000
			£000	£000	
	Balance at 31 December 1996		4,000	1,870	5,870
	Profit for the year			1,289	1,289
	Balance at 31 December 1997		4,000	3,159	7,159
	Profit for the year		<u> </u>	1,429	1,429
	Balance at 31 December 1998	<u> </u>	4,000	4,588	8,588
18	CAPITAL COMMITMENTS				
				1998	1997
				£000	£000
	Contracted			27	21

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NOTES TO THE ACCOUNTS

at 31 December 1998

19 OTHER FINANCIAL COMMITMENTS

At the year end the company had annual commitments under non-cancellable operating leases as set out below:

	Land and Buildings		Plant and Machinery	
	1998	1997	1998	1997
	£000	£000	£000	£000
Operating leases which expire:				
Within two to five years	**	-	-	60
Within more than five years	76	-	-	-

20 PENSION COMMITMENTS

The company operates a defined contribution pension scheme for its employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

	1998 £000	1997 £000
Premiums paid to this scheme amounted to	119	95

21 RELATED PARTY TRANSACTIONS

In accordance with the exemption permitted by FRS8, the company does not report details of transactions with other group companies.

22 DIRECTOR'S LOAN

On 8 May 1996 approval was given for an interest free loan of £40,000 to be made to P Harris to cover his relocation to nearer the company premises. This was fully repaid by April 1998.

23 PARENT UNDERTAKING

The parent undertaking of the group of undertakings for which group accounts are drawn up and of which the company is a member is Huber + Suhner AG, a company incorporated in Switzerland. Copies of Huber + Suhner AG's accounts can be obtained from CH.9100 Herisau, Switzerland.

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