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## **COMPANY REGISTRATION NUMBER 1005071**

PANALYTICAL (UK) LIMITED
FINANCIAL STATEMENTS
FOR
31 DECEMBER 2006

**ENSORS** 

Chartered Accountants & Registered Auditors Anglia House 285 Milton Road Cambridge CB4 1XQ





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## **FINANCIAL STATEMENTS**

## YEAR ENDED 31 DECEMBER 2006

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#### THE DIRECTORS' REPORT

#### YEAR ENDED 31 DECEMBER 2006

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 31 December 2006

#### PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal activity of the company is the marketing, sale and support of x-ray analytical equipment in the UK and Ireland

The profit for the year after taxation amounted to £389,771 (2005 - £161,348) PANalytical Ltd is wholly owned by Spectris plc, the ultimate parent company

2006 saw a continued development of sales into the Academic market place funded by increased Government funding. The order book at the end of 2006 was an increase on the order book of 2005, reflected in a book to bill ratio in excess of 1.1. The Customer Support business continued it's above inflation growth with most new sales resulting in service contract income. This assisted the maintenance of the profit levels. The pharmaceutical and cement markets were active for both XRD and XRF lines. Continued attention to organisation costs kept these to below forecast and the headcount was stable from previous year. The high orderbook carried into 2007 gave a satisfactory first quarter sales performance.

University spending in the XRD product line has continued in 2007 with steady order income streams. Headcount will remain stable at its existing level and costs are under control.

Research and development is conducted on behalf of our controlling party, PANalytical BV

#### **RESULTS AND DIVIDENDS**

The trading results for the year and the company's financial position at the end of the year are shown in the attached financial statements

The directors have not recommended a dividend

## FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

Financial risk management objectives and policies

The company is a wholly owned subsidiary of Spectris plc, its management of financial risks are controlled at group level. The group's financial risk management objectives and policies are fully disclosed in the accounts of Spectris plc.

#### RESEARCH AND DEVELOPMENT

The company undertakes long term research concentrating on future opportunities in the field of expertise and core competences of the PANalytical Group worldwide Activities include innovations associated with X-ray scattering equipment, the physics thereof and the applicability to solving problems

## THE DIRECTORS' REPORT (continued)

#### YEAR ENDED 31 DECEMBER 2006

#### **DIRECTORS AND THEIR INTERESTS**

The directors who served the company during the year were as follows

G E J Eggermont Dr R J Nicholls R J Stephens J J Van Rijn J C Webster

The company is a wholly owned subsidiary and the interests of the group directors are disclosed in the financial statements of the parent company

The interest of J C Webster in the shares and share options of Spectris plc, the ultimate holding company, is shown in the accounts of that company

The interests of R J Stephens in the share capital of Spectris plc are set out below

	Ordinary shares	of	Savings related
	5p nominal value	Executive options	options
1 January 2006	30,063	225,888	1,969
31 December 2006	33,906	158,485	1,529

The following Performance Share Plan share awards, each of which carries an entitlement to subscribe for one ordinary 5p share in Spectris plc, were outstanding at 31 December 2006

Market

	During the year				Value of each Share at Award Date	Date from which Exercisable	Expiry Date	
	At 01 01 06	Granted	Exercised	Lapsed	At 31 12 06			
R J Stephens	-	16,000	-	-	16,000	622 5p	May-09	May-10
	-	16,000	-	-	16,000			

The awards were made as a conditional right to acquire shares (structured as nominal cost options), and the number of shares awarded were based on the mid-market closing price of the company's shares on the business day prior to the date of grant. For Stephens, the value of the award was equivalent to 67% of his base salary at the date of grant. Following satisfaction, in whole or in part, of the performance criteria attaching to the awards, the directors may call for the release to them of the shares subject to the award during the above shown exercise period.

#### THE DIRECTORS' REPORT (continued)

#### YEAR ENDED 31 DECEMBER 2006

#### **DIRECTORS AND THEIR INTERESTS - continued**

Share options

227,857	1,529	69,372	160,014				
	1,529	-	1,529	622 5p	-	Dec-09	Jun-10
1,969		1,969		468 5p	681 5p	Dec-06	Jun-07
SAYE		4.000		400.5	204.5	D 00	. 07
225,888	-		158,485				
	*********		450.405				
60,000	-	-	60,000	589p	-	Sep-08	Sep-15
25,000	-	-	25,000	406 25p	•	Oct-07	Oct-14
26,000	-	-	26,000	462p	•	Mar-07	Mar-14
28,000	-	-	28,000	468 5p	-	Sep-06	Sep-13
40,000	-	40,000	-	279p	668 2487p	Mar-06	Mar-13
12,220	-	12,220	-	498 5p	668 2487p	Mar-04	Mar-11
19,485	-	<u>-</u>	19,485	513 18p	<b>-</b>	Mar-03	Mar-10
4,924	-	4,924	-	550 7p	712 1261p	Mar-01	Mar-08
10,259	-	10,259	-	618 9p	712 1261p	Oct-00	Oct-07
RJ Stepher	าร						
01 01 06	Granted	Exercised	31 12.06	Price	exercise	exercisable	
options at	Options	_	options at	Exercise	date of	which	Date
No of			No of		price at	Date from	Expiry
					Market		

None of the directors had any interest directly or indirectly in the shares of subsidiary undertakings of Spectris pic

Entitlement to exercise options granted under the Spectris 1996 Executive Share Plan is conditional upon the achievement of growth in normalised earnings per share (EPS) over three consecutive financial years between grant and exercise of at least 2% per annum in excess of growth in the retail price index

At 31 December 2006 the mid share price on the London Stock Exchange was 783 5p. The highest share price in the year was 795 25p and the lowest was 540 25p. At 31 December 2006 each of the directors were deemed to have a non-beneficial interest in 67,491 (2005 1,133,395) ordinary shares held by the Trustee of the Spectris plc Employee Benefit Trust of which the directors are among the class of discretionary beneficiaries

#### THE DIRECTORS' REPORT (continued)

#### YEAR ENDED 31 DECEMBER 2006

#### **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 year. In preparing those financial statements, the directors are required to

select suitable accounting policies, as described on pages 9 to 10, 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, and

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 1985. The directors 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.

In so far as the directors are aware

there is no relevant audit information of which the company's auditors are unaware, and

the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information

#### **AUDITOR**

A resolution to re-appoint Ensors as auditor for the ensuing year will be proposed at the annual general meeting in accordance with section 385 of the Companies Act 1985

Registered office Philips House Cambridge Business Park Cowley Road Cambridge CB4 0HA Signed by order of the directors

Milal

Dr R J Nicholls Director

Approved by the directors on 10/10/07.

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF PANALYTICAL (UK) LIMITED

#### YEAR ENDED 31 DECEMBER 2006

We have audited the financial statements of PANalytical (UK) Limited for the year ended 31 December 2006 on pages 7 to 17 which have been prepared on the basis of the accounting policies set out on pages 9 to 10

This report is made solely to the company's shareholders, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's shareholders 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 shareholders as a body, for our audit work, for this report, or for the opinions we have formed

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITOR

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

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 if, in our opinion, the Directors' Report is not consistent with the financial statements, if 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 other transactions is not disclosed

We read the Directors' 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.

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF PANALYTICAL (UK) LIMITED (continued)

#### YEAR ENDED 31 DECEMBER 2006

#### **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 as 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 year ended 31 December 2006

**ENSORS** 

. Forsors

**Chartered Accountants** 

& Registered Auditors

Anglia House 285 Milton Road Cambridge CB4 1XQ

## **PROFIT AND LOSS ACCOUNT**

## YEAR ENDED 31 DECEMBER 2006

	Note	2006 £	2005 £
TURNOVER	2	4,540,547	4,726,371
Cost of sales		2,876,425	3,207,536
GROSS PROFIT		1,664,122	1,518,835
Distribution costs Administrative expenses Other operating income	3	66,448 1,242,250 (27,694)	44,168 1,128,739 (11,013)
OPERATING PROFIT	4	383,118	356,941
Interest receivable Interest payable and similar charges	7 8	9,612 (2,959)	_ (43,593)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		389,771	313,348
Tax on profit on ordinary activities	9	-	152,000
PROFIT FOR THE FINANCIAL YEAR		389,771	161,348
Balance brought forward		776,759	615,411
Balance carried forward		1,166,530	776,759

All of the activities of the company are classed as continuing

The company has no recognised gains or losses other than the results for the year as set out above

## **BALANCE SHEET**

## **31 DECEMBER 2006**

		200	2005	
	Note	£	£	£
FIXED ASSETS				
Intangible assets	10		1,840,631	1,958,017
Tangible assets	11		50,940	60,914
			1,891,571	2,018,931
CURRENT ASSETS				
Stocks	12	711,330		456,415
Debtors	13	1,209,600		399,793
Cash at bank		51,419		130,607
		1,972,349		986,815
CREDITORS: Amounts falling due within one	44	2 647 662		4 004 504
year	14	2,517,553		1,964,524
NET CURRENT LIABILITIES			(545,204)	(977,709)
TOTAL ASSETS LESS CURRENT LIABILITIES	3		1,346,367	1,041,222
CREDITORS: Amounts falling due after more				
than one year	15		-	72,093
			1,346,367	969,129
PROVISIONS FOR LIABILITIES				
Other provisions	17		79,837	92,370
			1,266,530	876,759
CAPITAL AND RESERVES			400.000	400.000
Called-up equity share capital	20		100,000	100,000
Profit and loss account			1,166,530	776,759
SHAREHOLDERS' FUNDS	21		1,266,530	876,759

These financial statements were approved by the directors on the 10/10/09, and are signed on their behalf by

Dr R J Nicholls Director

The notes on pages 9 to 17 form part of these financial statements

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

#### 1. ACCOUNTING POLICIES

#### Basis of accounting

The financial statements have been prepared under the historical cost convention, and in accordance with applicable accounting standards

#### **Basis of preparation**

Under Financial Reporting Standard 1 the company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the company in its own published financial statements

#### Related parties transactions

As the company is a wholly owned subsidiary of Spectris plc, the company has taken advantage of the exemption contained in FRS8 and has therefore not disclosed transactions or balances with entities which form part of the group (or investees of the group qualifying as related parties) The consolidated financial statements of Spectris plc, within which this company is included, can be obtained from the address given in note 23

#### **Turnover**

Turnover represents the amounts, excluding value added tax, derived from the provision of goods and services to customers

System sales are recognised when the customer has accepted ownership of the system. Service contract income is recognised at equal monthly instalments over the term of the service contract. All other sales are recognised upon delivery to the customer.

#### Research and development

Expenditure on research and development is written off to the profit and loss account in the year in which it is incurred

#### Goodwill

Purchased goodwill (representing the excess of the fair value of the consideration given over the fair value of the separable net assets acquired) arising on business combinations in respect of acquisitions since 1 January 1998 is capitalised Positive goodwill is amortised to nil by equal annual instalments over its estimated useful life. The estimated useful life of goodwill is 20 years, which is equivalent to the life cycle of PANalytical X-ray analysis equipment.

#### **Amortisation**

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Goodwill

20 years stright line

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

#### 1. ACCOUNTING POLICIES (continued)

#### **Fixed assets**

All fixed assets are initially recorded at cost

#### Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Leasehold Improvements

Life of lease

IT Equipment

- 33% per annum, straight line method

#### **Stocks**

Stocks are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

## Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease

## Foreign currencies

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated using the rate of exchange ruling at the balance sheet date and the gains or losses on translation are included in the profit and loss account.

#### **Pension contributions**

Since 1 January 2003, the company participated in defined contribution pension schemes operated by Spectris Plc. The assets of the scheme are held separately from those of the company in an independently administered fund. The amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period.

#### 2. TURNOVER

The turnover and profit before tax are attributable to the one principal activity of the company

An analysis of turnover is given below

2006 2005 £ £ 4,540,547 4,726,371

United Kingdom

## NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

#### 3. OTHER OPERATING INCOME

		2006 £	2005 £
	Other operating income	27,694	11,013
4.	OPERATING PROFIT		
	Operating profit is stated after charging		
		2006 £	2005 £
	Amortisation	117,386	117,386
	Research and development expenditure written off	327,867	318,319
	Depreciation of owned fixed assets Auditor's remuneration	22,146	32,716
	- as auditor	8,650	8,000
	- non audit services	1,000	1,000
	Operating lease costs - leasehold premises	49,758	47,012
	- leasenolu premises	49,750	47,012

## 5. PARTICULARS OF EMPLOYEES

Net loss on foreign currency translation

- other

The average number of persons employed by the company during the financial year, including the directors, amounted to 24 (2005 - 26)

93,573

2,181

91,883

4,328

The aggregate payroll costs of the above were

	2006 £	2005 £
Wages and salaries	811,212	846,787
Social security costs	91,924	98,008
Other pension costs	67,347	54,250
	970,483	999,045

## 6. DIRECTORS' EMOLUMENTS

The directors' aggregate emoluments in respect of qualifying services were

	2006 £	2005 £
Emoluments receivable	70,087	62,580
Value of company pension contributions to money purchase		
schemes	4,125	3,739
	74,212	66,319

## NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 31 DECEMBER 2006

## 6. DIRECTORS' EMOLUMENTS (continued)

The number of directors who accrued benefits under company pension schemes was as follows

	Money purchase schemes	2006 No <u>1</u>	2005 No 1
7.	INTEREST RECEIVABLE		
	Bank interest receivable Interest from group undertakings	2006 £ 4,608 5,004 9,612	2005 £ - - -
8.	INTEREST PAYABLE AND SIMILAR CHARGES		
	Interest payable to group undertakings	2006 £ 2,959	2005 £ 43,593
9.	TAXATION ON ORDINARY ACTIVITIES		
	(a) Analysis of charge in the year		
	Current tax	2006 £	2005 £
	UK Corporation tax based on the results for the year at 30% (2005 - 30%)  Total current tax	<u>-</u>	152,000 152,000

The company's liability to corporation tax is totally covered by group relief for which no charge is raised by the surrendering company

## NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

## 9. TAXATION ON ORDINARY ACTIVITIES (continued)

## (b) Factors affecting current tax charge

10.

At 31 December 2006

At 31 December 2006

At 31 December 2005

**NET BOOK VALUE** 

The tax assessed on the profit on ordinary activities for the year is lower than the standard rate of corporation tax in the UK of 30% (2005 - 30%)

otalidata fate of corporation tax in the off of core (2000	00707	
	2006 £	2005 £
Profit on ordinary activities before taxation	389,771	313,348
Profit/(loss) on ordinary activities by rate of tax Expenses not deductible for tax purposes Excess of capital allowances over depreciation Enhanced tax relief Statutory deduction for share options Group relief utilised	116,931 5,110 8,991 (17,305) (4,011) (109,716)	16,858
Total current tax (note 9(a))		152,000
INTANGIBLE FIXED ASSETS		
		Goodwill £
COST At 1 January 2006 and 31 December 2006		2,347,718
AMORTISATION At 1 January 2006 Charge for the year		389,701 117,386

507,087

1,840,631

1,958,017

## NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 31 DECEMBER 2006

## 11. TANGIBLE FIXED ASSETS

		Leasehold Property £	Equipment £	Total £
	COST At 1 January 2006 Additions	96,115 -	52,551 12,172	148,666 12,172
	At 31 December 2006	96,115	64,723	160,838
	DEPRECIATION At 1 January 2006 Charge for the year	50,730 11,115	37,022 11,031	87,752 22,146
	At 31 December 2006	61,845	48,053	109,898
	NET BOOK VALUE At 31 December 2006 At 31 December 2005	34,270 45,385	16,670 15,529	<b>50,940</b> 60,914
12.	STOCKS		<del></del>	<u>—</u> —
			2006	2005
			£ 711,330	£ 4 <u>56,415</u>
13.	DEBTORS			
			2006 £	2005 £
	Trade debtors Other debtors Prepayments and accrued income		1,115,071 49,001 45,528	361,501 1,022 37,270
			1,209,600	399,793
14.	CREDITORS: Amounts falling due within one	year		
			2006 £	2005 £
	Trade creditors Amounts owed to group undertakings		5,108 1,278,283	35,319 862,868
	Other creditors including taxation and social sec Corporation tax PAYE and social security	anty	217,147	217,147 47,894
	VAT Other creditors		80,262 936,753	84,108 717,188
			2,517,553	1,964,524

#### NOTES TO THE FINANCIAL STATEMENTS

## YEAR ENDED 31 DECEMBER 2006

#### 15. CREDITORS: Amounts falling due after more than one year

	2006 £	2005 £
Other creditors	_	72,093

#### 16. PENSIONS

#### Defined benefit schemes

Until 31 March 2002, the company was a member of the Spectris Pension Plan scheme providing benefits based on final pensionable pay. Because the company is unable to identify its share of the scheme assets and liabilities on a consistent and reasonable basis, as permitted by FRS 17 'Retirement benefits' the scheme has been accounted for, in these financial statements as if the scheme was a defined contribution scheme

The latest full actuarial valuation was carried out at 31 December 2002 and was updated for FRS 17 purposes to 31 December 2003 by a qualified independent actuary

The Spectris Pension Plan was closed to new members from 1 January 1996 The contribution for 2006 was £nil (2005 £nil)

Further details are set out in the accounts of Spectris Plc

#### Defined contribution schemes

Until 31 March 2002, the company participated in a Fairey Nuclear Ltd defined contribution pension scheme operated by Spectris Plc. The pension cost charge for the period represents contributions payable by the company to the scheme and amounted to £nil in 2005 (2004 £nil). Since 1 January 2003, the company participated in a PANalytical Ltd defined contribution pension scheme operated by Spectris Plc. The pension cost charge for the period represents contributions payable by the company to the scheme and amounted to £67,347 (2005 £67,668). There were no outstanding or prepaid contributions at either the beginning or end of the financial year.

#### 17. OTHER PROVISIONS

	2006
Warranty provision:	£
Balance brought forward	92,370
Movement for year	(12,533)
Balance carried forward	79,837

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

#### 18. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2006 the company had annual commitments under non-cancellable operating leases as set out below

	2006		2005	
	Land & Buildings	Other Items	Land & Buildings	Other Items
Operating leases which expire	£	£	£	£
Within 1 year	-	15,731	-	9,056
Within 2 to 5 years	48,426	55,608	68,000	58,880
	48,426	71,339	68,000	67,936

#### 19. CONTINGENCIES

With other members of the group the company has guaranteed facilities made available to Spectris plc, in respect of which £3,600,000 were outstanding at the year end (2005 - £4,600,000)

#### 20. SHARE CAPITAL

### Authorised share capital:

100,000 Ordinary shares of £1 each			2006 £ 100,000	2005 £ 100,000
Allotted, called up and fully paid:				
	2006		2005	
Ordinary shares of £1 each	No 100,000	100,000	No 100,000	£ 100,000
Equity shares Ordinary shares of £1 each	100,000	100,000	100,000	100,000

## 21. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2006	2005
	£	£
Profit for the financial year	389,771	161,348
Opening shareholders' funds	876,759	715,411
Closing shareholders' funds	1,266,530	876,759

#### NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 DECEMBER 2006

#### 22. CONTROLLING PARTY

The controlling party is PANalytical BV, a company incorporated in the Netherlands. The smallest level of consolidation is PANalytical EMEA region and these accounts are available from PANalytical BV, Twentepoort Oost 26, NL-7609 RG Almelo.

#### 23. ULTIMATE PARENT COMPANY

The ultimate holding company and parent undertaking is Spectris plc, which is incorporated in Great Britain and registered in England Copies of their accounts are available from the company's registered office at Station Road, Egham, Surrey, TW20 9NP