# DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

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# **COMPANY INFORMATION**

Jens Walter **Directors** 

Barry V White George B Baker

Company secretary

M D Baumber

Registered number

2846291

Registered office

Station Road Swineshead Boston Lincolnshire **PE20 3PS** 

Independent auditor

**BDO LLP** St Hugh's 23 Newport Lincoln LN1 3DN

**Bankers** 

HSBC Bank plc 26 Market Place

Sleaford Lincolnshire NG34 7SB

**Solicitors** 

The Ringrose Law Group St Peter-At-Arches

Silver Street Lincoln LN2 1EA

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012

The directors present their report and the financial statements for the year ended 31 December 2012

#### Principal activities

The principal activity of the company during the year was the retail and wholesale of agricultural machinery

#### **Business review**

The directors are satisfied with the result for the year and consider the financial position at the end of the year to be satisfactory

The company's strategy is to maintain its reputation as a supplier of quality product and for that product to be supported by quality service. The Board are content that the strategy remains deliverable and is being delivered effectively.

#### Principal risks and uncertainties

The company is dependent on retaining the loyalty of both its customers and suppliers For its customers this is addressed by maintaining a constant focus on service levels and technical standards. Supply risk is managed via its long-term strategic relationships with other companies in the Grimme group

The principal risk going forward is the strength of the euro and its effect on the company's ability to maintain competitiveness in the current market place. The key uncertainty going forward is the effect that the global recession will have on the company's customers and, particularly, their decisions regarding capital investment.

#### Key performance indicators

The directors use a number of performance indicators, both financial and non-financial, to assess the success of the business. However, the increase in turnover and the increase in gross margin which are detailed on page 6 are of primary importance in ensuring the successful management of the company. In terms of financial position at the end of the year the company has increased its investment in stock reflecting the increase in trading levels. This is also reflected in the amounts due to and from other group companies.

#### Results and dividends

The profit for the year, after taxation, amounted to £2,942,688 (2011 - £2,227,295)

The directors recommended a dividend of £Nil (2011 £Nil)

#### **Directors**

The directors who served during the year were

Jens Walter Barry V White George B Baker

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012

#### Financial instruments

The company does not actively use financial instruments as part of its financial risk management. It is exposed to the usual credit risk and cash flow risk associated with selling on credit and manages this through credit control procedures.

The ultimate parent company has entered into a hedging agreement whereby Grimme (U K) Limited have to ensure that funds are made available to the ultimate parent company in accordance with an agreed schedule

The nature of this agreement means that they are not subject to significant price risk or liquidity risk

#### **Future developments**

The directors consider that the company's market place will remain fairly static in the near future and opportunities for future expansion will, therefore, be limited. However the directors believe that with its quality product, high level of service and strong management team the company is well placed to take advantage of every opportunity in the current year.

During the year, a new company was formed based in Dublin being Grimme Ireland Equipment Limited, a company 100% owned by Grimme (U K) Limited. This new company acts as a retail outlet in Ireland and sells the same machinery and parts as Grimme (U K) Limited, purchasing where possible from the German manufacturing sister company or Grimme (U K) Limited itself

The directors believe that this venture will increase market share, attract long term sustainable revenue in addition to new business opportunities

#### Provision of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that

- so far as that director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of
  any information needed by the company's auditor in connection with preparing its report and to
  establish that the company's auditor is aware of that information

This report was approved by the board on

3RD JUNE 2013

and signed on its behalf

MD Bounder

M D Baumber Secretary

#### **DIRECTORS' RESPONSIBILITIES STATEMENT**

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 judgments and accounting estimates that are reasonable and prudent,
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements, 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, to disclose with reasonable accuracy at any time the financial position of the company and to 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.

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GRIMME (U.K.) LIMITED

We have audited the financial statements of Grimme (U K) Limited for the year ended 31 December 2012 which comprise the profit and loss account, the 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 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 auditors

As explained more fully in the statement of directors' responsibilities, 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 www frc org uk/auditscopeukprivate

#### 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 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 AUDITOR'S REPORT TO THE MEMBERS OF GRIMME (U.K.) 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

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Jeffery Kirkham (Senior statutory auditor) for and on behalf of BDO LLP, Statutory auditor Lincoln United Kingdom

14 June 2013

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127)

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2012

Note	2012 £	2011 £
1,2	37,777,320	32,629,764
	(29,420,861)	(25,606,947)
	8,356,459	7,022,817
	(4,090,429)	(3,688,148)
3	4,266,030	3,334,669
	6,002	5,449
7	(334,389)	(279,104)
	3,937,643	3,061,014
8	(994,955)	(833,719)
18	2,942,688	2,227,295
	1,2 3 7	Note £  1,2 37,777,320 (29,420,861)

All amounts relate to continuing operations

There were no recognised gains and losses for 2012 or 2011 other than those included in the profit and loss account

The notes on pages 8 to 17 form part of these financial statements

# GRIMME (U.K.) LIMITED REGISTERED NUMBER: 2846291

# BALANCE SHEET AS AT 31 DECEMBER 2012

	Note	£	2012 £	£	2011 £
FIXED ASSETS					
Tangible assets	9		2,113,082		1,426,498
Investments	10		83,577		-
			2,196,659		1,426,498
CURRENT ASSETS					
Stocks	11	11,849,879		10,417,228	
Debtors	12	3,740,262		2,013,830	
Cash at bank		2,578,746		2,782,074	
		18,168,887		15,213,132	
CREDITORS: amounts falling due within one year	13	(7,571,607)		(6,783,900)	
NET CURRENT ASSETS			10,597,280		8,429,232
TOTAL ASSETS LESS CURRENT LIABILIT	TIES		12,793,939		9,855,730
CREDITORS: amounts falling due after more than one year	14		(4,058,400)		(4,016,400)
PROVISIONS FOR LIABILITIES					
Other provisions	16		(138,540)		(185,019)
NET ASSETS			8,596,999		5,654,311
CAPITAL AND RESERVES					
Called up share capital	17		25,000		25,000
Profit and loss account	18		8,571,999		5,629,311
SHAREHOLDERS' FUNDS	19		8,596,999		5,654,311
					=====

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 3  $^{\rm co}$  June 2013

G B Baker

George B Baker Director

The notes on pages 8 to 17 form part of these financial statements

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

#### 1. **ACCOUNTING POLICIES**

#### 1 1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards

The company is itself a subsidiary company and exempt from the requirement to prepare group accounts by virtue of section 400 of the Companies Act 2006. These financial statements therefore present information about the company as an individual undertaking and not about its group

#### 1.2 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied during the year, exclusive of Value Added Tax and trade discounts. Revenue relating to goods is recognised at the point of dispatch. Revenue relating to services is recognised at point of rendering the service

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is not charged on freehold land Depreciation on other tangible fixed assets is provided at rates calculated to write off the cost of those assets, less their estimated residual value, over their expected useful lives on the following

Freehold property

4% Straight line

Plant, machinery and motor

20-50% Straight line

Furniture, fittings and equipment - 10-50% Straight line

#### 14 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Net realisable value is based on estimated selling price allowing for further costs for completion and disposal

#### 15 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation

A net deferred tax asset is recognised only if it can be regarded as 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 assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are not discounted

#### 1.6 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

#### 1. ACCOUNTING POLICIES (continued)

#### 1.7 Cash flow statement

The company, being a subsidiary undertaking where 90% or more of the voting rights are controlled within the group whose consolidated financial statements are publicly available, is exempt from the requirement to draw up a cash flow statement in accordance with FRS 1

#### 1.8 Investments

Investments in subsidiaries are shown at cost less provision for impairment

#### 1.9 Finance leases and hire purchase

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

#### 1.10 Operating leases

Rentals under operating leases are charged to the profit and loss account on a straight line basis over the lease term

#### 1 11 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction

Exchange gains and losses are recognised in the profit and loss account

#### 2. TURNOVER

Turnover is attributable to one class of business

A geographical analysis of turnover is as follows

	2012 £	2011 £
United Kingdom Rest of European Union Rest of world	36,571,401 1,156,749 49,170	31,929,659 663,014 37,091
	37,777,320	32,629,764

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

#### 3. OPERATING PROFIT

The operating profit is stated after charging/(crediting)

		2012 £	2011 £
	Depreciation of tangible fixed assets - owned by the company - held under finance leases	325,599 16,400	289,009 16,400
	Operating lease rentals - other operating leases Difference on foreign exchange Profit on sale of tangible assets	65,167 (406,600) (21,038)	36,890 22,556 (29,973)
4.	AUDITOR'S REMUNERATION		
		2012 £	2011 £
	Fees payable to the company's auditor and its associates for the audit of the company's annual accounts  Fees payable to the company's auditor and its associates in respect of	14,000	13,700
	The auditing of accounts of associates of the company Taxation compliance services All other non-audit services not included above	4,055 1,925 2,311	1,925 1,300
5.	DIRECTORS' REMUNERATION		
		2012 £	2011 £
	Emoluments	203,431	180,651
	Company pension contributions to defined contribution pension schemes	15,700	15,359

During the year retirement benefits were accruing to 2 directors (2011 - 2) in respect of defined contribution pension schemes

The highest paid director received remuneration of £107,243

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £8,155

The company was not required to disclose information with regard to the highest paid director in the prior year. As a consequence, comparative information has not been stated in these financial statements

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

# 6 STAFF COSTS

Staff costs, including directors' remuneration, were as follows

2011 £	2012 £		
1,946,442 229,104 105,661	2,298,069 244,790 88,956	Wages and salaries Social security costs Other pension costs	
2,281,207	2,631,815		
as follows	during the year was as	The average monthly number of employees, including the direct	
2011 No	2012 No.		
3 7 45 8	3 9 48 8	Directors Sales Service and parts Administration	
63	68		
		INTEREST PAYABLE AND SIMILAR CHARGES	7
2011 £	2012 £		
335 2,256 276,513	2,256 332,133	On bank loans and overdrafts On finance leases and hire purchase contracts On loans from group undertakings	
279,104	334,389		
		TAXATION	8
2011 £	2012 £		
		Analysis of tax charge in the year  Current tax (see note below)	
811,652	1,018,721	UK corporation tax charge on profit for the year	
22,067	(23,766)	Deferred tax (see note 15) Origination and reversal of timing differences	
833,719	994,955	Tax on profit on ordinary activities	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

# 8 TAXATION (continued)

#### Factors affecting tax charge for the year

The tax assessed for the year is higher than (2011 - higher than) the standard rate of corporation tax in the UK of 24% (2011 - 26%). The differences are explained below

	2012 £	2011 £
Profit on ordinary activities before tax	3,937,643	3,061,014
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 24% (2011 - 26%)	945,034	795,864
Effects of:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	3,745	7,602
Depreciation in excess of capital allowances	54,434	8,186
Changes in provisions leading to an increase (decrease) in the tax charge	(4,800)	-
Change in tax rates	20,308	-
Current tax charge for the year (see note above)	1,018,721	811,652

# Factors that may affect future tax charges

The provision for deferred tax is calculated based on the tax rates enacted or substantially enacted at the balance sheet date. The Chancellor of the Exchequer has announced that the rate of corporation tax will be reduced by 1 percentage point per year until 2015, when it will remain at 20%. As at the balance sheet date, the rate of 23% has been substantively enacted when Finance Bill 2012 received its final reading in the House of Commons on 3 July 2012.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

# 9 TANGIBLE FIXED ASSETS

	Land and buildings £	Plant, machinery & motor vehicles £	Furniture, fittings and equipment £	Total £
Cost				
At 1 January 2012 Additions Disposals	1,590,420 598,405 -	1,341,067 438,203 (246,938)	469,244 49,628 (145,998)	3,400,731 1,086,236 (392,936)
At 31 December 2012	2,188,825	1,532,332	372,874	4,094,031
Depreciation	<del> </del>			
At 1 January 2012 Charge for the year On disposals	792,585 76,863 -	814,985 224,906 (189,468)	366,663 40,111 (145,696)	1,974,233 341,880 (335,164)
At 31 December 2012	869,448	850,423	261,078	1,980,949
Net book value				
At 31 December 2012	1,319,377	681,909	111,796	2,113,082
At 31 December 2011	797,835	526,082	102,581	1,426,498

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows

	2012	2011
	£	£
Motor vehicles	99,327	38,267

Freehold land is not depreciated The cost relating to freehold land is £253,000

# 10. FIXED ASSET INVESTMENTS

	Investments
	in .
	subsidiary
	companies
	£
Cost or valuation	
At 1 January 2012	-
Additions	83,577
At 31 December 2012	83,577
Net book value	
At 31 December 2012	83,577
	<del></del>
At 31 December 2011	•

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

# 10 FIXED ASSET INVESTMENTS (continued)

# Subsidiary undertakings

The following were subsidiary undertakings of the company

	Name	Class of shares	Holding
	Grimme Ireland Equipment Limited	Ordinary	100%
	On 29th March 2012 a wholly owned subsidiary, Grimme Irela the Republic of Ireland	nd Equipment Limited, was	s incorporated in
11.	STOCKS		
		2012 £	2011 £
	Finished goods	11,849,879	10,417,228
12	DEBTORS		
		2012 £	2011 £
	Trade debtors	2,804,659	1,780,828
	Amounts owed by group undertakings	776,058	64,925
	Other debtors	3,913	2,186
	Prepayments and accrued income	123,304	156,968
	Deferred tax asset (see note 15)	32,328	8,923
		3,740,262	2,013,830
13.	CREDITORS		
	Amounts falling due within one year		
		2012 £	2011 £
	Bank loans and overdrafts	37,500	37,500
	Net obligations under finance leases and hire purchase contract	cts <b>31,000</b>	16,400
	Trade creditors	984,892	946,402
	Amounts owed to group undertakings	4,233,304	4,400,132
	Corporation tax	754,793	446,495
	Social security and other taxes	898,440	439,232
	Other creditors Accruals	606,885	456,880
	ACCIUAIS	24,793 	40,859
		7,571,607	6,783,900

Other creditors include £606,885 (2011 £456,880) received on account of orders for future sales

Obligations under finance leases and hire purchase contracts are secured over the assets concerned

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

9 <i>4</i>	CDEDITORS	

Amounts falling due after more than one year

15.

· · · · · · · · · · · · · · · · · · ·		
	2012 £	2011 £
Net obligations under finance leases and hire purchase contracts Amounts owed to group undertakings	58,400 4,000,000	16,400 4,000,000
	4,058,400	4,016,400
Obligations under finance leases and hire purchase contracts, included	i above, are payable	e as follows
	2012 £	2011 £
Between one and five years	58,400	16,400
Obligations under finance leases and hire purchase contracts are secu	red over the assets	concerned
DEFERRED TAX ASSET		
	2012 £	2011 £
At beginning of year	8,923	30,990
Released during/(charged for) year	23,405	(22,067)
At end of year	32,328	8,923
The deferred tax asset is made up as follows		
	2012 £	2011 £
Anticipated utilisation of fixed asset and short term timing	-	
differences	32,328	8,923

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

#### **PROVISIONS** 16.

	Warranty
	costs
	3
At 1 January 2012	185,019
Additions	159,310
Amounts used	(205,789)
At 31 December 2012	138,540

# Warranty costs

The company offers a warranty guarantee on certain machine sales. The provision is the directors' estimate of the potential liability at the year end in relation to net future cost of repairs work on machines sold under warranty

The provision is expected to reverse over a period of 1 year, being the warranty period although at the discretion of management, warranty periods can be extended further

The directors do not consider the impact of discounting to be material

#### **SHARE CAPITAL** 17

	2012	2011
	£	£
Allotted, called up and fully paid		
25,000 Ordinary shares of £1 each	25,000	25,000

#### 18.

RESERVES	
	Profit and loss account £
At 1 January 2012 Profit for the year	5,629,311 2,942,688
At 31 December 2012	8,571,999
SHAREHOLDERS' FUNDS	

#### 19

Opening shareholders' funds	5,654,311	3,427,016
Profit for the year	2,942,688	2,227,295
Closing shareholders' funds	8,596,999	5,654,311

2012

2011

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

#### 20. CAPITAL COMMITMENTS

·• '

At 31 December 2012 the company had capital commitments as follows

2012 2011 € £ 912,935 581,640

Contracted for but not provided in these financial statements

#### 21. PENSION COSTS

The company operates a defined contribution pension scheme, the assets of which are held separately from those of the company in an independently administered fund

The pension cost charge for the year is shown in note 6 to the accounts

#### 22. OPERATING LEASE COMMITMENTS

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

	Land a	Land and buildings	
	2012	2011	
	£	£	
Expiry date:			
Between 2 and 5 years	38,000	56,000	

#### 23. RELATED PARTY TRANSACTIONS

As this company is ultimately owned by Grimme Holding GmbH and the consolidated accounts are publicly available in Germany, advantage has been taken of the exemption offered by Financial Reporting Standard 8 from the requirement to disclose transactions with other wholly owned group companies

#### 24. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The company is controlled by Grimme International Beteiligangs GmbH

The parent undertakings of the largest and smallest group for which consolidated accounts are prepared is Grimme Holding GmbH and Grimme International Beteiligangs GmbH respectively, both companies incorporated in Germany

Consolidated accounts are available from Grimme Holding GmbH, Hunteburger Str 32, 49401 Damme, Germany

In the opinion of the directors this is the company's ultimate parent company

Grimme Holding GmbH is ultimately controlled by Franz Grimme