

COMPANY REGISTRATION NUMBER 01804016

**DEL EQUIPMENT (UK) LIMITED**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED**  
**31 DECEMBER 2012**

THURSDAY



\*A2712P90\*

A37

25/04/2013

#14

COMPANIES HOUSE

# **DEL EQUIPMENT (UK) LIMITED**

## **FINANCIAL STATEMENTS**

**YEAR ENDED 31 DECEMBER 2012**

<b>CONTENTS</b>	<b>PAGE</b>
Officers and professional advisers	<b>1</b>
The directors' report	<b>2</b>
Independent auditor's report to the shareholders	<b>4</b>
Profit and loss account	<b>6</b>
Balance sheet	<b>7</b>
Notes to the financial statements	<b>8</b>
<b>The following pages do not form part of the financial statements</b>	
Detailed profit and loss account	<b>16</b>
Notes to the detailed profit and loss account	<b>17</b>

# **DEL EQUIPMENT (UK) LIMITED**

## **OFFICERS AND PROFESSIONAL ADVISERS**

### **The board of directors**

I Forman  
M Miltello  
I Street  
S Eskriett

### **Company secretary**

M Miltello

### **Registered office**

Building 1 Windrush Park  
Windrush Industrial Estate  
Witney  
Oxfordshire  
OX29 7HA

### **Auditor**

Shaw Gibbs LLP  
Chartered Certified Accountants  
& Statutory Auditor  
264 Banbury Road  
Oxford  
OX2 7DY

### **Bankers**

SEB Group  
2 Cannon Street  
London  
EC4M 6XX

# **DEL EQUIPMENT (UK) LIMITED**

## **THE DIRECTORS' REPORT**

**YEAR ENDED 31 DECEMBER 2012**

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 31 December 2012

### **PRINCIPAL ACTIVITIES AND BUSINESS REVIEW**

The principal activity of the company continued to be that of the design, manufacture and distribution of tail lifts for commercial vehicles and wheelie-bin lifts

During 2012, DEL Equipment (UK) Ltd continued to enjoy the benefits of being part of the multi-national group, Cargotec Corporation, a company listed on the Finnish stock exchange

The company is part of the group's "tail lift division", which is the largest tail lift manufacturer in the world, with principal manufacturing sites in Sweden, the USA and the UK and with sales offices and distributors in many other countries. The tail lift brands, which include Zepro, Walco, DEL and Focolift, are distributed throughout the world

As forecast the financial performance of the company improved significantly in 2012

In addition to a general improvement in the transport industry, DEL's market share increased during the year. Turnover increased by 23% from £9,007,676 in 2011 to £11,098,877 in 2012. The directors are very satisfied with this result particularly as it followed upon a 36% increase from 2010 to 2011. It is the first time sales were above £11m, with the compound growth from 2009 to 2012 exceeding 86%.

In 2012, the company had a Profit On Ordinary Activities Before Taxation £179,412 up by 281% on the £47,064 achieved in 2011.

The directors are forecasting further, but more modest, growth for 2013. Profits are expected to rise further as product design improvements and efficiency improvement initiatives from 2012, come to fruition during 2013.

### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £139,264. The directors have not recommended a dividend.

### **DIRECTORS**

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

I Forman  
M Miltello  
I Street  
S Eskriett

### **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 those 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.

# DEL EQUIPMENT (UK) LIMITED

## THE DIRECTORS' REPORT *(continued)*

YEAR ENDED 31 DECEMBER 2012

In so far as the directors are aware

- there is no relevant audit information of which the company's auditor is 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 auditor is aware of that information

### DONATIONS

During the year the company made the following contributions

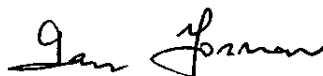
	2012 £	2011 £
Charitable	<u>1,764</u>	<u>3,272</u>

### AUDITOR

Shaw Gibbs LLP are deemed to be re-appointed under section 487(2) of the Companies Act 2006

Registered office  
Building 1 Windrush Park  
Windrush Industrial Estate  
Witney  
Oxfordshire  
OX29 7HA

Signed on behalf of the directors



Ian Forman

Director

Approved by the directors on *April 18, 2013*

# **DEL EQUIPMENT (UK) LIMITED**

## **INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF DEL EQUIPMENT (UK) LIMITED**

**YEAR ENDED 31 DECEMBER 2012**

We have audited the financial statements of Del Equipment (UK) Limited for the year ended 31 December 2012 which comprise the Profit and Loss Account, Balance Sheet and the related notes. 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 shareholders, 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 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 explained more fully in the Directors' Responsibilities Statement set out on pages 2 to 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 (APB'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 APB's website at [www.frc.org.uk/apb/scope/private.cfm](http://www.frc.org.uk/apb/scope/private.cfm).

### **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 2012 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 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.

# DEL EQUIPMENT (UK) LIMITED

## INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF DEL EQUIPMENT (UK) LIMITED *(continued)*

YEAR ENDED 31 DECEMBER 2012

### 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



LORNA WATSON (Senior Statutory Auditor)  
For and on behalf of  
SHAW GIBBS LLP  
Chartered Certified Accountants  
& Statutory Auditor

264 Banbury Road  
Oxford  
OX2 7DY

23 April 2013

# DEL EQUIPMENT (UK) LIMITED

## PROFIT AND LOSS ACCOUNT

YEAR ENDED 31 DECEMBER 2012

	Note	2012 £	2011 £
<b>TURNOVER</b>	<b>2</b>	<b>11,098,877</b>	<b>9,007,676</b>
Cost of sales		<u>8,559,860</u>	<u>6,708,328</u>
<b>GROSS PROFIT</b>		<b>2,539,017</b>	<b>2,299,348</b>
Administrative expenses		<u>2,418,849</u>	<u>2,312,803</u>
Other operating income	<b>3</b>	<u>(20,018)</u>	<u>(23,503)</u>
<b>OPERATING PROFIT</b>	<b>4</b>	<b>140,186</b>	<b>10,048</b>
Interest receivable		<u>39,226</u>	<u>37,016</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		<b>179,412</b>	<b>47,064</b>
Tax on profit on ordinary activities	<b>7</b>	<u>40,148</u>	<u>37,690</u>
<b>PROFIT FOR THE FINANCIAL YEAR</b>		<b><u>139,264</u></b>	<b><u>9,374</u></b>

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

The notes on pages 8 to 14 form part of these financial statements.



# DEL EQUIPMENT (UK) LIMITED

## BALANCE SHEET

31 DECEMBER 2012

	Note	2012 £	2011 £
<b>FIXED ASSETS</b>			
Tangible assets	8	<u>139,589</u>	<u>97,282</u>
<b>CURRENT ASSETS</b>			
Stocks	9	1,624,026	1,469,514
Debtors due within one year	10	2,187,271	2,353,290
Cash at bank and in hand		<u>5,050,744</u>	<u>5,849,933</u>
		<u>8,862,041</u>	<u>9,672,737</u>
<b>CREDITORS: Amounts falling due within one year</b>	11	<u>1,034,711</u>	<u>1,947,942</u>
<b>NET CURRENT ASSETS</b>		<u>7,827,330</u>	<u>7,724,795</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>7,966,919</u>	<u>7,822,077</u>
<b>PROVISIONS FOR LIABILITIES</b>			
Deferred taxation	12	<u>14,342</u>	<u>8,764</u>
		<u>7,952,577</u>	<u>7,813,313</u>
<b>CAPITAL AND RESERVES</b>			
Called-up equity share capital	16	1,200	1,200
Profit and loss account	17	<u>7,951,377</u>	<u>7,812,113</u>
<b>SHAREHOLDERS' FUNDS</b>	18	<u>7,952,577</u>	<u>7,813,313</u>

These financial statements were approved by the directors and authorised for issue on April 18, 2013, and are signed on their behalf by

I FORMAN  
Director



Company Registration Number 01804016

The notes on pages 8 to 14 form part of these financial statements.

# **DEL EQUIPMENT (UK) LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS**

**YEAR ENDED 31 DECEMBER 2012**

### **1. ACCOUNTING POLICIES**

#### **Basis of accounting**

The financial statements have been prepared under the historical cost convention

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### **Cash flow statement**

Cash flow statements have not been prepared as the directors have taken advantage of the exemptions given in the Companies Act 2006, on the grounds that the company is included in the consolidated accounts of a large EU group

#### **Turnover**

The turnover shown in the profit and loss account represents amounts invoiced during the year, exclusive of Value Added Tax

#### **Research and development**

Research and development expenditure is written off in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects

#### **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

Plant & machinery	- 20% reducing balance
Fixtures & fittings & equipment	- 25% reducing balance
Motor vehicles	- 20% reducing balance

#### **Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

#### **Work In progress**

Work in progress is valued at the lower of cost and net realisable value. Cost is determined on a first-in first-out basis. The cost of work in progress and finished goods comprises materials, direct labour and attributable production overheads. Net realisable value is based on the estimated selling price after allowing for all further costs of 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

#### **Pension costs**

The pension cost charged in the financial statements represents the contributions payable by the company during the year

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 1 ACCOUNTING POLICIES *(continued)*

#### Deferred taxation

The payment of taxation is deferred or accelerated because of timing differences between the treatment of certain items for accounting and taxation purposes. Full provision for deferred taxation is made under the liability method, without discounting, on all timing differences that have arisen, but not reversed by the balance sheet date, unless such provision is not permitted by FRS 19.

Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered.

#### Foreign currencies

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

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

### 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:

	2012 £	2011 £
United Kingdom	11,076,833	8,975,258
Overseas	22,044	32,418
	<u>11,098,877</u>	<u>9,007,676</u>

### 3. OTHER OPERATING INCOME

	2012 £	2011 £
Other operating income	<u>20,018</u>	<u>23,503</u>

### 4. OPERATING PROFIT

Operating profit is stated after charging/(crediting):

	2012 £	2011 £
Depreciation of owned fixed assets	29,704	25,259
Loss on disposal of fixed assets	1,787	-
Auditor's remuneration		
- as auditor	10,000	10,000
Operating lease costs		
- Other	197,863	194,583
Net (profit)/loss on foreign currency translation	<u>(3,249)</u>	<u>1,665</u>

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 5. PARTICULARS OF EMPLOYEES

The average number of staff employed by the company during the financial year amounted to

	2012	2011
	No	No
Manufacturing	52	47
Office and management	22	22
	<u>74</u>	<u>69</u>

The aggregate payroll costs of the above were

	2012	2011
	£	£
Wages and salaries	2,333,449	1,971,285
Social security costs	218,201	192,951
Other pension costs	48,230	51,469
	<u>2,599,880</u>	<u>2,215,705</u>

### 6. DIRECTORS' REMUNERATION

The directors' aggregate remuneration in respect of qualifying services were

	2012	2011
	£	£
Remuneration receivable	469,915	378,563
Value of company pension contributions to money purchase schemes	26,592	25,914
	<u>496,507</u>	<u>404,477</u>

Remuneration of highest paid director:

	2012	2011
	£	£
Total remuneration (excluding pension contributions)	271,336	162,364
Value of company pension contributions to money purchase schemes	12,445	12,260
	<u>283,781</u>	<u>174,624</u>

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

	2012	2011
	No	No
Money purchase schemes	<u>3</u>	<u>3</u>

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 7. TAXATION ON ORDINARY ACTIVITIES

#### (a) Analysis of charge in the year

	2012 £	2011 £
<b>Current tax:</b>		
In respect of the year		
UK Corporation tax based on the results for the year at 24 50% (2011 - 22%)	34,570	3,395
Over/under provision in prior year	-	(33,295)
Total current tax	34,570	(29,900)
<b>Deferred tax:</b>		
Origination and reversal of timing differences (note 12)		
Capital allowances	5,578	(3,910)
Other	-	71,500
Total deferred tax (note 12)	5,578	67,590
Tax on profit on ordinary activities	40,148	37,690

#### (b) Factors affecting current tax charge

The tax assessed on the profit on ordinary activities for the year is higher than the standard rate of corporation tax in the UK of 24 50% (2011 - 22%)

	2012 £	2011 £
Profit on ordinary activities before taxation	179,412	47,064
Profit on ordinary activities by rate of tax	43,956	10,354
Non deductible expenses	704	608
Depreciation add back	7,278	5,557
Capital allowances	(14,494)	(5,239)
Other timing differences	(135)	-
Adjustments to tax charge in respect of previous periods	-	(41,133)
Rounding on tax charge	8	(47)
Sundry tax adjusting items	(2,747)	-
Total current tax (note 7(a))	34,570	(29,900)

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 8 TANGIBLE FIXED ASSETS

	Plant & Machinery £	Fixtures & Fittings £	Motor Vehicles £	Total £
<b>COST</b>				
At 1 January 2012	456,855	277,679	51,405	785,939
Additions	61,037	12,896	—	73,933
Disposals	—	—	(16,642)	(16,642)
<b>At 31 December 2012</b>	<b>517,892</b>	<b>290,575</b>	<b>34,763</b>	<b>843,230</b>
<b>DEPRECIATION</b>				
At 1 January 2012	415,445	233,389	39,823	688,657
Charge for the year	14,741	12,431	2,317	29,489
On disposals	—	—	(14,505)	(14,505)
<b>At 31 December 2012</b>	<b>430,186</b>	<b>245,820</b>	<b>27,635</b>	<b>703,641</b>
<b>NET BOOK VALUE</b>				
<b>At 31 December 2012</b>	<b>87,706</b>	<b>44,755</b>	<b>7,128</b>	<b>139,589</b>
At 31 December 2011	41,410	44,290	11,582	97,282

### 9. STOCKS

	2012 £	2011 £
Raw materials	1,108,019	881,708
Work in progress	353,712	411,464
Finished goods	162,295	176,342
	<b>1,624,026</b>	<b>1,469,514</b>

### 10. DEBTORS

	2012 £	2011 £
Trade debtors	1,752,211	1,954,170
Amounts owed by group undertakings	264,701	286,582
Prepayments and accrued income	170,359	112,538
	<b>2,187,271</b>	<b>2,353,290</b>

### 11. CREDITORS: Amounts falling due within one year

	2012 £	2011 £
Trade creditors	259,764	1,007,076
Amounts owed to group undertakings	273,585	319,647
Corporation tax	34,691	3,395
PAYE and social security	53,928	55,906
VAT	153,403	203,096
Other creditors	17,545	25,766
Accruals and deferred income	241,795	333,056
	<b>1,034,711</b>	<b>1,947,942</b>

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 12 DEFERRED TAXATION

The movement in the deferred taxation provision during the year was

	2012 £	2011 £
Provision brought forward	8,764	(58,826)
Profit and loss account movement arising during the year	5,578	67,590
Provision carried forward	<u>14,342</u>	<u>8,764</u>

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

	2012 £	2011 £
Excess of taxation allowances over depreciation on fixed assets	<u>14,342</u>	<u>8,764</u>
	<u>14,342</u>	<u>8,764</u>

### 13. COMMITMENTS UNDER OPERATING LEASES

At 31 December 2012 the company had annual commitments under non-cancellable operating leases as set out below

	Land and buildings	
	2012 £	2011 £
Operating leases which expire After more than 5 years	<u>255,564</u>	<u>194,600</u>

### 14. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemptions provided by FRS 8 - Related party disclosures not to disclose transactions with related undertakings. The consolidated accounts of the parent company are publicly available from the company's registered office and from the company's website.

### 15. PENSION COSTS

	2012 £	2011 £
Contributions payable by the company for the year	<u>48,230</u>	<u>51,469</u>

### 16. SHARE CAPITAL

Allotted, called up and fully paid:

	2012		2011	
	No	£	No	£
1,200 Ordinary shares of £1 each	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>

### 17. PROFIT AND LOSS ACCOUNT

	2012 £	2011 £
Balance brought forward	7,812,113	7,802,739
Profit for the financial year	139,264	9,374
Balance carried forward	<u>7,951,377</u>	<u>7,812,113</u>

# DEL EQUIPMENT (UK) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2012

### 18. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2012	2011
	£	£
Profit for the financial year	139,264	9,374
Opening shareholders' funds	<u>7,813,313</u>	<u>7,803,939</u>
Closing shareholders' funds	<u>7,952,577</u>	<u>7,813,313</u>

### 19. ULTIMATE PARENT COMPANY

The company's immediate parent company is Bringeven Limited, a company incorporated in England

The ultimate parent company is Cargotec Corporation, a company incorporated in Finland