# WHITE LIGHT LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2011

TUESDAY



12/07/2011 COMPANIES HOUSE 166

#### **COMPANY INFORMATION**

Directors

J D Simpson
N H Miller
R M Wilson
D J Isherwood
B A Raven
P L Millington

P Threadgold

Secretary

P L Millington

Company number

1031687

Registered office

20 Merton Industrial Park

Jubilee Way Wimbledon London SW19 3WL

**Auditors** 

Alhotts

Congress House 14 Lyon Road

Harrow Middlesex HA1 2EN

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#### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 MARCH 2011

The directors present their report and financial statements for the year ended 31 March 2011

#### Principal activities and review of the business

The principal activity of the company continued to be that of the provision of goods and services to the entertainment industry

The directors are very satisfied with the level of operating profit for the year. In a challenging financial climate the directors decided to invest in a substantial amount of new equipment in order to take full advantage of the business opportunities available.

The capital spend on energy efficient LED lighting continues to provide White Light with a competitive edge in the traditional West End theatre market where returns have increased in spite of tighter customer budgets. Tours of theatre and musicals have provided further growth with business around Europe, USA, South Africa and the Far East. White Light has grown its corporate business although the marketplace has been generally in decline.

Large contracts for the supply and installation of lighting systems in the Far East have provided substantial growth in turnover, while the level of gross margins has been maintained, overheads have been held steady and overall profitability has increased

In spite of the continuing large investment in new equipment the group's net bank borrowing has been much reduced, putting the group in a strong position to expand operations in the next year

#### Principal risks and uncertainties

The key risks and uncertainties that relate to the future profitability of the business are Overall downturn in the economy that may have an impact on consumer spending Increased competition in the marketplace

Exchange rate movements on large overseas contracts

Potential threat to London theatre business from terrorist activity

The directors believe that the group is well placed to minimise these risks by expanding business in other market sectors so that there is reduced reliance on particular markets, and by concentrated efforts on customer service, choice and quality, combined with improved productivity. In respect of foreign currency risk, the company ensures that receipts and payments currencies are matched, and forward currency positions taken where necessary.

Key Performance Indicators	2011	2010
Turnover % increase	11 9%	15 1%
Gross profit as % turnover	37 1%	36 8%
EBITDA	£2 400m	£2 013m

#### Results and dividends

The results for the year are set out on page 6

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

#### FOR THE YEAR ENDED 31 MARCH 2011

#### Future developments

The group has secured further large contracts for the provision of lighting, sound and other equipment in the UK. New capital spend has been planned to increase the stock of moving lights and new LED lighting equipment. The directors have secured extra warehouse space next door to the current site and are heavily investing in new equipment to expand business into other market sectors where there are further profit opportunities.

The directors believe that White Light is well placed to prosper and take advantage of business opportunities as they become available. White Light should remain at the forefront of the industry

#### **Directors**

The following directors have held office since 1 April 2010

J D Simpson

N H Miller

R M Wilson

D J Isherwood

**BA** Raven

P L Millington

P Threadgold

Charitable donations	2011	2010
	£	£
During the year the company made the following payments Charitable donations	5,000	6,000

Chantable donations - The recipients, amounts and purpose of the chantable donations are as follows

Light Relief £5,000 to help people in the entertainment lighting industry, to help in times of extreme hardship

#### Financial instruments

#### Foreign currency risk

The company ensures that receipts and payments of currencies are matched, and forward currency positions taken where necessary

#### **Auditors**

In accordance with the company's articles, a resolution proposing that Alliotts be reappointed as auditors of the company will be put at a General Meeting

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

#### FOR THE YEAR ENDED 31 MARCH 2011

#### Statement of 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 period. 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,
- 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.

#### 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

J D Simpson Director

5 July 2011

#### **INDEPENDENT AUDITORS' REPORT**

#### TO THE MEMBERS OF WHITE LIGHT LIMITED

We have audited the financial statements of White Light Limited for the year ended 31 March 2011 set out on pages 6 to 19. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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 auditors' 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 auditors

As explained more fully in the Directors' Responsibilities Statement set out on pages 1 - 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

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

#### 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 March 2011 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter 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

### INDEPENDENT AUDITORS' REPORT (CONTINUED)

#### TO THE MEMBERS OF WHITE LIGHT LIMITED

#### 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

Deven

Ian Davies FCA (Senior Statutory Auditor) for and on behalf of Alliotts

5 July 2011

Chartered Accountants Statutory Auditor

Congress House 14 Lyon Road Harrow Middlesex HA1 2EN

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2011

	Notes	2011 £	2010 £
Turnover	2	18,632,076	16,644,502
Cost of sales		(11,724,470)	(10,526,848)
Gross profit		6,907,606	6,117,654
Distribution costs Administrative expenses		(520,251) (5,862,044)	(405,557) (5,367,213)
Operating profit	3	525,311	344,884
Interest payable and similar charges	4	(58,488)	(57,708)
Profit on ordinary activities before taxation		466,823	287,176
Tax on profit on ordinary activities	5	(148,969)	(85,248)
Profit for the year	15	317,854	201,928

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

#### **BALANCE SHEET**

#### **AS AT 31 MARCH 2011**

Notes	£	£	£	£
6		4,573,653		4,533,847
7		1,494		1,494
		4,575,147		4,535,341
8	1,317,438		956,192	
9	3,430,529		3,206,375	
	1,362,484		234,368	
	6,110,451		4,396,935	
40	(C C10 ECC)		(4 707 005)	
10	(0,019,300)		(4,797,095)	
		(509,115)		(400,160)
		4,066,032		4,135,181
11		(710,680)		(1,000,765)
12		(77,014)		(173,932)
		3,278,338		2,960,484
				·
14		531.250		531,250
		•		135,950
				62,500
15		2,548,638		2,230,784
				<del></del>
	6 7 8 9 10 11 12	6 7  8     1,317,438 9     3,430,529 1,362,484 6,110,451  10     (6,619,566)  11 12	6 4,573,653 1,494 4,575,147  8 1,317,438 9 3,430,529 1,362,484 6,110,451  10 (6,619,566)  (509,115) 4,066,032  11 (710,680)  12 (77,014) 3,278,338  14 531,250 135,950 62,500	6 4,573,653 7 1,494 4,575,147 8 1,317,438 956,192 3,430,529 3,206,375 1,362,484 234,368 6,110,451 4,396,935 10 (6,619,566) (4,797,095) (509,115) 4,066,032 11 (710,680) 12 (77,014) 3,278,338 14 531,250 135,950 62,500

Approved by the Board and authorised for issue on 5 July 2011

J D Simpso

Company Registration No. 1031687

### **CASH FLOW STATEMENT**

### FOR THE YEAR ENDED 31 MARCH 2011

	£	2011 £	£	2010 £
Net cash inflow from operating activities		3,430,294		1,178,567
Returns on investments and servicing of finance				
Interest paid	(58,488)		(57,708)	
Net cash outflow for returns on investments and servicing of finance		(58,488)		(57,708)
Taxation		(87,068)		(221,539)
Capital expenditure				
Payments to acquire tangible assets	(1,933,722)		(2,001,244)	
Receipts from sales of tangible assets	32,411		53,364	
Net cash outflow for capital expenditure		(1,901,311)		(1,947,880)
Acquisitions and disposals Purchase of subsidiary undertakings (net of cash acquired)			(1,494)	
Net cash outflow for acquisitions and disposals		-		(1,494)
Net cash inflow/(outflow) before management of liquid resources and financing		1,383,427		(1,050,054)
Financing				
New long term bank loan Repayment of long term bank loan	400,000 (655,311)		1,600,000 (666,642)	
Net cash (outflow)/inflow from financing		(255,311)		933,358
Increase/(decrease) in cash in the year		1,128,116		(116,696)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2011

1	Reconciliation of operating profit to net casi activities	h inflow from o	perating	2011	2010
				£	£
	Operating profit			525,311	344,884
	Depreciation of tangible assets			1,893,916	1,668,701
	Profit on disposal of tangible assets			(32,411)	(53,364)
	Increase in stocks			(361,246)	(9,625)
	(Increase)/decrease in debtors			(224,154)	244,518
	increase/(decrease) in creditors within one year	r		1,628,878	(1,016,547)
	Net cash inflow from operating activities			3,430,294	1,178,567
2	Analysis of net debt	1 April 2010	Cash flow	Other non- 3	31 March 2011
	Net seek	£	£	£	£
	Net cash	004.000	4 400 440		4 000 404
	Cash at bank and in hand	234,368	1,128,116		1,362,484
	Bank deposits Debt	-	-	-	-
	Debts falling due within one year	(643,122)	(34,774)	-	(677,896)
	Debts falling due after one year	(1,000,765)	290,085	_	(710,680)
		(1,643,887)	255,311	-	(1,388,576)
	Net debt	(1,409,519)	1,383,427	-	(26,092)
3	Reconciliation of net cash flow to movement	t in net debt		2011	2010
				£	£
	Increase/(decrease) in cash in the year			1,128,116	(116,696)
	Cash outflow/(inflow) from decrease/(increase)	ın debt		255,311	(933,358)
	Movement in net debt in the year			1,383,427	(1,050,054)
	Opening net debt			(1,409,519)	(359,465)
	Closing net debt			(26,092)	(1,409,519)

#### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 MARCH 2011

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 12 Turnover and profits

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

Revenue on equipment sales is recognised at the point of dispatch

Revenue is taken on fixed price contracts while the contract is in progress, having regard to the proportion of the total contract which has been completed at the balance sheet date, estimated by reference to the costs incurred to date versus the total estimated costs to completion. Provision is made for all foreseeable losses.

#### 1.3 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

Production equipment

10%, 16 67 %, 25% and 50% on cost

Fixtures, fittings & computer equipment

25% on cost

Additional provisions are made for production equipment where directors identify specific areas of equipment obsolescence or excess wear and tear

#### 14 Leasing

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

#### 1.5 Investments

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

#### 1.6 Stock

Stock is valued at the lower of cost and net realisable value

#### 1.7 Long term contracts

Amounts recoverable on long term contracts, which are included in debtors, are stated at the net sales value of the work done after provision for contingencies and anticipated future losses on contracts, less amounts received as progress payments on account Excess progress payments are included in creditors as payments on account

#### 1.8 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 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 MARCH 2011

#### 1 Accounting policies

(continued)

#### 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 400 of the Companies Act 2006 as it is a subsidiary undertaking of WLH Limited, a company incorporated in England, and is included in the consolidated accounts of that company

#### 2 Turnover

2010
£
1,864,522
1,251,393
3,528,587
6,644,502
2040
2010 £
L
1,668,701
13,000
(53,364)
2242
2010 £
57,708
•

Taxation	2011 £	2010
Domestic current year tax	ž.	£
U K corporation tax	245,887	87,068
Total current tax	245,887	87,068
Deferred tax		
Deferred tax charge/credit current year	(96,918)	(1,820)
	148,969	85,248
Factors affecting the tax charge for the year		
Profit on ordinary activities before taxation	466,823 ————	287,176
Profit on ordinary activities before taxation multiplied by standard rate of		
UK corporation tax of 28 00% (2010 - 28 00%)	130,710	80,409
Effects of		
Non deductible expenses	10,640	5,557
Depreciation add back	521,221	467,236
Capital allowances	(416,684)	(465,079)
Other tax adjustments	-	(1,055)
	115,177	6,659
Current tax charge for the year	245,887	87,068

6	Tangible fixed assets			
		Production equipment	Motor vehicles, Warehouse & Computer equipment	Total
		£	£	£
	Cost			
	At 1 April 2010	16,875,452	427,221	17,302,673
	Additions	1,920,666	13,056	1,933,722
	At 31 March 2011	18,796,118	440,277	19,236,395
	Depreciation			
	At 1 April 2010	12,382,714	386,112	12,768,826
	Charge for the year	1,869,064	24,852	1,893,916
	At 31 March 2011	14,251,778	410,964	14,662,742
	Net book value			
	At 31 March 2011	4,544,340	29,313	4,573,653
	At 31 March 2010	4,492,738	41,109	4,533,847

7

8

Fixed asset investments			
			Shares in
			subsidiary
			undertakings
			£
Cost			
At 1 April 2010 & at 31 March 2011			1,494
Net book value			
At 31 March 2011			1,494
At 31 related 2011			
At 31 March 2010			1,494
Holdings of more than 20%			
The company holds more than 20% of the	ne share capital of the following co	mpanies	
,			
Company	Country of registration or	Shares	held
	incorporation	Class	%
Subsidiary undertakings		•	
White Light (Macau) Limited	Macau	Ordinary	96 00
The aggregate amount of capital and re financial year were as follows	serves and the results of these u	ndertakings for th	e last relevant
		Conital and	Desfit/(loss)
		Capital and reserves	Profit/(loss) for the year
		2011	2011
	Principal activity	£	£
White Light (Macau) Limited	Supply of lighting equipment	21,380	(20,396)
		<del></del>	
The results of White Light (Macau) Limit	ed are hased on management acc	ounts to 31 March	h 2011
The results of Wilke Eight (Massa) Ellinit	ed are based on management acc	ounts to or marci	12011
Stocks		2011	2010
Stocks		2011 £	2010 £
		_	-
Long term contract balances			
- Net cost less foreseeable losses		-	74,808
Finished goods and goods for resale		1,317,438	881,384
		1,317,438	956,192

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2011

9	Debtors	2011	2010
		£	£
	Trade debtors	2,015,593	1,861,366
	Amounts owed by parent and fellow subsidiary undertakings	1,132,122	940,535
	Amounts owed by subsidiary undertakings	-	42,626
	Other debtors	5,455	16,755
	Prepayments and accrued income	277,359	345,093
		3,430,529	3,206,375
			<del></del>
10	Creditors: amounts falling due within one year	2011	2010
		£	£
	Bank loans and overdrafts	677,896	643,122
	Payments received on account	328,896	440,908
	Trade creditors	2,164,826	893,326
	Amounts owed to parent and fellow subsidiary undertakings	899,876	777,450
	Corporation tax	245,887	87,068
	Other taxes and social security costs	242,575	258,031
	Other creditors	3,494	1,494
	Accruals and deferred income	2,056,116	1,695,696
		6,619,566	4,797,095

The bank overdraft is secured by a debenture giving fixed and floating charges on all the assets of the company

11	Creditors amounts falling due after more than one year	2011 £	2010 £
	Bank loans	710,680	1,000,765
	Analysis of loans		
	Wholly repayable within five years	1,388,576	1,643,887
		1,388,576	1,643,887
	Included in current liabilities	(677,896)	(643,122)
		710,680	1,000,765
	Loan maturity analysis		
	In more than one year but not more than two years	538,653	537,558
	In more than two years but not more than five years	172,027 ————	463,207 ———
	The bank loans are secured by a chattel mortgage over the assets they rela	ate to	
12	Provisions for liabilities		
			Deferred tax liability £
	Balance at 1 April 2010		173,932
	Profit and loss account		(96,918)
	Balance at 31 March 2011		77,014
	The deferred tax liability is made up as follows:		
		2011	2010
		£	£
	Accelerated capital allowances	77,014	173,932
		<del></del>	<del></del>

#### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 MARCH 2011

# 13 Pension and other post-retirement benefit commitments 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.

		2011 £	2010 £
	Contributions payable by the company for the year	58,946	61,035
		<del></del>	
14	Share capital	2011	2010
		£	£
	Allotted, called up and fully paid		
	118,750 'A' Ordinary shares of £1 each	118,750	118,750
	412,500 Ordinary shares of £1 each	412,500	412,500
		531,250	531,250
		<del></del>	<del></del>

The holders of 'A' ordinary shares may convert to ordinary shares at any time 'A' ordinary shares are convertible cumulative participating preferred ordinary shares with a fixed dividend of 12 63158% The holders of these shares have waived their right to the dividend

#### 15 Statement of movements on reserves

	Share	Other	Profit and
	premium	reserves	loss
	account	(see below)	account
	£	£	£
Balance at 1 April 2010	135,950	62,500	2,230,784
Profit for the year		-	317,854
Balance at 31 March 2011	135,950	62,500	2,548,638
Other reserves Capital redemption reserve Balance at 1 April 2010 & at 31 March 2011		62,500	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2011

16	Reconciliation of movements in shareholders' funds	2011	2010
		£	£
	Profit for the financial year	317,854	201,928
	Opening shareholders' funds	2,960,484	2,758,556
	Closing shareholders' funds	3,278,338	2,960,484
			=======================================

#### 17 Contingent liabilities

The company's facilities are subject to cross guarantees to its bankers in respect of group overdrafts

18	Capital commitments	2011	2010
		£	£
	At 31 March 2011 the company had capital commitments as follows		
	Contracted for but not provided in the financial statements	61,887	61,930

#### 19 Employees

#### Number of employees

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

<b>,</b>	2011 Number	2010 Number
Administration	22	24
Technical	75	67
Sales	22	23
	119	114
Employment costs	2011 £	2010 £
	r.	Z.
Wages and salaries	3,415,765	3,210,974
Social security costs	271,965	242,693
Other pension costs	58,946	61,035
	3,746,676	3,514,702
	-	

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2011

#### 20 Control

The immediate parent company is White Light Group Limited, a company registered in England and Wales. The ultimate parent company is WLH Limited, a company registered in England and Wales. WLH Limited prepares group financial statements and copies can be obtained from Companies House.

No one person has overall control

#### 21 Related party relationships and transactions

The company has taken advantage of the exemption available in accordance with FRS 8 'Related party disclosures' not to disclose transactions entered into between two or more members of a group, as the company is a wholly owned subsidiary undertaking of the group to which it is party to the transactions