



Unaudited
Financial statements
Anders + Kern UK
Limited

For the Year Ended 31 March 2011



Company No. 2512047

Company information

Company registration number	2512047
Registered office	Norderstedt House James Carter Road Mildenhall Suffolk IP28 7RQ
Directors	Mr D G Kuziw Mr S J Black Mrs A Coxhead Mrs J Kuziw
Secretary	Mrs J Kuziw
Bankers	Clydesdale Bank plc
Accountants	Grant Thornton UK LLP Chartered Accountants Crown House Crown Street IPSWICH Suffolk IP1 3HS

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Report of the directors

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

Principal activities and business review

The company is principally engaged in the distribution, sale and installation of audio visual presentation products

The directors are pleased to report the continuing trend of an operating profit of £167,399 (2010 - £56,700) and pre-tax profits of £125,571 (2010 - £11,137)

The directors have continued to focus on sales of those products which generate a higher gross margin, resulting in a gross margin this year of 29% (2010 - 25%) The company's cost base and overheads have been reduced which, along with continued reduction in our borrowings, will ensure that the current year continues profitably

Giving consideration to the continued global financial uncertainty which has influenced our customers' purchasing decisions during the financial year reported here, the directors are satisfied that the company's annual results continue to be positive

On 30 April 2010 the director's loan of £95,711 was converted to 95,711 of Ordinary £1 shares, helping to contribute to a stronger balance sheet position The directors are pleased to note the company now has net current assets of £14,001 (2010 - net current liabilities £186,679)

Directors

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

Mr D G Kuziw
Mr S J Black
Mrs A Coxhead
Mrs J Kuziw

Small company provisions

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006

ON BEHALF OF THE BOARD



Mrs A Coxhead
Director

31 May 2011



Chartered accountants' report to the board of directors on the unaudited financial statements of Anders + Kern UK Limited

In accordance with the engagement letter dated 2 May 2006, and in order to assist you to fulfil your duties under the Companies Act 2006, we have prepared for your approval the unaudited financial statements of the company for the year ended 31 March 2011 which comprise the principal accounting policies, profit and loss account, balance sheet and the related notes from the accounting records and information and explanations you have given to us

As a practising member firm of the Institute of Chartered Accountants in England and Wales, we are subject to its ethical and other professional requirements which are detailed at www.icaew.com

This report is made to the Board of Directors, as a body, in accordance with the terms of our engagement letter dated 2 May 2006. Our work has been undertaken solely to prepare for your approval the accounts of Anders + Kern UK Limited and state those matters that we have agreed to state to the Board of Directors, as a body, in this report in accordance with the requirements of the Institute of Chartered Accountants in England and Wales, as detailed at www.icaew.com. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than Anders + Kern UK Limited and its Board of Directors as a body for our work or for this report.

It is your duty to ensure that Anders + Kern UK Limited has kept adequate accounting records and to prepare statutory accounts that give a true and fair view of the assets, liabilities, financial position and profit of the company. You consider that the company is exempt from the statutory audit requirement for the year ended 31 March 2011.

We have not been instructed to carry out an audit of the unaudited financial statements. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us and we do not, therefore, express any opinion on the unaudited financial statements.

Grant Thornton UK LLP

GRANT THORNTON UK LLP
CHARTERED ACCOUNTANTS

IPSWICH

31 May 2011

Principal accounting policies

Basis of accounting

The unaudited financial statements have been prepared under the historical cost convention, modified to include the revaluation of certain fixed assets, and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008)

Turnover

Turnover is the total amount receivable by the company for goods supplied and services provided, excluding VAT and trade discounts

Fixed assets

All fixed assets are initially recorded at cost

Depreciation

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

Freehold Property	- 2% straight line
Leasehold Additions	- Period of lease
Plant & Equipment	- 25% straight line
Office Equipment, Fixtures & Fittings	- 20% straight line
Motor Vehicles	- 25% straight line

An amount equal to the excess of the annual depreciation charge on revalued assets over the notional historical cost depreciation charge on those assets is transferred annually from the revaluation reserve to the profit and loss reserve

Stocks

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

Hire purchase agreements

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value. The capital element of the future payments is treated as a liability and the interest is charged to the profit and loss account on a straight line basis

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 company contributes to various defined contribution pension schemes for certain employees. The annual contributions payable are charged to the profit and loss account.

Deferred taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more tax, with the following exceptions:

Provision is made for tax on gains arising from the revaluation (and similar fair value adjustments) of fixed assets, and gains on disposal of fixed assets that have been rolled over into replacement assets, only to the extent that, at the balance sheet date, there is a binding agreement to dispose of the assets concerned. However, no provision is made where, on the basis of all available evidence at the balance sheet date, it is more likely than not that the taxable gain will be rolled over into replacement assets and charged to tax only where the replacement assets are sold.

Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

Foreign currencies

Monetary assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

Financial instruments

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

Unaudited profit and loss account

	Note	2011 £	2010 £
Turnover	1	3,508,253	3,658,508
Cost of sales		2,480,096	2,731,175
Gross profit		<u>1,028,157</u>	<u>927,333</u>
Other operating charges	2	860,758	870,633
Operating profit	3	<u>167,399</u>	<u>56,700</u>
Interest receivable	6	2	—
Interest payable and similar charges		(41,830)	(45,563)
Profit on ordinary activities before taxation		<u>125,571</u>	<u>11,137</u>
Tax on profit on ordinary activities	7	31,101	7,295
Profit for the financial year	20	<u><u>94,470</u></u>	<u><u>3,842</u></u>

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 accompanying accounting policies and notes form part of these unaudited financial statements.

Unaudited balance sheet

	Note	2011 £	2010 £
Fixed assets			
Tangible assets	8	<u>702,401</u>	<u>799,820</u>
Current assets			
Stocks	9	391,849	417,799
Debtors	10	562,000	800,818
Cash at bank		<u>26,813</u>	<u>249</u>
		<u>980,662</u>	<u>1,218,866</u>
Creditors: amounts falling due within one year	11	<u>966,661</u>	<u>1,405,545</u>
Net current assets/(liabilities)		<u>14,001</u>	<u>(186,679)</u>
Total assets less current liabilities		<u>716,402</u>	<u>613,141</u>
Creditors: amounts falling due after more than one year	12	372,021	457,895
Provisions for liabilities			
Deferred taxation	14	<u>347</u>	<u>1,393</u>
		<u>344,034</u>	<u>153,853</u>
Capital and reserves			
Called-up equity share capital	18	95,858	147
Revaluation reserve	19	267,579	273,272
Other reserves		853	853
Profit and loss account	20	<u>(20,256)</u>	<u>(120,419)</u>
Shareholder's funds		<u>344,034</u>	<u>153,853</u>

The directors are satisfied that the company is entitled to exemption from the provisions of the Companies Act 2006 (the Act) relating to the audit of the unaudited financial statements for the year by virtue of section 477, and that no member or members have requested an audit pursuant to section 476 of the Act

The directors acknowledge their responsibilities for

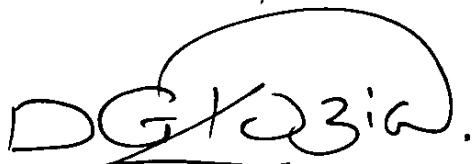
- (i) ensuring that the company keeps adequate accounting records which comply with section 386 of the Act, and
- (ii) preparing unaudited financial statements which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its profit or loss for the financial year in accordance with the requirements of section 393, and which otherwise comply with the requirements of the Act relating to unaudited financial statements, so far as applicable to the company

The Unaudited balance sheet continues on the following page.

The accompanying accounting policies and notes form part of these unaudited financial statements.

These unaudited financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006 and with the Financial Reporting Standard for Smaller Entities (effective April 2008)

These unaudited financial statements were approved by the directors and authorised for issue on 31 May 2011, and are signed on their behalf by

A handwritten signature in black ink, appearing to read 'D G Kuzi' with a large loop over the 'G' and 'K'.

Mr D G Kuzi

A handwritten signature in black ink, appearing to read 'Ann Coxhead' in a cursive style.

Mrs A Coxhead

Company Registration Number 2512047

The accompanying accounting policies and notes form part of these unaudited financial statements.

Notes to the unaudited financial statements

1 Turnover

The turnover and profit before tax are attributable to the principal activity of the company. All turnover arose in the United Kingdom.

2 Other operating charges

	2011	2010
	£	£
Distribution costs	126,696	106,607
Administrative expenses	734,062	764,026
	<u>860,758</u>	<u>870,633</u>

3 Operating profit

Operating profit is stated after charging/(crediting)

	2011	2010
	£	£
Depreciation of owned fixed assets	42,881	47,212
Depreciation of assets held under hire purchase agreements	38,830	43,522
Profit on disposal of fixed assets	(101)	(6,819)
	<u></u>	<u></u>

4 Directors and employees

The aggregate payroll costs of the above were

	2011	2010
	£	£
Wages and salaries	465,197	476,772
Social security costs	59,187	61,582
Other pension costs	18,067	16,424
	<u>542,451</u>	<u>554,778</u>

5 Directors

Remuneration in respect of directors was as follows

	2011	2010
	£	£
Remuneration	233,872	215,701
Value of company pension contributions to money purchase schemes	16,067	15,799
	<u>249,939</u>	<u>231,500</u>

Remuneration of highest paid director

	2011	2010
	£	£
Total remuneration (excluding pension contributions)	93,933	92,163
Value of company pension contributions to money purchase schemes	2,500	6,000
	<u>96,433</u>	<u>98,163</u>

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

	2011	2010
	No	No
Money purchase schemes	<u>4</u>	<u>4</u>

6 Interest receivable

	2011	2010
	£	£
Bank interest receivable	<u>2</u>	<u>-</u>

7 Taxation on ordinary activities

(a) Analysis of charge in the year

	2011	2010
	£	£
Current tax		
In respect of the year		
UK Corporation tax based on the results for the year at 21% (2010 - 21%)	32,147	2,012
Total current tax	<u>32,147</u>	<u>2,012</u>
Deferred tax		
Origination and reversal of timing differences (note 14)		
Capital allowances	(1,046)	5,283
Tax on profit on ordinary activities	<u>31,101</u>	<u>7,295</u>

7 Taxation on ordinary activities (continued)**(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 21% (2010 - 21%)

	2011	2010
	£	£
Profit on ordinary activities before taxation	<u>125,571</u>	<u>11,137</u>
Profit on ordinary activities by rate of tax	26,370	2,339
Expenses not deductible for tax purposes	2,018	2,226
Depreciation for the period in excess of capital allowances	3,665	(2,553)
Adjustments to tax charge in respect of previous periods	50	-
Movement in provisions	44	-
Total current tax (note 7(a))	<u>32,147</u>	<u>2,012</u>

8 Tangible fixed assets

	Freehold & Leasehold Property	Plant & Machinery	Fixtures & Fittings	Motor Vehicles	Other assets	Total
	£	£	£	£	£	£
Cost or valuation						
At 1 Apr 2010	673,513	13,023	361,861	190,362	185,869	1,424,628
Additions	-	663	18,392	4,270	3,993	27,318
Disposals	-	-	(26,538)	(85,952)	-	(112,490)
At 31 Mar 2011	<u>673,513</u>	<u>13,686</u>	<u>353,715</u>	<u>108,680</u>	<u>189,862</u>	<u>1,339,456</u>
Depreciation						
At 1 Apr 2010	49,513	13,023	321,963	85,707	154,602	624,808
Charge for the year	13,000	69	15,057	39,606	13,979	81,711
On disposals	-	-	(18,900)	(50,564)	-	(69,464)
At 31 Mar 2011	<u>62,513</u>	<u>13,092</u>	<u>318,120</u>	<u>74,749</u>	<u>168,581</u>	<u>637,055</u>
Net book value						
At 31 Mar 2011	<u>611,000</u>	<u>594</u>	<u>35,595</u>	<u>33,931</u>	<u>21,281</u>	<u>702,401</u>
At 31 Mar 2010	<u>624,000</u>	<u>-</u>	<u>39,898</u>	<u>104,655</u>	<u>31,267</u>	<u>799,820</u>

Included within the net book value of £702,401 is £30,437 (2010 - £104,655) relating to assets held under hire purchase agreements. The depreciation charged to the unaudited financial statements in the year in respect of such assets amounted to £38,830 (2010 - £43,522).

Freehold land and buildings were revalued on 24 April 2008 by Gordon Ellis MRICS, of Merrifields, Chartered Surveyors. The basis of valuation used was open market value. The surplus was transferred to the revaluation reserve.

8 Tangible fixed assets (continued)

If certain fixed assets had not been revalued, they would have been included on the historical cost basis at the following amounts

	NBV of revalued freehold property £
Cost	365,342
Accumulated depreciation	29,228
Net book amount at 31 Mar 2011	<u>336,114</u>
Net book amount at 31 Mar 2010	<u>343,421</u>

9 Stocks

	2011 £	2010 £
Finished goods	<u>391,849</u>	<u>417,799</u>

10 Debtors

	2011 £	2010 £
Trade debtors	462,000	684,484
Directors loan accounts	5,000	—
Other debtors	95,000	116,334
	<u>562,000</u>	<u>800,818</u>

11 Creditors: amounts falling due within one year

	2011 £	2010 £
Bank loans and overdrafts	379,661	578,357
Trade creditors	397,563	511,461
Corporation tax	32,097	2,012
Other taxation and social security	76,193	117,389
Amounts due under hire purchase agreements	8,167	44,760
Other creditors	72,980	151,566
	<u>966,661</u>	<u>1,405,545</u>

The following liabilities disclosed under creditors falling due within one year are secured by the company

	2011 £	2010 £
Bank loans and overdrafts	379,661	578,357
Amounts due under finance leases and hire purchase contracts	8,167	44,760
	<u>387,828</u>	<u>623,117</u>

In addition Mr D G Kuziw has provided a personal guarantee of £100,000 over a bank loan

12 Creditors: amounts falling due after more than one year

	2011	2010
	£	£
Bank loans and overdrafts	366,299	335,940
Amounts due under hire purchase agreements	5,722	26,244
Other creditors	—	95,711
	<u>372,021</u>	<u>457,895</u>

On 30 April 2010 Other creditors falling due after more than one year of £95,711 was converted to 95,711 of £1 ordinary shares

The following liabilities disclosed under creditors falling due after more than one year are secured by the company

	2011	2010
	£	£
Bank loans and overdrafts	366,299	335,940
Amounts due under finance leases and hire purchase contracts	5,722	40,805
	<u>372,021</u>	<u>376,745</u>

Included within creditors falling due after more than one year is an amount of £282,954 (2010 - £174,929) in respect of liabilities which fall due for payment after more than five years from the balance sheet date

13 Pensions

The company contributes to various defined contribution pension schemes for the benefit of certain employees and directors. The assets of the schemes are administered by trustees in a fund independent from those of the company

At the 31 March 2011 an amount of £408 (2010 - £366) was outstanding relating to pensions

14 Deferred taxation

The movement in the deferred taxation provision during the year was

	2011	2010
	£	£
Provision brought forward	1,393	(3,890)
Profit and loss account movement arising during the year	(1,046)	5,283
Provision carried forward	<u>347</u>	<u>1,393</u>

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

	2011	2010
	£	£
Excess of taxation allowances over depreciation on fixed assets	347	1,393
	<u>347</u>	<u>1,393</u>

15 Leasing commitments

At 31 March 2011 the company had aggregate annual commitments under non-cancellable operating leases as set out below

	2011 £	2010 £
Operating leases which expire		
Within 1 year	5,686	-
Within 2 to 5 years	16,945	9,544
	<u>22,631</u>	<u>9,544</u>

16 Contingent assets/liabilities

The company has provided a counter indemnity as valuable security in connection with the liability for the H M Customs and Excise duty bond

	2011 £	2010 £
H M Customs and Excise bond	<u>20,000</u>	<u>40,000</u>

17 Related party transactions

Mr D Kuziw is the ultimate controlling related party by virtue of his shareholding

At the year end £5,000 was owed by (2010 - £95,711 due to) Mr D Kuziw Interest of £Nil (2010 - £7,656) was charged during the period

18 Share capital

Allotted, called up and fully paid

	2011		2010	
	No	£	No	£
95,858 Ordinary shares of £1 each	<u>95,858</u>	<u>95,858</u>	<u>147</u>	<u>147</u>

19 Revaluation reserve

	2011 £	2010 £
Balance brought forward	273,272	284,658
Transfer to the Profit and Loss Account on realisation	(5,693)	(11,386)
Balance carried forward	<u>267,579</u>	<u>273,272</u>

20 Profit and loss account

	2011	2010
	£	£
Balance brought forward	(120,419)	(135,647)
Profit for the financial year	94,470	3,842
Transfer from revaluation reserve	5,693	11,386
Balance carried forward	<u>(20,256)</u>	<u>(120,419)</u>

21 Capital commitments

The directors have confirmed that there were no capital commitments at 31 March 2011 or 31 March 2010