Vapormatt Limited

Report and Accounts

30 April 2008

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# Vapormatt Limited Company Information

## Directors

R S Ashworth T I Ashworth M R Teague D A Schofield

## Secretary

D A Schofield

## Auditors

Ian Katté & Co. Lyndale House 24a High Street Addlestone Surrey KT15 1TN

## Registered office

The Monarch Centre Venture Way Priorswood Industrial Estate Taunton Somerset TA2 8DE

## Registered number

01479677

# Vapormatt Limited Directors' Report

The directors present their report and accounts for the year ended 30 April 2008.

#### Principal activities and review of business

The company's principal activity during the year continued to be the sale and maintenance of wet blasting machinery and the sale of abrasive media. It was another pleasing year in which we were able to continue our controlled expansion. We have been able to produce a gratifying increase in turnover without sacrifice of margins. This is due, in part, to the ongoing leverage of our technological leadership within our chosen field of operations.

### Summary highlights of our financial performance

- Turnover increased by 18% in the year to £4m making a 61% increase over the last three
  years.
- Gross profit percentage was 35.5%, a 9% improvement on 2007.
- Operating profit increased by 63% in the year to £224k meaning that it has increased 39% over the last three years.
- Net assets increased 37% in the year to £635k making net assets 120% greater than three years ago.

#### **Management Team**

We continue to develop our management structure as a foundation for future growth. In anticipation of our next stage of development the role of managing director has been made a stand alone position. The operational and sales management elements previously encompassed within this role have been passed to others.

The awareness of the need to operate with strong financial disciplines and a proper regard for consistent and long term financial planning and management as part of our overall planning and operational processes has led to the appointment of a financial director to the board which completes the balance within the company's top management team.

We have combined both sales and service activities into a single department under a sole director to enhance the quality and range of our service to both existing and new customers. This new customer facing structure more closely follows our business profile which focuses on the support of both SMEs and large blue chip customers who demand high levels of product and process expertise from their sales contacts and long term process and equipment support.

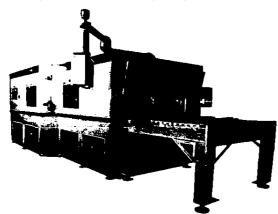
We have also extended our management team with the appointment of a dedicated operations manager and have instigated more formal project management techniques and risk analysis procedures which have enhanced our ability to deliver our larger and more complicated projects on time and to budget. This in turn will enable us to control and then optimise our costs with potential benefits to our customers both in terms of our now excellent delivery reliability and potential for maintaining favorable price/quality ratios for our equipment.

#### Technological and Product Range Progress

Research and development continues within the group. Significant process and equipment developments are underway which we believe provide a strong technological element to the fundamentals required for a secure future. These are supported by an ongoing IP protection policy exemplified by several new patent applications and approvals throughout the year. The company will continue to benefit from these activities which strengthen its competitive position within the market.

# Vapormatt Limited Directors' Report

Technological and Product Range Progress (continued)



We continue with the overhaul and enhancement our automatic of range, equipment the latest exemplification of which is the new Jaguar wet blasting, washing and drying machine. This unit is a batch processing machine and has been initially launched within the aluminium extrusion die cleaning sector. The launch has been supported by presence at major trade shows and a focused PR campaign.

The complete manual machine range has been upgraded and refreshed, with standard variants being available in 5 cabinet sizes from 700mm to 2200 mm. New literature and branding has been introduced to accurately portray the strength and quality of Vapormatt products in this area, which are offered as the quality choice within the markets in which we operate.









### **Outlook**

Looking forward towards 2009-10, the downturn in economic activity and turbulence caused within the financial markets experienced in Autumn 2008 lead us to expect lower sales volumes in the coming year.

However our high operational gearing provides a natural hedge in such recessionary times and our conservative financial management and positive cash reserves / low borrowings may provide opportunities to strengthen our strategic position for the long term despite expectations of poorer midterm financial results.

## Directors

The following directors served during the year:

R S Ashworth T I Ashworth

M R Teague

D A Schofield (appointed 2 February 2008)

# Vapormatt Limited Directors' Report

#### Disclosure of information to auditors

So far as each director at the date of approval of this report is 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.

## Small company special provisions

The report of the directors has been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies.

This report was approved by the board on 27 October 2008.

R S Ashworth Director

# Vapormatt Limited Statement of Directors' Responsibilities

The directors are responsible for preparing the report and accounts in accordance with applicable law and regulations.

Company law requires the directors to prepare accounts for each financial year. Under that law the directors have elected to prepare the accounts in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The accounts 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 these accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# Independent auditors' report to the shareholders of Vapormatt Limited

We have audited the accounts of Vapormatt Limited for the year ended 30 April 2008 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. These accounts have been prepared in accordance with the accounting policies set out therein and the requirements of the Financial Reporting Standard for Smaller Entities (effective January 2007).

This report is made solely to the company's members, 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 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

The directors' responsibilities for preparing the accounts 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 accounts 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 accounts 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 accounts.

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 other transactions with the company 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

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

In accordance with the exemption provided by APB Ethical Standard – Provisions Available for Smaller Entities, we have prepared and submitted the company's returns to the tax authorities and assisted with the preparation of the accounts.

#### **Opinion**

In our opinion:

- the accounts give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, of the state of the company's affairs as at 30 April 2008 and of its profit for the year then ended;
- the accounts have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Djrectors' Report is consistent with the accounts.

Ian Katté & Co. Registered auditors 27 October 2008 Lyndale House 24a High Street Addlestone

# Vapormatt Limited Profit and Loss Account for the year ended 30 April 2008

	Notes	2008 £	2007 £
Turnover	2	3,957,059	3,342,389
Cost of sales		(2,551,926)	(2,248,633)
Gross profit		1,405,133	1,093,756
Administrative expenses		(1,180,664)	(956,018)
Operating profit	3	224,469	137,738
Interest receivable		16,986	4,493
Interest payable	4	(5,225)	(11,362)
Profit on ordinary activities before taxation		236,230	130,869
Tax on profit on ordinary activities	5	(63,472)	(25,226)
Profit for the financial year		172,758	105,643

# Vapormatt Limited Balance Sheet as at 30 April 2008

	Notes		2008 £		2007 £
Fixed assets			_		~
Tangible assets	6		120,838		105,208
Current assets					
Stocks		735,966		367,955	
Debtors	7	734,423		471,053	
Cash at bank and in hand		528,589		506,888	
		1,998,978		1,345,896	
Creditors: amounts falling due					
within one year	8	(1,321,734)		(965,278)	
Net current assets		<b></b>	677,244		380,618
Total assets less current		-	<del>-</del>	_	
liabilities			798,082		485,826
Creditors: amounts falling due					
after more than one year	9		(156,065)		(14,414)
Provisions for liabilities	10		(7,416)		(9,569)
Net assets		-	634,601	-	461,843
Capital and reserves					
Called up share capital	11		11,000		11,000
Profit and loss account	12		623,601		450,843
Shareholders' funds		_	634,601	_	461,843

The accounts have been prepared in accordance with the special provisions relating to small companies within Part VII of the Companies Act 1985.

R S Ashworth Director

Approved by the board on 27 October 2008

#### 1 Accounting policies

The accounts have been prepared under the historical cost convention and in accordance with the Financial Reporting Standard for Smaller Entities (effective January 2007).

#### **Turnover**

Turnover represents the value, net of value added tax and discounts, of goods provided to customers and work carried out in respect of services provided to customers.

#### Depreciation

Depreciation has been provided at the following rates in order to write off the assets over their estimated useful lives.

Plant and machinery Motor vehicles 20% straight line 25% straight line

#### Stocks

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

#### Deferred taxation

Full provision is made for deferred taxation resulting from timing differences between the recognition of gains and losses in the accounts and their recognition for tax purposes. Deferred taxation is calculated on an un-discounted basis at the tax rates which are expected to apply in the periods when the timing differences will reverse.

### Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. All differences are taken to the profit and loss account.

### Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts, which are those where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet and depreciated over their useful lives. The corresponding lease or hire purchase obligation is treated in the balance sheet as a liability.

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

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

2 Turnover 2008 2007

Turnover attributable to geographical markets outside the UK 69.0% 64.0%

3	Operating profit		2008 £	2007 £
	This is stated after charging:		-	-
	Depreciation of owned fixed assets  Depreciation of assets held under finance leases and	I hire purchase	22.582	10,543
	contracts	•	25,592	26,224
	Directors' remuneration		95,706	46,907
	Auditors' remuneration	-	6,600	6,600
4	Interest payable		2008	2007
			£	£
	Interest payable	-	5,225	11,362
5	Taxation		2008	2007
			£	£
	UK corporation tax		65,625	24,454
	Deferred tax	_	(2.153)	772
		-	63,472	25,226
6	Tangible fixed assets	Plant and machinery	Motor	
		etc	vehicles	Total
		£	£	£
	Cost	204.024	100.397	214.210
	At 1 May 2007 Additions	204,924 39,542	109,286 24,262	314,210 63,804
	At 30 April 2008	244,466	133,548	378,014
	Depreciation			
	At 1 May 2007	139,618	69,384	209,002
	Charge for the year	28,422	19,752	48,174
	At 30 April 2008	168,040	89,136	257,176
	Net book value At 30 April 2008	76,426	44,412	120,838
	At 30 April 2007	65,306	39,902	105,208
			2008	2007
			£	£
	Net book value of plant and machinery included about	ove held under		
	finance leases and hire purchase contracts	-	48,489	57,004

7	Debtors	2008	2007
		£	£
	Trade debtors	635,681	367,554
	Amounts owed by group undertakings and undertakings in which		
	the company has a participating interest	26,019	-
	Other taxes recoverable	7,791	2,716
	Other debtors	64,932_	100,783
		734,423	471,053
8	Creditors: amounts falling due within one year	2008	2007
Ĭ	or control and	£	£
	Bank loans and overdrafts	-	39,470
	Obligations under finance lease and hire purchase contracts	18,215	24,578
	Trade creditors	368,271	324,185
	Amounts owed to group undertakings and undertakings in which	101.400	(1.642
	the company has a participating interest	191,498	61,643
	Corporation tax	65,625 21,669	24,454 18,435
	Other taxes and social security costs  Machine deposits	522,210	355,465
	Other creditors	134,246	117,048
	One ocurors	1,321,734	965,278
		1,321,734	903,276
9	Creditors: amounts falling due after one year	2008	2007
	•	£	£
	Obligations under finance lease and hire purchase contracts	6,065	14,414
	Amounts owed to group undertakings and undertakings in which		
	the company has a participating interest	150,000	-
		156,065	14,414
10	Provisions for liabilities		
	Deferred taxation:	2008	2007
		£	£
	Accelerated capital allowances	12,791	9,569
	Other timing differences	(5,375)	<u> </u>
		7,416	9,569
		2008	2007
		£	£
	A+1 May	9,569	8,797
	At 1 May Deferred tax charge in profit and loss account	(2,153)	8,797 772
		<del></del>	
	At 30 April	<u>7,416</u>	9,569

11	Share capital			2008 £	2007 £
	Authorised:			L	-
	"A" Ordinary shares of £1 each			50,000	50,000
	"B" Ordinary shares of £1 each			50,000	50,000
	·			100,000	100,000
		2008	2007	2008	2007
		No	No	£	£
	Allotted, called up and fully paid:				
	"A" Ordinary shares of £1 each	5,500	5,500	5,500	5,500
	"B" Ordinary shares of £1 each	5,500	5,500	5,500	5,500
				11,000	11,000
12	Profit and loss account			2008 £	2007 £
	At 1 May			450,843	345,200
	Profit for the year			172,758	105,643
	At 30 April			623,601	450,843
13	Other financial commitments			2008 £	2007 £
	At the year end the company had annual commitments under non- cancellable operating leases as set out below:			*	-
	Operating leases which expire:				
	within two to five years			28,000	28,000

## 14 Related parties

During the year the company traded with its parent company - Vapormatt Limited ["Vapormatt Guernsey"]. Vapormatt Limited ["Vapormatt UK"] purchased goods/services to the value of £271,983 from Vapormatt Guernsey and sold goods/services to Vapormatt Guernsey to the value of £69,751. All transactions were undertaken at arms length value.

In addition Vapormatt Guernsey charged Vapormatt UK management fees of £220,104 for the year.

## 15 Controlling party

The company is controlled by Vapormatt Limited, a privately owned company incorporated in Guernsey.