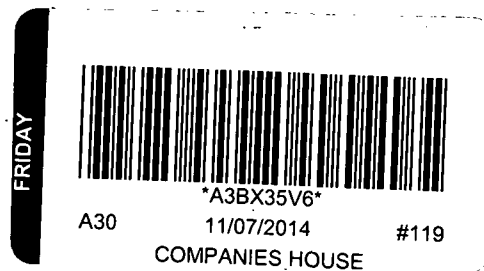


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ABT PRODUCTS LIMITED
FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2013

Company Registration Number 01021755



ABT PRODUCTS LIMITED
OFFICERS AND PROFESSIONAL ADVISERS
YEAR ENDED 31 DECEMBER 2013

The board of directors

M Hignett
T Morris
S Cheshire

Business address

Ashburton Industrial Estate
Ross-on-Wye
Herefordshire
HR9 7BW

Registered office

Ashburton Industrial Estate
Ross-on-Wye
Herefordshire
HR9 7BW

Auditor

Baker Tilly Audit Limited
Chartered Accountants
Charterhouse
Legge Street
Birmingham
B4 7EU

ABT PRODUCTS LIMITED
DIRECTORS' REPORT
YEAR ENDED 31 DECEMBER 2013

The directors present their report and the financial statements of the company for the year ended 31 December 2013.

Principal activities and business review

The principal activity of the company during the year was that of design and manufacture of cabs, chassis, rolls-bars, and associated steel fabrications for UK and EU OEM's as well as design, development, manufacture, rental, sales, and support of the company's own brand Loadmac truck mounted forklifts.

Existing sub-contract manufacturing customers (cabs, chassis, and rollbars) provided strong seasonal demand for products during the first half of the year. During the second half of the year, the anticipated reduction in demand from sub-contract OEM customers was mitigated by increasing sales of the Loadmac truck mounted forklift.

Our truck mounted forklift project continues to make progress with significant investment in design, manufacturing, and marketing throughout 2013. The management will continue their strategy of growing both sub-contract OEM sales and own product sales.

We consider the key financial performance indicators to be turnover and profit. Sales in 2013 grew by 8.8% and pre-tax profits increased by 36.3%. This repeated level of performance enables the company to continue its investment in facilities, people, and equipment and to have working capital available for new projects.

High productivity and low re-work costs are essential for the company to maintain its strong financial performance. The management's expectation of the workforce has been communicated and reinforced. During the year the company trialled flexible working arrangements to help match available resource to customer demand.

The company upgraded its business management system during 2013 and is looking to acquire 5.3 acres of adjacent Employment Land. Both actions are to facilitate future expansion of the company.

The current financial year has started with reasonable demand across all areas. New opportunities with vehicle and equipment OEM's are being progressed. The company has invested in new production equipment to bring additional "value adding" activities in house. The benefits of this investment should start to be visible during the second half of 2014.

We would like to thank all of the company's employees for their contribution and dedication to the company in 2013.

Directors

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

M Hignett
T Morris
S Cheshire

ABT PRODUCTS LIMITED
DIRECTORS' REPORT *(continued)*
YEAR ENDED 31 DECEMBER 2013

Directors' responsibilities

The directors are responsible for preparing the Directors' 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 that 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). Under company law the directors must not approve the financial statements unless they are satisfied that they 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 these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent; 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 adequate accounting records that are sufficient to show and explain the company's transactions and 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 2006. 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.

In so far as the directors are, individually, aware:

- there is no relevant audit information of which the company's auditor is unaware; and
- each director has taken all steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditor is aware of that information.

Auditor

Prior to 30 September 2013 Baker Tilly Audit Limited was named RSM Tenon Audit Limited.

Baker Tilly Audit Limited are deemed to be reappointed under section 487(2) of the Companies Act 2006.

ABT PRODUCTS LIMITED
DIRECTORS' REPORT *(continued)*
YEAR ENDED 31 DECEMBER 2013

Small company provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

Signed on behalf of the directors



M Hignett

Director

Approved by the directors on 25 March 2014

ABT PRODUCTS LIMITED
INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ABT
PRODUCTS LIMITED

YEAR ENDED 31 DECEMBER 2013

We have audited the financial statements of ABT Products Limited for the year ended 31 December 2013 on pages 7 to 14. The financial reporting framework that has been applied in their preparation is applicable law and the Financial Reporting Standard for Smaller Entities (effective April 2008) (United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members 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 members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at [http://www.frc.org.uk/Our-Work/Codes-Standards/Audit-and-assurance/Standards-and-guidance/Standards-and-guidance-for-auditors/Scope-of-audit/UK-Private-Sector-Entity-\(issued-1-December-2010\).aspx](http://www.frc.org.uk/Our-Work/Codes-Standards/Audit-and-assurance/Standards-and-guidance/Standards-and-guidance-for-auditors/Scope-of-audit/UK-Private-Sector-Entity-(issued-1-December-2010).aspx)

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2013 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

ABT PRODUCTS LIMITED

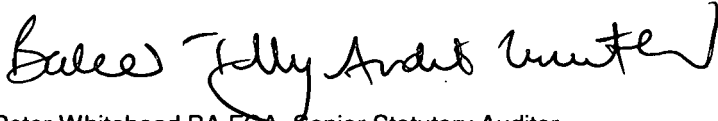
**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ABT
PRODUCTS LIMITED (continued)**

YEAR ENDED 31 DECEMBER 2013

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption from the requirement to prepare a strategic report or in preparing the directors' report.



Peter Whitehead BA FCA, Senior Statutory Auditor
For and on behalf of

Baker Tilly Audit Limited, Statutory Auditor
Chartered Accountants
Charterhouse
Legge Street
Birmingham
B4 7EU

Prior to 30 September 2013 Baker Tilly Audit Limited was named RSM Tenon Audit Limited.

25th March 2014

ABT PRODUCTS LIMITED
PROFIT AND LOSS ACCOUNT
YEAR ENDED 31 DECEMBER 2013

		2013 £	2012 £
Turnover	Note 2	6,552,274	6,024,188
Cost of sales		(4,217,556)	(4,074,523)
Gross profit		<u>2,334,718</u>	<u>1,949,665</u>
Administrative expenses		(1,672,122)	(1,463,151)
Operating profit	3	<u>662,596</u>	<u>486,514</u>
Interest receivable		722	159
Profit on ordinary activities before taxation		<u>663,318</u>	<u>486,673</u>
Tax on profit on ordinary activities	5	(60,207)	(29,051)
Profit for the financial year		<u><u>603,111</u></u>	<u><u>457,622</u></u>

The notes on pages 9 to 14 form part of these financial statements.

ABT PRODUCTS LIMITED

Registered Number 01021755

BALANCE SHEET**31 DECEMBER 2013**

	Note	2013 £	2012 £
Fixed assets			
Tangible assets	7	347,405	121,985
Current assets			
Stocks		661,195	443,092
Debtors	8	1,038,709	842,039
Cash at bank		569,795	464,001
		<u>2,269,699</u>	<u>1,749,132</u>
Creditors: Amounts falling due within one year	9	<u>(1,428,964)</u>	<u>(825,755)</u>
Net current assets		840,735	923,377
Total assets less current liabilities		<u>1,188,140</u>	<u>1,045,362</u>
Creditors: Amounts falling due after more than one year	10	—	(1,333)
Provisions for liabilities			
Deferred taxation	11	(43,200)	(2,200)
		<u>1,144,940</u>	<u>1,041,829</u>
Capital and reserves			
Called-up share capital	14	18,000	18,000
Other reserves	15	50,000	50,000
Profit and loss account	15	1,076,940	973,829
Shareholders' funds	15	<u>1,144,940</u>	<u>1,041,829</u>

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies regime and with the Financial Reporting Standard for Smaller Entities (effective April 2008).

These accounts were approved by the directors and authorised for issue on 25 March 2014 and are signed on their behalf by:

M Hignett

Director



The notes on pages 9 to 14 form part of these financial statements.

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

1. Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost convention, and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008).

Cash flow statement

The company has taken advantage of the exemption granted by FRS1 (Revised) whereby it is not required to publish its own financial statement of cash flow. This is because its ultimate parent undertaking published a consolidated cash flow statement as part of the group accounts. Copies of these accounts may be obtained from Companies House.

Turnover

The turnover represents amounts invoiced, net of value added tax, in respect of the sale of goods and services to customers.

Research and development

Expenditure on research and development expenditure is charged to the profit and loss account in the year in which it is incurred.

Depreciation

Depreciation is calculated so as to write off the cost of an asset, net of anticipated disposal proceeds, over the useful economic life of that asset as follows:

Plant and machinery	12.5% straight line basis
Motor vehicles	25% straight line basis
Computer equipment	33.3% straight line basis

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads. Net realisable value is based on estimated selling price less further costs to completion and selling costs.

Work in progress

Work in progress and finished goods are valued for cost purposes at direct material and labour costs.

Hire purchase agreements

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value, and are depreciated in accordance with the above depreciation policies. Future instalments payable under such agreements, net of finance charges, are included within creditors.

Pension costs

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

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

1. Accounting policies (continued)

Deferred taxation

Deferred tax is recognised without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19.

Deferred tax is measured at the rates that are expected to apply in the periods whether timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date.

Foreign currencies

Profit and loss account transactions in foreign currencies are translated into sterling at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the closing rates at the balance sheet date and the exchange differences are included in the profit and loss account.

Guarantees and warranties

The cost of maintenance under guarantees and warranties and other work in respect of products delivered and invoiced is charged to the profit and loss account as occurred. Provision is made within other creditors and accruals where it can reasonably be assessed that a liability may be incurred.

2. Turnover

Overseas turnover amounted to 28.51% (2012 - 27.77%) of the total turnover for the year.

3. Operating profit

Operating profit is stated after charging/(crediting):

	2013	2012
	£	£
Depreciation of owned fixed assets	72,350	61,080
Depreciation of assets held under hire purchase agreements	3,326	3,326
Profit on disposal of fixed assets	(2,321)	(17,489)
Auditors' remuneration	<u>5,250</u>	<u>2,000</u>

4. Directors' remuneration

The directors' aggregate remuneration in respect of qualifying services were:

	2013	2012
	£	£
Aggregate remuneration	—	—
Value of company pension contributions to money purchase schemes	<u>2,112</u>	<u>120,000</u>
	<u>2,112</u>	<u>120,000</u>

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

4. Directors' remuneration (continued)

The number of directors on whose behalf the company made pension contributions was as follows:

	2013	2012
	No	No
Money purchase schemes	<u>2</u>	<u>3</u>

5. Taxation on ordinary activities

Analysis of charge in the year

	2013	2012
	£	£
In respect of the year:		
UK Corporation tax	19,820	27,500
(Over) / Under provision in prior year	(613)	451
	<u>19,207</u>	<u>27,951</u>

Deferred tax:

Origination and reversal of timing differences	41,000	1,100
Tax on profit on ordinary activities	<u>60,207</u>	<u>29,051</u>

6. Dividends

Equity dividends

	2013	2012
	£	£
Proposed at the year-end		
Dividends on equity shares	<u>500,000</u>	<u>400,000</u>

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

7. Tangible fixed assets

	Plant & Machinery £	Motor Vehicles £	Total £
Cost			
At 1 January 2013	1,988,625	68,854	2,057,479
Additions	290,108	11,000	301,108
Disposals	(30,283)	(10,500)	(40,783)
At 31 December 2013	<u>2,248,450</u>	<u>69,354</u>	<u>2,317,804</u>
Depreciation			
At 1 January 2013	1,893,833	41,661	1,935,494
Charge for the year	62,975	12,701	75,676
On disposals	(30,271)	(10,500)	(40,771)
At 31 December 2013	<u>1,926,537</u>	<u>43,862</u>	<u>1,970,399</u>
Net book value			
At 31 December 2013	<u>321,913</u>	<u>25,492</u>	<u>347,405</u>
At 31 December 2012	<u>94,792</u>	<u>27,193</u>	<u>121,985</u>

Hire purchase agreements

Included within the net book value of £347,405 is £3,991 (2012 - £7,317) relating to assets held under hire purchase agreements. The depreciation charged to the financial statements in the year in respect of such assets amounted to £3,326 (2012 - £3,326).

8. Debtors

	2013 £	2012 £
Trade debtors	1,002,370	760,311
Amounts owed by group undertakings	—	47,383
VAT recoverable	3,626	—
Other debtors	32,713	34,345
	<u>1,038,709</u>	<u>842,039</u>

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

9. Creditors: Amounts falling due within one year

	2013 £	2012 £
Trade creditors	1,014,703	623,292
Amounts owed to group undertakings	126,708	–
Other creditors including taxation and social security:		
Corporation tax	19,923	27,500
PAYE and social security	43,887	32,286
VAT	–	22,292
Hire purchase agreements	1,333	4,000
Other creditors	16,355	–
Accruals and deferred income	206,055	116,385
	<u>1,428,964</u>	<u>825,755</u>

Hire purchase agreements are secured on the assets to which they relate.

10. Creditors: Amounts falling due after more than one year

	2013 £	2012 £
Hire purchase agreements	–	<u>1,333</u>

Hire purchase agreements are secured on the assets to which they relate.

11. Deferred taxation

The movement in the deferred taxation provision during the year was:

	2013 £	2012 £
At 1 January 2013	2,200	1,100
Profit and loss account movement arising during the year	<u>41,000</u>	<u>1,100</u>
At 31 December 2013	<u>43,200</u>	<u>2,200</u>

The provision for deferred taxation consists of the tax effect of timing differences in respect of:

	2013 £	2012 £
Excess of taxation allowances over depreciation on fixed assets	<u>43,200</u>	<u>2,200</u>
	<u>43,200</u>	<u>2,200</u>

12. Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable to the scheme and amounted to £26,340 (2012: £24,846).

There were no outstanding or prepaid contributions at either the beginning or the end of the financial year.

ABT PRODUCTS LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2013

13. Related party transactions

As a subsidiary undertaking of ABT Loadmac Limited, the company has taken advantage of the exemption in FRS8 "Related Party Disclosures" from disclosing transactions with other members of the group headed by ABT Loadmac Limited.

14. Share capital

Allotted, called up and fully paid:

	2013		2012	
	No	£	No	£
Ordinary shares of £1 each	<u>18,000</u>	<u>18,000</u>	<u>18,000</u>	<u>18,000</u>

15. Reconciliation of shareholders' funds and movement on reserves

	Share capital	Capital redemption reserves	Profit and loss account	Total share-holders' funds
	£	£	£	£
Balance brought forward	18,000	50,000	973,829	1,041,829
Profit for the year	—	—	603,111	603,111
Equity dividends	—	—	(500,000)	(500,000)
Balance carried forward	<u>18,000</u>	<u>50,000</u>	<u>1,076,940</u>	<u>1,144,940</u>

16. Contingent liabilities

The company has entered into multilateral guarantees in respect of amounts due by ABT Loadmac Limited and NAM Eng Limited to HSBC Bank Plc. At 31 December 2013 the total amount of indebtedness guaranteed in this way amounted to £894,736 (2012: £952,091).

In the event that any bank indebtedness arises it is secured by means of a charge over the parent company's freehold property.

The company is party to a group VAT registration. At 31 December 2013 the total amount due was £(3,626) (2012: £22,183).

17. Ultimate controlling party

The company is a 100% subsidiary undertaking of ABT Loadmac Limited. The controlling party of ABT Loadmac Limited is M J Hignett.