## **HUBER + SUHNER** (UK) LIMITED

Company Number: 902205

Report and Financial Statements

31 December 2006

SATURDAY



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Registered No 902205

## **OFFICERS & PROFESSIONAL ADVISERS**

## **DIRECTORS**

P Harris

Chairman

U Kaufmann

B Schwarzer

## **SECRETARY**

C Bygrave

## **AUDITORS**

PricewaterhouseCoopers LLP Central Business Exchange Midsummer Boulevard Central Milton Keynes MK9 2DF

## **BANKERS**

Lloyds Bank Plc 56 High Street Marlow Buckinghamshire SL7 1AJ

## **SOLICITORS**

DLA Victoria Square House Victoria Square Birmingham B2 4DL

## **REGISTERED OFFICE**

Telford Road Bicester Oxfordshire OX26 4LA

#### **DIRECTORS' REPORT**

The directors submit their report and accounts for the year ended 31 December 2006

#### RESULTS AND DIVIDENDS

The profit for the year, after taxation, amounted to £1,579,000 (2005 - £695,000) The directors do not recommend the payment of a dividend (2005 - £nil)

#### BUSINESS REVIEW AND PRINCIPAL ACTIVITIES

The company's principal activities during the year continue to be that of importing, manufacturing and selling components and accessories related to the electronics and telecommunications industry

Despite a 12% fall in turnover the company increased profits due to the mix of business and the further improved control of costs

#### STRATEGY

The company is part of the Huber+Suhner group whose main objectives are to continue growing in the markets that we operate in, to be in the top position in three core technologies – Fibre Optics, Cable and Radio Frequency and to introduce new innovative products that assist growth in those markets and in our core technologies

In the UK the company supports the Group strategy by operating in the same markets and introducing, promoting and selling the new products in the UK

#### RESEARCH AND DEVELOPMENT

New product research and development is only carried out by our parent company. The Huber+Suhner group is committed to introducing new products and continues to invest in research and development.

### **FUTURE OUTLOOK**

We have, again, this year seen customers move their manufacturing out of the UK to lower cost economies. The low growth in the market is counteracted by expanding our customer base and adding more value to our market offering. We expect to have a modest increase in our sales in 2007 but at lower margins.

#### PRINCIPAL RISKS AND UNCERTAINTIES

The key business risks and uncertainties affecting the company relate to international competition, changes in product technology and the threat of further off-shoring

## Risk policy

The company is exposed to many financial risks but the main ones are price risk, credit risk, exchange rate risk and liquidity risk. Company management monitors these risks regularly and makes every effort to minimise negative influences on the company's financial results.

#### Price risk

The company monitors the market prices and takes action to adjust prices where there are movements in commodity prices. Large material purchases are selectively hedged by the parent company

#### Credit risk

The credit risk for sales debtors from trading is limited by the market spread of customers. In addition, these risks are reduced by regular checks of creditworthiness, withdrawing credit for slow payers and requesting cash with the order.

#### Exchange rate risk

The company is exposed directly to two currencies, the Euro and the US Dollar, from sales to customers and a limited amount of local purchases. The risk is minimised by including currency fluctuation clauses in contracts. The parent company uses foreign exchange forward contracts and options to control foreign currency risks for incoming and outgoing payments at group level.

#### Liquidity risk

Where necessary the company negotiates local facilities with UK financial institutions. In addition, the group will give liquidity support if required

#### **KEY PERFORMANCE INDICATORS ("KPIs")**

Given the trading nature of the business, the company's directors are of the opinion that analysis using KPIs is not necessary for an understanding of the development, performance or position of the company

### DIRECTORS AND THEIR INTERESTS

The directors, who served through the year, are as follows

P Harris

U Kaufmann

**B** Schwarzer

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

Regular meetings are held between local management and employees to allow a free flow of information and ideas

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under the law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally. Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to 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 UK 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, in which case there should be supporting assumptions or
  qualifications as necessary

The directors confirm that they have complied with the above requirements in preparing the financial statements

The directors are responsible for keeping proper accounting records that 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.

### AUDITORS AND DISCLOSURE OF INFORMATION TO AUDITORS

Each person who is a director at the date of approval of this report confirms that

So far as the director is aware, there is no relevant audit information of which the company's auditors are unaware, and

Each director has taken all the steps that he/she ought to have taken as a director to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of Section 234ZA of the Companies Act 1985

#### **AUDITORS**

A resolution to reappoint PricewaterhouseCoopers LLP as auditors will be proposed at the annual general meeting

By order of the Board

P Harris Director

4th April 2007

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF HUBER+SUHNER (UK) LIMITED

We have audited the financial statements of Huber+Suhner (UK) Ltd for the year ended 31 December 2006, which comprise the profit and loss account, the balance sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein

#### Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Section 235 of the Companies Act 1985 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions is not disclosed

We read the Director's Report and consider the implications for our report if we become aware of any apparent misstatements within it

### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, 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 financial statements 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 financial statements.

#### Opinion

In our opinion

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted
  Accounting Practice, of the state of the company's affairs at 31 December 2006 and of its profit for the year then
  ended.
- the financial statements have been properly prepared in accordance with the Companies Act 1985, and
- · the information given in the Directors' Report is consistent with the financial statements

PricewaterhouseCoopers LLP

Chartered Accountants and Registered Auditors

cevaterhouse Coopers LLt

Milton Keynes

4<sup>th</sup> April 2007

## PROFIT AND LOSS ACCOUNT for the year ended 31 December 2006

	Notes	2006 £000	2005 £000
TURNOVER Cost of sales	3	13,571 9,387	15,347 11,656
GROSS PROFIT		4,184	3,691
Distribution costs Administrative expenses	-	311 2,368 2,679	467 2,615 3,082
OPERATING PROFIT	4	1,505	609
Interest payable and similar charges Interest receivable and similar income	<i>7</i> 8	(8) 82	(39) 125
	-	74	86
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	-	1,579	695
Tax on profit on ordinary activities	9		
RETAINED PROFIT FOR THE FINANCIAL YEAR		1,579	695
Retained profit/(loss) brought forward		58	(637)
RETAINED PROFIT CARRIED FORWARD		1,637	58_

The company has no recognised gains and losses other than the profit above and therefore no separate statement of total recognised gains and losses have been presented

There is no difference between the profit on ordinary activities before taxation and the profit for the year stated above, and their historical cost equivalents

All operations are continuing

# BALANCE SHEET at 31 December 2006

		£000	2005 £000
FIXED ASSETS			
Tangible assets	$H_{\perp}$	1,902_	2,093
CURRENT ASSETS			
Stocks	12	1,216	1,061
Debtors	13	2,275	2,154
Cash		2,707	1,532
	-	6,198	4,747
CREDITORS: amounts falling due within one year	14	2,463	2,482
NET CURRENT ASSETS		3,735	2,265
TOTAL ASSETS LESS CURRENT LIABILITIES	-	5,637	4,358
CREDITORS: amounts falling due after more than one year	15	-	300
NET ASSETS		5,637	4,058
CAPITAL AND RESERVES			
	17	4,000	4,000
Profit and loss account		1,637	58
EQUITY SHAREHOLDER'S FUNDS	18	5,637	4,058

The financial statements on pages 7 to 15 were approved by the board of directors on  $4^{th}$  April 2007 and were signed on its behalf by

P Harris Director

Tela.

## NOTES TO THE ACCOUNTS

#### at 31 December 2006

#### 1 ACCOUNTING POLICIES

#### Accounting convention

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

#### Turnover

Turnover, which is stated net of Value Added Tax, represents amounts invoiced to third parties and is recognised on despatch of goods and on completion of services

#### Depreciation

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

Freehold buildings - 29

Plant and equipment - 10% - 20%

Motor vehicles - 25%

Computer equipment - 33%

#### Stocks

Stocks are stated at the lower of cost and net realisable value Cost includes all costs incurred in bringing each product to its 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 in full on timing differences that 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 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.

#### 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

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

#### 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

## NOTES TO THE ACCOUNTS

at 31 December 2006

## 2 CASH FLOW STATEMENT AND RELATED PARTY DISCLOSURES

The company is a wholly owned subsidiary of Huber + Suhner AG and is included in the consolidated financial statements of Huber + Suhner AG, which are publicly available Consequently, the company has taken advantage of the exemption from preparing a cash flow statement under the terms of Financial Reporting Standard 1 (revised 1996) The company is also exempt under the terms of Financial Reporting Standard 8 from disclosing the related party transactions with entities that are part of the Huber + Suhner AG group or investees of the Huber + Suhner AG group

## 3 TURNOVER

An analysis of turnover by destination is as follows

	2006 £000	2005 £000
United Kingdom	13,183	15,102
Switzerland	209	158
Rest of the World	179	87_
	13,571	15,347
4 OPERATING PROFIT		
	2006	2005
	£000	£000
This is stated after charging		
Auditors' remuneration - audit services	25	33
- non audit services	10	8
Depreciation of owned tangible fixed assets (note 11)	237	152
Exchange loss/(gain)	13	(2)
Operating lease rentals - plant and machinery	6	7
Operating lease rentals – other	47	94

### 5 DIRECTORS' EMOLUMENTS

The directors receive no remuneration from the company in their capacity as UK statutory directors

## NOTES TO THE ACCOUNTS at 31 December 2006

## 6 STAFF COSTS

	2006 £000	2005 £000
Wages and salaries Social security costs Other pension costs	2,429 254 99	2,665 280 110
	2,782	3,055
The average monthly number of employees during the year wa	s as follows	
	2006 No.	2005 No
Manufacturing Office and management	28 51	29 56
	79	85
7 INTEREST PAYABLE AND SIMILAR CHARGES		
	2006 £000	2005 £000
Interest charged by parent company	8	39
8 INTEREST RECEIVABLE AND SIMILAR INCOME		
	2006 £000	2005 £000
Other interest Reversal of prior years Parent Company interest charge	82	35 90
	82	125

## NOTES TO THE ACCOUNTS at 31 December 2006

## 9 TAX ON LOSS ON ORDINARY ACTIVITIES

		2006 £000	2005 £000
	UK Corporation tax at 30% on profits for the period		
	Total current tax (note 10)	-	-
	Deferred tax (credit) for the period (note 16)	-	-
10	FACTORS AFFECTING TAX CHARGE FOR THE PERIOD	2007	2005
		2006 £000	2005 £000
	Profit/(loss) on ordinary activities before tax	1,579	695
	Tax at 30% thereon Effects of	(474)	(208)
	Income not chargeable/(expenses not deductible) for tax purposes	16	(73)
	Capital allowances in excess of depreciation	(53)	145
	Decrease in tax losses	511	121
	Movement in short term timing differences	-	15
	Total current tax	-	

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# NOTES TO THE ACCOUNTS at 31 December 2006

## 11 TANGIBLE FIXED ASSETS

	Land £000	Freehold buildings £000	Plant and equipment £000	Motor vehicles £000	Total £000
Cost At 1 January 2006	198	2,180	810	21	3,209
Additions	170	2,180	46	-	46
Disposals			(32)	<u> </u>	(32)
At 31 December 2006	198	2,180	824_	21	3,223
Depreciation					
At 1 January 2006	-	598	497	21	1,116 237
Provided during the year Disposals	-	121 -	116 (32)	-	(32)
At 31 December 2006	-	719	581	21	1,321
Net book value At 31 December 2006	198	1,461	243	_	1,902
At 31 December 2005	198	1,582	313		2,093
STOCKS				2006	2005
				£000	£000
Raw materials				281	220
Work in progress				4	22
Finished goods				931	819
				1,216	1,061
DEBTORS					
				2006	2005
				£000	£000
Trade debtors				2,165	2,052
Amounts owed by parent		subsidiary under	takıngs	73	57
Prepayments and accrued				37	45
				2,275	2,154

## NOTES TO THE ACCOUNTS

at 31 December 2006

## 14 CREDITORS: amounts falling due within one year

	2006	2005
	£000	£000
Trade creditors	440	255
Amounts owed to parent and fellow subsidiary undertakings	1,077	1,118
Other taxes and social security costs	198	112
Other creditors	415	26
Accruals and deferred income	333	971
	2,463	2,482

Amounts due to group undertakings are unsecured, interest free and repayable on demand

## 15 CREDITORS: amounts falling due after more than one year

	2006 £000	2005 £000
Amounts owed to parent and fellow subsidiary undertakings	-	300

### 16 DEFERRED TAXATION

The unrecognised amounts of deferred taxation for timing differences	2006 £000	2005 £000
Excess of Depreciation over Capital Allowances	445	252
Short term timing differences	8	12
Losses	882	1457
Total potential asset	1,335	1,721

A deferred tax asset has not been recognised in respect of timing differences relating to accelerated capital allowances, revenue and capital losses and short term timing differences as there is insufficient evidence that the asset will be recovered. The amount of the asset not recognised is £1,335,392 (2005 £1,720,934). The asset would be recovered if the company made sufficient suitable taxable profits and with respect to capital losses if suitable chargeable gains are made.

The above amounts have been calculated at a tax rate of 30% Proposed changes to tax legislation announced recently indicate a reduction in the tax rate in 2008 to 28% Such a reduction would decrease the above unrecognised asset by approximately £90,000

#### 17 SHARE CAPITAL

	Authorised called up and j	•
	2006 £000	2005 £000
4,000,000 Ordinary shares of £1 each	<u>4,000</u>	<u>4,000</u>

## NOTES TO THE ACCOUNTS at 31 December 2006

### 18 RECONCILIATION OF MOVEMENT IN SHAREHOLDER'S FUNDS

	Share capital £000	Profit & loss £000	Total £000
Balance as at 1 January 2006 Profit for the year	4,000	58 1,579	4,058 1,579
Balance at 31 December 2006	4,000	1,637	5,637

### 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		her
	2006 £000	2005 £000	2006 £000	2005 £000
Operating leases which expire				
Within one year	_	-	8	-
Within two to five years		-	31	49

### 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.

	2006 £000	2005 £000
Pension costs	99	110

### 21 PARENT UNDERTAKING

The parent undertaking and controlling entity 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 Tumbelenstrasse 20, CH-8330 Pfaffikon ZH, Switzerland The largest and smallest group of undertakings for which group financial statements have been drawn up is that headed by Huber + Suhner AG