SCHULKE AND MAYR UK LIMITED

REPORT OF THE DIRECTORS AND

AUDITED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2011



Smith Craven

Chartered Accountants



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SCHULKE AND MAYR UK LIMITED

COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2011

DIRECTORS:

J-L Charlet

P Leonard A P Scott

SECRETARY:

P Leonard

REGISTERED OFFICE:

Cygnet House 1 Jenkin Road Meadowhall Sheffield

South Yorkshire

S9 1AT

REGISTERED NUMBER:

02987168 (England and Wales)

AUDITORS:

Smith Craven

Chartered Accountants Statutory Auditors Kelham House Kelham Street Doncaster South Yorkshire DN1 3RE

BANKERS:

HSBC

55 Whitefriargate

Hull

HU1 2HX

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2011

The directors present their report with the financial statements of the company for the year ended 31 December 2011

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the distribution of chemical preservatives and disinfectants

REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements

The year ended 31st December 2011 continued the company's upward trend in turnover growth established in 2009 and 2010, although the impact of the adverse global economic climate on operations remains significant

PERFORMANCE SUMMARY

The company further consolidated annual growth in the year ended 31st December 2011 by an increase in turnover of 11 2% to £10 2 million. The increase in the company's levels of activity was founded on a particularly strong performance by the Special Additives division. Gross margins remained under pressure due to increased raw material costs, increases in transportation and commercial price pressures. However, these factors were offset to some degree, by the increase in sales volumes.

FINANCIAL KEY PERFORMANCE INDICATORS

	2011	2010
Turnover	£10,185,379	£9,161,666
Gross Profit	£3,156,250	£3,039,081
Gross Profit Percentage	30.99%	33 17%
Net (Loss) / Profit Before Tax	£(144,434)	£106,742
Net Current Assets	£1,561,140	£1,649,276
Net Assets	£1,580,829	£1,679,043

EMPLOYEE MATTERS

Staff numbers increased during the course of the year due to efforts made to recruit additional staff to cope with the company's increased levels of activity. The company continues to supplement staff competencies in key technical areas through internal skills development and external training courses. The company remains an equal opportunities employer and implements rigorous health and safety management processes.

ENVIRONMENTAL MATTERS

The company is committed to minimising the impact of its activities on the environment and to continually improve its environmental performance

BUSINESS RISKS

The board of directors regularly considers the main risks that the company faces and how to mitigate them. The most significant business risks are summarised as follows

- That the company's strategy and business model does not deliver results
- That worldwide market conditions worsen and there is a further weakening of sterling against foreign currencies
- That economic conditions in the United Kingdom deteriorate and significantly impact on cash flows

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2011

ONGOING STRATEGY AND FUTURE DEVELOPMENTS

The company's ongoing strategy is to concentrate on developing and growing its core trading business whilst at the same time seeking out new markets and opportunities to exploit its people's skills

In view of the effects of the continuing global recession in 2011, the board are satisfied with the company's performance and look forward to improving trading conditions in 2012

DIVIDENDS

No dividends were paid during the year

DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2011 to the date of this report

J-L Charlet

P Leonard

A P Scott

COMPANY'S POLICY ON PAYMENT OF CREDITORS

It has long been the company's policy to pay suppliers promptly and it supports the Government's initiative to encourage and promote this practice

At the year end the company had an average of 15 days purchases outstanding in trade creditors

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors 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 AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2011

AUDITORS

The auditors, Smith Craven, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF QF THE BOARD:

27 March, 2012

P Leonard - Secretary

Date

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SCHULKE AND MAYR UK LIMITED

We have audited the financial statements of Schulke and Mayr UK Limited for the year ended 31 December 2011 on pages seven to sixteen. 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 a Report of the Auditors 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 set out on page three, 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 financial statements 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 December 2011 and of its loss 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SCHULKE AND MAYR UK 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

Kelvin Fitton, BA FCA (Senior Statutory Auditor) for and on behalf of Smith Craven Chartered Accountants
Statutory Auditors
Kelham House
Kelham Street
Doncaster
South Yorkshire
DN1 3RE

Date 27 March 2012

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2011

	Notes	2011 £	2010 £
TURNOVER	2	10,185,379	9,161,666
Cost of sales		7,029,129	6,122,585
GROSS PROFIT		3,156,250	3,039,081
Administrative expenses		3,301,031	2,932,406
OPERATING (LOSS)/PROFIT	4	(144,781)	106,675
Interest receivable and similar income	5	347	67
(LOSS)/PROFIT ON ORDINARY AC BEFORE TAXATION	TIVITIES	(144,434)	106,742
Tax on (loss)/profit on ordinary activities	6	(46,220)	47,637
(LOSS)/PROFIT FOR THE FINANCI	AL YEAR	(98,214)	59,105

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current year or previous year

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the loss for the current year and the profit for the previous year

BALANCE SHEET 31 DECEMBER 2011

	201	1	2010	
Notes	£		· · · · · · · · · · · · · · · · · · ·	£
7		-		_
8		19,689		29,767
		19,689		29,767
9	1,284,102		1,654,499	
10	1,927,945		1,783,749	
	253,629		173,655	
	3,465,676		3,611,903	
11	1,904,536		1,962,627	
		1,561,140		1,649,276
IABILITIE	s	1,580,829		1,679,043
13		100,000		100,000
14		1,480,829		1,579,043
17		1,580,829		1,679,043
	7 8 9 10 11 .IABILITIE	Notes £ 7 8 9 1,284,102 10 1,927,945 253,629 3,465,676 11 1,904,536 ALABILITIES 13 14	7 8 19,689 19,689 19,689 9 1,284,102 10 1,927,945 253,629 3,465,676 11 1,904,536 1,561,140 1,580,829 13 14 100,000 1,480,829	Notes £ £ £ 7 8

The financial statements were approved by the Board of Directors on its behalf by

27, Mul Loi Zand were signed on

P Leonard - Director

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2011

	Notes	2011 £	2010 £
Net cash inflow/(outflow) from operating activities	1	108,165	(252,926)
Returns on investments and servicing of finance	2	347	67
Taxation		(26,814)	(42,229)
Capital expenditure	2	(1,724)	(23,545)
Increase/(Decrease) in cash in th	e period	<u>79,974</u>	(318,633)
Reconciliation of net cash flow to movement in net funds	3		
Increase/(Decrease) in cash in the j	period	79,974	(318,633)
Change in net funds resulting from cash flows		_79,974	(318,633)
Movement in net funds in the per Net funds at 1 January	riod	79,974 173,655	(318,633) 492,288
Net funds at 31 December		253,629	173,655

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2011

1	RECONCILIATION OF OPERATING (LOSS)/PROFIT TO NET CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES					
		2011 £	2010 £			
	Operating (loss)/profit	(144,781)	106,675			
	Depreciation charges	11,802	14,758			
	Decrease/(Increase) in stocks	370,397	(276,024)			
	Increase in debtors	(60,554)	(598,582)			
	(Decrease)/Increase in creditors	(68,699)	500,247			
	Net cash inflow/(outflow) from operating activities	108,165	(252,926)			
2	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT					
		2011	2010			
		£	£			
	Returns on investments and servicing of finance					
	Interest received	<u> 347</u>	<u>67</u>			
	Net cash inflow for returns on investments and servicing of finance	<u>347</u>	<u>67</u>			
	Capital expenditure					
	Purchase of tangible fixed assets	(1,724)	(23,546)			
	Sale of tangible fixed assets	 :	1			
	Net cash outflow for capital expenditure	(1,724)	(23,545)			
3	ANALYSIS OF CHANGES IN NET FUNDS					
	At 1/1/11	Cash flow	At 31/12/11			

Net cash

Total

Cash at bank and in hand

£

79,974

79,974

79,974

£

253,629

253,629

253,629

£

173,655

173,655

173,655

The notes form part of these financial statements

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2011

ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention

Turnover

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Turnover represents net invoiced sales of goods, excluding value added tax

Condwill

Goodwill, being the amount paid in connection with the acquisition of a business in 1995, has been fully amortised having exceeded its estimated useful life of five years

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Improvements to short leasehold property

20% on cost

Plant and machinery

25% on cost

IT equipment

- 33% on cost

Stocks

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

Foreign currencies

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 transaction. Exchange differences are taken into account in arriving at the operating result.

Hire purchase and leasing commitments

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

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate

Deferred taxation

The charge for taxation takes into account taxation deferred as a result of timing differences between the treatment of certain items for taxation and accounting purposes. In general, deferred taxation is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date. However, 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 taxation is measured on a non-discounted basis at the tax rates that are expected to apply in the periods in which the timing differences reverse, based on tax rates and law enacted or substantively enacted at the balance sheet date.

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2011

2	TURNOVER		
	The turnover and loss (2010 - profit) before taxation are attributable to company	the one principal	activity of the
	An analysis of turnover by geographical market is given below		
	The day along	2011 £	2010 £
	United Kingdom Europe	10,121,709 63,670	9,116,522 45,144
		10,185,379	9,161,666
3	STAFF COSTS	2011	2010
		£	£
	Wages and salaries Social security costs	1,466,517 188,605	1,311,234 161,242
	Other pension costs	60,818	72,369
		1,715,940	1,544,845
	The average monthly number of employees during the year was as follows	2011	2010
	Selling and administration	38	33
4	OPERATING (LOSS)/PROFIT		
	The operating loss (2010 - operating profit) is stated after charging		
		2011	2010
	Other operating leases	£ 163,527	£ 134,624
	Depreciation - owned assets	11,802	14,758
	Auditors' remuneration	8,002	5,700
	Auditors' remuneration for non audit work	40,081	35,609
	Directors' remuneration Directors' pension contributions to money purchase schemes	211,225 18,466	234,594 17,526
	The number of directors to whom retirement benefits were accruing was as follows:	lows	
	Money purchase schemes	2	2
	Information regarding the highest paid director is as follows	2011 £	2010 £
	Emoluments etc	122,561	134,935

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NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2011

5	INTEREST RECEIVABLE AND SIMILAR INCOME Deposit account interest	2011 £ 347	2010 £ 67
6	TAXATION		
	Analysis of the tax (credit)/charge The tax (credit)/charge on the loss on ordinary activities for the year was as follows	2011 £	2010 £
	Current tax	L	
	UK corporation tax	(46,220)	37,165
	Adjustment in respect of prior		
	periods		10,472
	Tax on (loss)/profit on ordinary activities	(46,220)	47,637
	Factors affecting the tax (credit)/charge The tax assessed for the year is lower than the standard rate of corporation tax explained below	in the UK The	difference is
		2011	2010
		£	£
	(Loss)/profit on ordinary activities before tax	(144,434)	106,742
	(Loss)/profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 26 500% (2010 - 28%)	(38,275)	29,888
	Effects of		
	Expenses not deductible for tax purposes	10,601	11,616
	Depreciation for the year in excess of capital allowances	1,251	-
	Capital allowances for the year in excess of depreciation	-	(4,339)
	Tax debtor overprovision	(19,797)	10 472
	Adjustment in respect of prior period	_	10,472
	Current tax (credit)/charge	<u>(46,220)</u>	47,637

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NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2011

7	INTANGIBLE FIXED ASSETS				Goodwill
	COST				£
	At 1 January 2011 and 31 December 2011				714,345
	A MODELS A TION				
	AMORTISATION At 1 January 2011				
	and 31 December 2011				714,345
	NET BOOK VALUE At 31 December 2011				
	At 31 December 2010				
8	TANGIBLE FIXED ASSETS				
		Improvements to short			
		leasehold	Plant and	IT	
		property £	machinery £	equipment £	Totals £
	COST	L		2	L
	At 1 January 2011	39,200	22,805	17,006	79,011
	Additions	-		1,724	1,724
	At 31 December 2011	39,200	22,805	18,730	80,735
	DEPRECIATION				
	At 1 January 2011	35,944	11,239	2,061	49,244
	Charge for year	850	5,811	5,141	11,802
	At 31 December 2011	36,794	17,050	7,202	61,046
	NET BOOK VALUE				
	At 31 December 2011	<u>2,406</u>	5,755	11,528	19,689
	At 31 December 2010	3,256	11,566	14,945	29,767
	The property is classed as short leasehold				
9	STOCKS				
-				2011	2010
				£	£
	Finished goods			1,284,102	1,654,499

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2011

10	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2011	2010
		£	£
	Trade debtors	1,717,313	1,622,171
	Other debtors	12,355	33,362
	Due from group undertakings	2,676	19,849
	Tax	47,575	-
	Prepayments	148,026	108,367
		1,927,945	1,783,749
11	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		2011	2010
		£	£
	Trade creditors	288,261	336,636
	Tax	-	25,459
	Social security and other taxes	494,723	365,364
	Other creditors	5,014	-
	Due to group undertakings	891,838	850,537
	Accrued expenses	224,700	384,631
		1,904,536	1,962,627

12 OPERATING LEASE COMMITMENTS

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The following operating lease payments are committed to be paid within one year

			Land and buildings		Other operating leases	
			2011 £	2010 £	2011 £	2010 £
	Expiring Within one yes Between one is In more than it	and five years	83,775	83,775	10,406 94,834 	23,271 51,081
			83,775	83,775	105,240	74,352
13	CALLED UP	SHARE CAPITAL				
	Allotted and a	= = =: = =:				
	Number	Class		Nominal value	2011 £	2010 £
	100,000	Ordinary		£1	100,000	100,000

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2011

14 RESERVES

Profit and loss account £

At 1 January 2011 Deficit for the year 1,579,043 (98,214)

At 31 December 2011

1,480,829

15 ULTIMATE PARENT COMPANY

The directors consider that the ultimate parent company of this company is Air Liquide SA, which is registered in France Its immediate parent company is Schulke & Mayr GmbH, which is registered in Germany

16 RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption under Financial Reporting Standard No 8, being a wholly owned subsidiary, not to disclose transactions with other group companies

The consolidated accounts of the ultimate parent company, Air Liquide SA, can be obtained from 75 Quai D'Orsay, 75321, Paris, Cedex 07, France

17 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2011	2010
	£	£
(Loss)/Profit for the financial year	<u>(98,214</u>)	59,105
Net (reduction)/addition to shareholders' funds	(98,214)	59,105
	` ' '	•
Opening shareholders' funds	1,679,043	1,619,938
Closing shareholders' funds	1,580,829	1,679,043
2100111P 011111 111111111111111111111111		-,075,015