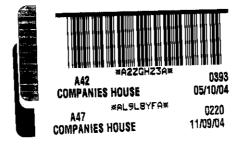
Registered number: 3443420

# **ACTIMAX PLC**

# AMENDED ACCOUNTS

# **DIRECTORS' REPORT AND FINANCIAL STATEMENTS**

FOR THE YEAR ENDED 31 DECEMBER 2003



#### **COMPANY INFORMATION**

**DIRECTORS** R J Massey

Mrs S Massey

B W Fairman (resigned 28/5/03)

S F Burman P D English M J Good

**SECRETARY** 

S F Burman

**COMPANY NUMBER** 

3443420

**REGISTERED OFFICE** 

No. 1 Yardley Business Park

Luckyn Lane Basildon Essex SS14 3GL

**AUDITORS** 

Robertson Milroy Limited

Chartered Accountants & Registered Auditors

Coopers House 65a Wingletye Lane

Hornchurch Essex RM11 3AT

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# DIRECTORS' REPORT For the year ended 31 December 2003

The directors present their report and the financial statements for the year ended 31 December 2003.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial year which 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 those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- · make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- 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 proper accounting records which 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 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### PRINCIPAL ACTIVITIES AND REVIEW OF BUSINESS

The company's principal activity during the year was to provide converged voice and data communications, including computer telephony integration, voice over internet protocol, unified messaging and interactive voice response systems.

The company continues to trade profitably and maintains it's expertise in the various voice over IP technologies. Our website www.actimax.co.uk explains our complete range of services. Our mission is to provide the right solution to improve the business performance of our customers.

Actimax plc acquired Solitaire Communications Limited on 1 July 2003 whose principal activity is the provision of communication systems. The trade of this company was transferred to Actimax plc on the same date and is trading profitably above expectations.

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £155,611 (2002 - £35,191).

The directors do not recommend the payment of a dividend.

# DIRECTORS' REPORT For the year ended 31 December 2003

#### **DIRECTORS**

The directors who served during the year and their beneficial interests in the company's issued share capital were:

	Ordinary shares of £1 each		'A' Ordinary shares of £1 each		'B' Ordinary shares of £0.00001 each	
	31/12/03	<u>1/1/03</u>	<u>31/12/03</u>	<u>1/1/03</u>	<u>31/12/03</u>	<u>1/1/03</u>
R J Massey	299,999	299,999	-	-	-	-
Mrs S Massey	1	1	-	-	-	-
B W Fairman (resigned						
28/5/03)	-	-	-	-	-	-
S F Burman	-	-	-	• -	-	-
P D English	-	-	-	-	-	-
M J Good	-	-	-	-	-	-

#### **COMPANY'S POLICY FOR PAYMENT OF CREDITORS**

The company's policy is to settle terms of payment with suppliers when agreeing terms of each transaction. Trade creditors of the company at 31st December 2003 were equivalent to 88 days purchases, based on average daily amounts invoiced by suppliers.

#### **AUDITORS**

The auditors, Robertson Milroy Limited, will be proposed for reappointment in accordance with section 385 of the Companies Act 1985.

This report was approved by the board on 8 July 2004 and signed on its behalf.

R J Massey Director

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ACTIMAX PLC

We have audited the financial statements of Actimax PLC for the year ended 31 December 2003 set out on pages 5 to 17. These financial statements have been prepared under the historical cost convention and the accounting policies set out on pages 8 to 9.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' Report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

#### **BASIS OF AUDIT OPINION**

We conducted our audit in accordance with United Kingdom Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

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

#### **GOING CONCERN**

In forming our opinion, we have considered the disclosures made in Note 1 concerning the continuing support of the company's bankers and the renewal of the banking facility. The financial statements have been prepared on a going concern basis assuming this support will continue and we consider this matter should be brought to your attention. Our opinion is not qualified in this respect.

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ACTIMAX PLC

#### **OPINION**

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 31 December 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

**Robertson Milroy Limited** 

Robertson My Listed

Chartered Accountants Registered Auditors

Coopers House 65a Wingletye Lane Hornchurch Essex RM11 3AT

8 July 2004

# PROFIT AND LOSS ACCOUNT For the year ended 31 December 2003

	Note	2003 £	2002 £
TURNOVER	1, 2	2,627,721	2,578,671
Cost of sales		(956,571)	(1,232,620)
GROSS PROFIT		1,671,150	1,346,051
Administrative expenses		(1,483,950)	(1,280,989)
OPERATING PROFIT	3	187,200	65,062
Interest receivable		9,266	222
Interest payable	6	(40,855)	(30,093)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		155,611	35,191
TAX ON PROFIT ON ORDINARY ACTIVITIES		-	<u> </u>
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		155,611	35,191
LOSS BROUGHT FORWARD		(1,268,941)	(1,304,132)
LOSS CARRIED FORWARD		£ (1,113,330)	£ (1,268,941)

All amounts relate to continuing operations.

There were no recognised gains and losses for 2003 or 2002 other than those included in the profit and loss account.

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

#### BALANCE SHEET As at 31 December 2003

		2	003	2	002
FIXED ASSETS	Note	£	£	£	£
Intangible fixed assets	7		172,892		_
Tangible fixed assets	8		326,538		192,825
			499,430		192,825
CURRENT ASSETS			`		
Stocks	9	174,793		80,985	
Debtors	10	558,809		646,479	
Cash at bank and in hand		68,046		808,712	
		801,648		1,536,176	
CREDITORS: amounts falling due within one year	11	(1,239,428)	,	(1,171,920)	
NET CURRENT (LIABILITIES)/ASSETS			(437,780)		364,256
TOTAL ASSETS LESS CURRENT LIABIL	ITIES		61,650		557,081
CREDITORS: amounts falling due after more than one year	12		(328,313)		(1,046,022)
NET LIABILITIES			£ (266,663)		£ (488,941)
CAPITAL AND RESERVES					<u></u>
Called up share capital	13		542,309		542,308
Share premium account	14		304,358		237,692
Profit and loss account			(1,113,330)		(1,268,941)
SHAREHOLDERS' FUNDS - All Equity	15		£ (266,663)		£ (488,941)

The financial statements were approved by the board on 8 July 2004 and signed on its behalf.

R J Massey Director

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

# CASH FLOW STATEMENT For the year ended 31 December 2003

	Note	2003 £	2002 £
Net cash flow from operating activities	16	317,391	(17,346)
Returns on investments and servicing of finance	17	(31,590)	(29,871)
Capital expenditure and financial investment	17	(426,334)	(42,520)
CASH OUTFLOW BEFORE FINANCING Financing	17	(140,533) (600,133)	(89,737) 944,846
(DECREASE)/INCREASE IN CASH IN THE YEAR		£ (740,666)	£ 855,109

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT (NOTE 18) For the year ended 31 December 2003

	2003 £	2002 £
(Decrease)/Increase in cash in the year Cash outflow/(inflow) from decrease in debt and lease financing	· (740,666) 546,801	855,109 (944,846)
MOVEMENT IN NET DEBT IN THE YEAR Net debt at 1 January 2003	(193,865) (381,127)	(89,737) (291,390)
NET DEBT AT 31 DECEMBER 2003	£ (574,992)	£ (381,127)

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

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

#### 1. ACCOUNTING POLICIES

# 1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention.

Due to the continued support of the company's bank, the directors believe that it is appropriate to prepare the financial statements on a going concern basis which assumes that the company will continue in operational existence for the foreseeable future. The company's banking facility is due for review in February 2005 and the directors have no reason to believe this facility will not be renewed.

If the company were unable to continue in operational existence, adjustments would have to be made to reduce the balance sheet values of assets to their recoverable amounts and to provide for further liabilities that might arise, and to reclassify fixed assets and long term liabilities as current assets and current liabilities.

#### 1.2 Turnover

Turnover comprises the invoiced value of goods and services supplied by the company, exclusive of Value Added Tax and trade discounts.

#### 1.3 Intangible fixed assets and amortisation

Goodwill is the difference between amounts paid on the acquisition of a business and the fair value of the identifiable assets and liabilities. It is amortised to profit and loss account over its estimated economic life.

#### 1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Leasehold improvements - 33.33% straight line

Motor vehicles - 25% reducing balance

Fixtures and fittings - 15% reducing balance

Office equipment - 20%-33.33% straight line

Computer software & database - 50% straight line

#### 1.5 Leasing 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.

#### 1.6 Operating leases

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged to the profit and loss account on the straight line basis over the lease term.

#### 1.7 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

#### 1.8 Deferred taxation

Provision is made in full for all taxation deferred in respect of timing differences that have originated but not reversed by the balance sheet date, except for gains on disposal of fixed assets which will be rolled over into replacement assets. No provision is made for taxation on permanent differences.

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

#### 1.9 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 ruling on the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

#### 2. TURNOVER

The whole of the turnover is attributable to the principal activity of the company being selling, installing and maintaining communications systems.

All turnover arose within the United Kingdom.

#### 3. OPERATING PROFIT

The operating profit is stated after charging:

2003	2002
£	£
19,210	-
65,242	70,843
33,755	19,840
6,000	6,000
. 17,234	805
1,394	6,357
69,644	62,578
537	-
	£ 19,210 65,242 33,755 6,000 17,234 1,394 69,644

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

4.	STAFF COSTS			
	Staff costs, including directors' remuneration, were as follows:			
		2003 £		2002 £
	Wages and salaries Social security costs Other pension costs	810,709 80,988 160		733,027 64,966 -
	£	891,857	£	797,993
	The average monthly number of employees, including directors, during the	year was as foll	ows	:
		2003		2002
	Sales Administration	16 17		16 17
		33	_	33
5.	DIRECTORS' REMUNERATION			
		2003 £		2002 £
	Emoluments £	218,065	£	121,132
	The highest paid director received remuneration of £76,740 (2002 - £75,02	21).		
6.	INTEREST PAYABLE	•		
		2003 £		2002 £
	On bank loans and overdrafts On other loans On finance leases and hire purchase contracts Other interest payable	7,081 24,233 9,541		7,153 11,951 9,897 1,092
	£	40,855	£	30,093

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

# 7. INTANGIBLE FIXED ASSETS

	Goodwill £
Cost	_
Additions	192,102
At 31 December 2003	192,102
Amortisation	
Charge for the year	19,210
At 31 December 2003	19,210
Net book value	
At 31 December 2003	£ 172,892
At 31 December 2002	£ -

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

8.	TANGIBLE FIXED ASSETS						
		Leasehold improve- ments	Motor vehicles	Fixtures, fittings and office equipment	Computer software and database	Total	
		£	£	£	£	£	
	Cost	~	_	~	~	-	
	At 1 January 2003	61,469	163,683	204,728	53,516	483,39	96
	Additions	-	222,463	61,441	27,043	310,94	
	Disposals	-	(148,970)		•	(148,97	70)
	At 31 December 2003	61,469	237,176	266,169	80,559	645,37	73
	Depreciation						
	At 1 January 2003	49,690	64,766	138,029	38,086	290,57	71
	Charge for the year	5,639	44,478	33,206	15,674	98,99	
	On disposals	-	(70,733)	•	•	(70,73	
	At 31 December 2003	55,329	38,511	171,235	53,760	318,83	35
	Net book value						
	At 31 December 2003	£ 6,140 £	198,665	94,934	£ 26,799	£ 326,53	38
	At 31 December 2002	£ 11,779 £	98,917	66,699	£ 15,430	£ 192,82	25 ==
	The net book value of assets held und as follows:	der finance lea	ses or hire p	urchase cont	racts, include	d above, a	are
				20	103	2002	
					£	£	
	Motor vehicles					- £ 98,91	7
	Word vernoles			===			_
9.	STOCKS			,			
				20	03	2002	
					£	£	
	Finished goods and goods for resale			£ 174	4,793	E 80,98	35

The difference between purchase price or production cost of stocks and their replacement cost is not material.

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

# 10. DEBTORS

DEBTORO		
	2003	2002
	£	£
Due within one year		
Trade debtors	385,122	302,604
Other debtors	5,947	2,097
Prepayments and accrued income	167,740	341,778
	£ 558,809	£ 646,479
	2	

Included within other debtors due within one year is a loan to R J Massey, a director, amounting to £2,863 (2002 - £nil). The maximum amount outstanding during the year was £2,863.

#### 11. CREDITORS:

#### Amounts falling due within one year

	2003	2002
	£	£
Bank loans and overdrafts	10,000	_
Payments received on account	39,190	73,352
Net obligations under finance leases and hire purchase contracts	84,725	43,817
Trade creditors	488,555	517,083
Social security and other taxes	137,541	73,784
Other creditors	` 120,000	197,137
Accruals and deferred income	359,417	266,747
	£ 1,239,428	£ 1,171,920

The company's bank facility is secured by way of a debenture over the non-factored UK book debts of the company together with personal guarantees given by the directors R J Massey and Mrs S Massey.

Included in trade creditors is an amount of £88,652 (2002 - £24,156) due to an invoice discounting company which is secured on the trade debtors of the company.

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

12.

CREDITORS: Amounts falling due after more than one year		
	2003	2002
	£	£
Bank loans	83,333	-
Other loans	133,333	1,020,000
Net obligations under finance leases and hire purchase contracts	111,647	26,022
£	328,313	£ 1,046,022
Included within the above are amounts falling due as follows:		<del>-</del> .
	2003	2002
	£	£
Between two and five years		
Bank loans	40,000	_
Other loans	133,333	1,020,000
Over five years	=	
Bank loans	43,333	-
Creditors include amounts not wholly repayable within 5 years as follows:		
	2003	2002
	£	£
Repayable by instalments £	43,333	£ -

Included in other loans is 10% fixed rate unsecured loan stock of £20,000 and a secured loan of £133,333.

Unless previously redeemed, the unsecured loan stock will be redeemed at par on 16 March 2005.

The secured loan is repayable in full by 2 July 2008 and is secured by way of a debenture over all the assets of the company. Interest is payable at 2.5% above Barclays Bank plc base rate.

The bank loan totalling £93,333 is repayable by instalments and is due to be redeemed by 28 April 2013. Interest is payable at 3% over Barclays Bank plc base rate.

Obligations under finance leases and hire purchase contracts, included above, are payable as follows:

	2003	2002	
	<b>.</b>	£	
Between two and five years	£ 111,647	£ 26,022	

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

13.	SHARE CAPITAL		
		2003	2002
		£	£
	Authorised		
	414,055 Ordinary shares of £1 each	414,055	334,615
	242,308 'A' Ordinary shares of £1 each	242,308	242,308
	200,000 'B' Ordinary shares of £0.00001 each	2	-
		£ `656,365	£ 576,923
	Allotted, called up and fully paid		=
	300,000 Ordinary shares of £1 each	300,000	300,000
	242,308 'A' Ordinary shares of £1 each	242,308	242,308
	138,000 'B' Ordinary shares of £0.00001 each	1	-
		£ 542,309	£ 542,308
			=======================================

During the year, the company increased the authorised share capital by a further 79,440 ordinary £1 shares and 200,000 'B' ordinary £0.00001 shares.

The company issued 79,440 'B' ordinary £0.00001 shares for a total consideration of £66,667 and a further 58,560 'B' ordinary £0.00001 shares at par.

Options have been granted to the 'A' ordinary share holders, to subscribe for 1% of the share capital in issue immediately following the issue of the shares pursuant to the option, for the sum of £2,858. The exercise period of the option ends on 16 March 2005.

#### 14. RESERVES

	Share premium account		£		
	At 1 January 2003		237,692		
	Premium on shares issued during the year		66,666		
	At 31 December 2003	£	304,358		
15.	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS				
			2003		2002
			£		£
	Profit for the year		155,611		35,191
	Shares issued during the year		1		-
	Share premium on shares issued (net of expenses)		66,666		-
		-	222,278	-	35,191
	Opening shareholders' funds		(488,941)		(524,132)
	Closing shareholders' funds	£	(266,663)	£	(488,941)

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

	NET CASH FLOW FROM OPERATING ACTIVITIES		
		2003 £	2002 £
	Operating profit	187,200	65,062
	Amortisation of intangible fixed assets	19,210	-
	Depreciation of tangible fixed assets  Loss/(profit) on disposal of tangible fixed assets	98,997 1,522	90,683 (290)
	(Increase) in stocks	(93,808)	(7,819)
	Decrease/(increase) in debtors Increase/(decrease) in creditors	87,670 16,600	(150,860) (14,122)
	morease/(desirease) in sicalisis		
	NET CASH INFLOW/(OUTFLOW) FROM OPERATIONS	£ 317,391	£ (17,346)
17.	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE	CASH ELOW STAT	EMENT
	ANALISIS OF CASH LOWS FOR HEADINGS NETTED IN THE	2003	2002
		£	£
	RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		
	Interest received	9,266	222
	Interest paid Hire purchase interest	· (31,315) (9,541)	(20,196 <sub>)</sub> (9,897)
	The paronase interest	(0,041)	
	NET CASH OUTFLOW FROM RETURNS ON INVESTMENTS	£ (31,590)	£ (29.871)
	AND SERVICING OF FINANCE	£ (31,590) ————	£ (29,871)
		2003	2002
	CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT	£	£
	Purchase of intangible fixed assets	(192,102)	
	Purchase of tangible fixed assets	(310,947)	(60,420)
÷	Sale of tangible fixed assets	76,715	17,900
	NET CASH OUTFLOW FROM CAPITAL EXPENDITURE	£ (426,334)	£ (42,520)
		2003 £	2002 £
	FINANCING		
	Issue of ordinary shares	66,668	-
	New secured loans Repayment of loans	233,333 (1,006,667)	1,000,000
	repayment or loans		- / /- 1
	Principal payment under finance lease	126,533	(55,154)
	Principal payment under finance lease  NET CASH (OUTFLOW)/INFLOW FROM FINANCING	126,533 ———— £ (580,133)	(55,154) ———— £ 944,846

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2003

# 18. ANALYSIS OF CHANGES IN NET DEBT

	1 January 2003 £	Cash flow `	Other non-cash changes £	31 December 2003 £
Cash at bank and in hand:	808,712	(740,666)	-	68,046
DEBT:				
Finance leases Debts due within one year	(69,839) (100,000)	(126,533) (10,000)	- (20,000)	(196,372) (130,000)
Debts falling due after more than one year	(1,020,000)	803,334	20,000	(216,666)
NET DEBT	£ (381,127)	£ (73,865)	£ -	£ (474,992)

#### 19. OPERATING LEASE COMMITMENTS

At 31 December 2003 the company had annual commitments under non-cancellable operating leases as follows:

	Land and b	uildings	Other		
	2003	2002	2003	2002	
Expiry date:	£	£	£	£	
After more than 5 years	62,500	62,500 =======	-	-	

# 20. CONTROLLING PARTY

The company is controlled by R J Massey, a director.