

### PERMALI GLOUCESTER LIMITED CONTENTS

Company Information	1
Directors' Report	2 to 3
Statement of Directors' Responsibilities	4
Independent Auditor's Report	5 to 6
Profit and Loss Account	7
Balance Sheet	8
Cash Flow Statement	9
Notes to the Financial Statements	10 to 19

#### PERMALI GLOUCESTER LIMITED **COMPANY INFORMATION**

**Directors** 

A J T King N J Baird P D Carter

Company secretary

N J Baird

Registered office

Bristol Road Gloucester GL1 5TT

**Auditors** 

Hazlewoods LLP Windsor House Barnett Way Barnwood Gloucester GL4 3RT

-1-

### PERMALI GLOUCESTER LIMITED DIRECTORS' REPORT FOR THE YEAR ENDED 31 MAY 2013

The directors present their report and the financial statements for the year ended 31 May 2013

#### Principal activity

The principal activity of the company is the design and manufacture of high specification plastic products using thermosetting and thermoplastic materials. The company supplies a wide range of market sectors

#### Directors of the company

The directors who held office during the year were as follows

A J T King

N J Baird

P D Carter

#### **Business review**

#### Fair review of the business

The directors are satisfied with the results for the year and consider the financial position of the company at the year end to be a firm basis for further development of the business. Turnover increased by over 5% as expected with a corresponding reduction in gross margin as more material intensive products drove the volume growth and one off costs were incurred. We increased our R&D expenditure by 15% and we have achieved key technical advances in the performance and range of our products. Following the development costs already incurred and the resulting advances made, we expect to generate significant sales over the following financial periods. A new significant contract has already been won in the current financial year with a newly developed product.

We expect purchase decisions on a number of key contracts will be taken in the next financial year and therefore we will see an improvement in the order bank

We have reduced our dependency on the defence market but still consider this sector to be our most important and we are bidding for large defence contracts both in the UK and overseas. However new markets have shown higher growth in the last financial year and we expect this trend to continue.

#### Principal risks and uncertainties

The company's cash position means the business is not exposed to significant risks from interest rates and liquidity. Most trade debtors are covered by insurance and risk is mitigated with tight credit control. Exposures to foreign exchange rates are managed and limited using financial instruments or they are naturally hedged with purchases and revenues in either Euro or US dollars.

The directors do not believe there are additional key performance indicators that assist in the understanding of the business

In accordance with the Financial Reporting Council's 'Going Concern and Liquidity Risk. Guidance for Directors of UK Companies 2009' the directors of all companies are now required to provide disclosures regarding the adoption of the going concern basis of accounting

The company has considerable financial resources available and has continued to trade profitably. The directors have prepared forecasts for the next 12 months that indicate these trends will continue. The directors therefore have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future and have continued to adopt the going concern basis in preparing the financial statements.

#### Disclosure of information to the auditors

Each director has taken the steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditors are unaware of

#### Reappointment of auditors

The auditors Hazlewoods LLP are deemed to be reappointed under section 487(2) of the Companies Act 2006

#### **PERMALI GLOUCESTER LIMITED DIRECTORS' REPORT** FOR THE YEAR ENDED 31 MAY 2013

#### Medium sized company provisions

This report has been prepared in accordance with the special provisions relating to medium-sized companies within Part 15 of the Companies Act 2006

Approved by the Board on 18/10/13 and signed on its behalf by

N J Baird Director

### PERMALI GLOUCESTER LIMITED STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- · select suitable accounting policies and apply them consistently,
- · make judgements and accounting estimates that are reasonable and prudent, 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 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.

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PERMALI GLOUCESTER LIMITED

We have audited the financial statements of Permali Gloucester Limited for the year ended 31 May 2013, set out on pages 7 to 19. 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 auditor

As explained more fully in the Statement of Directors' Responsibilities (set out on page 4), the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

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 Directors' Report 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 the 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 May 2013 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 PERMALI GLOUCESTER 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

David Williams (Senior Statutory Auditor)
For and on behalf of Hazlewoods LLP, Statutory Auditors

Windsor House Barnett Way Barnwood Gloucester GL4 3RT

Date 18/10/2013

## PERMALI GLOUCESTER LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MAY 2013

	Note	2013 £	2012 £
Turnover	2	9,807,810	9,288,851
Cost of sales		(7,456,920)	(6,676,190)
Gross profit	•	2,350,890	2,612,661
Distribution costs		(137,348)	(176,264)
Administrative expenses		(2,239,533)	(2,313,391)
Other operating income		110,580	143,420
Operating profit	3	84,589	266,426
Other interest receivable and similar income	6	20,592	23,642
Profit on ordinary activities before taxation		105,181	290,068
Tax on profit on ordinary activities	7 .	51,519	99,943
Profit for the financial year	16	156,700	390,011

Turnover and operating profit derive wholly from continuing operations

The company has no recognised gains or losses for the year other than the results above

#### PERMALI GLOUCESTER LIMITED (REGISTRATION NUMBER 3546214) BALANCE SHEET AS AT 31 MAY 2013

	·		
	2013 £	Note	
			Fixed assets
0) (516,200)	(503,200)	8	Intangible fixed assets
2,213,968	2,135,960	9 _	Tangible fixed assets
1,697,768	1,632,760	_	
			Current assets
1,862,209	2,459,494	10	Stocks
2,569,697	3,200,640	11	Debtors
2,378,393	1,575,216		Cash at bank and in hand
6,810,299	7,235,350	-	
0) (1,834,161)	(2,225,760)	12	Creditors Amounts falling due within one year
90 4,976,138	5,009,590		Net current assets
6,673,906	6,642,350	•	Total assets less current liabilities
0) (253,238)	(270,760)	13	Provisions for liabilities
6,420,668	6,371,590	•	Net assets
			Capital and reserves
22 222,222	222,222	14	Called up share capital
78 17,778	17,778	16	Capital redemption reserve
6,180,668	6,131,590	16	Profit and loss account
6,420,668	6,371,590	17	Shareholders' funds
		•	Profit and loss account

Approved by the Board and authorised for issue on 1810/13 and signed on its behalf by

AJT King Director

## PERMALI GLOUCESTER LIMITED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MAY 2013

Reconciliation of operating profit to net cash flow from operating activities         84,589         266,226           Operating profit         84,589         266,426           Depreciation of tangible assets         246,366         227,557           Amortisation of negative goodwill         (13,000)         (13,000)           Profit on disposal of fixed assets         (17,500)         -           (Increase)/decrease in stocks         (597,285)         540,509           Increase in debtors         (671,333)         (78,000)           Increase in debtors         (671,333)         (78,000)           Increase in provisions         (5,000)         -           Net cash (outflow)/inflow from operating activities         (581,564)         79,504           Returns on investments and servicing of finance Interest received         114,431         -           Taxation received         114,431         -           Capital expenditure and financial investment         (583,589)         (239,639)           Purchase of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         (803,177)	Cash flow statement			
Reconciliation of operating profit to net cash flow from operating activities   S4,589   266,426   Depreciation of tangible assets   246,366   227,557   Amortisation of negative goodwil   (13,000)   (13,000)   Profit on disposal of fixed assets   (17,500)   - (Increase)/decrease in stocks   (597,285)   540,509   Increase in debtors   (671,333)   (748,019)   Increase in debtors   (671,333)   (748,019)   Increase in provisions   (5,000)   - (5,000)   - (5,000)   - (7,00		Note		
Prom operating activities   266,426   267,557   266,366   227,557   266,366   227,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,557   266,366   267,567   266,366   267,567   266,366   267,567   266,366   267,567   266,366   267,285   266,369   266,369   266,366   267,567   266,369   266,366   267,567   266,366   267,285   266,369   267,285   266,369   267,285   266,369   267,36	Reconciliation of operating profit to net cash flow	11010	~	-
Operating profit         84,589         266,426           Depreciation of tangible assets         246,366         227,557           Amortisation of negative goodwill         (13,000)         -           Profit on disposal of fixed assets         (17,500)         -           (Increase)/decrease in stocks         (597,285)         540,509           Increase in debtors         (671,333)         (748,019)           Increase in provisions         (5,000)         -           Net cash (outflow)/inflow from operating activities         (581,564)         79,504           Returns on investments and servicing of finance interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Sale of tangible fixed assets         (168,358)         (239,639)           Sale of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         (803,17				
Amortusation of negative goodwill Profit on disposal of fixed assets (Inf. 500) Profit on disposal of fixed assets (Increase)/decrease in stocks (S97.285) S40.509 Increase in debtors (S671.333) Increase in debtors (S671.333) Increase in debtors (S671.333) Increase in debtors (S671.333) Increase in provisions (S0.000) Decrease in provisions (S0.000) Profit on disposal of fixed assets Increase in debtors Increase in debtors Increase in debtors Increase in debtors Increase in provisions (S0.000) Profit on disposal of fixed in stock in the debtors Increase in debt	· -		84,589	266,426
Profit on disposal of fixed assets	Depreciation of tangible assets		246,366	227,557
(Increase)/decrease in stocks         (597,285)         540,509           Increase in debtors         (671,333)         (748,019)           Increase/(decrease) in creditors         391,599         (193,969)           Decrease in provisions         (5,000)         -           Net cash (outflow)/inflow from operating activities         (581,564)         79,504           Returns on investments and servicing of finance Interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Purchase of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Amortisation of negative goodwill		(13,000)	(13,000)
Increase in debtors   (671,333)   (748,019)     Increase/(decrease) in creditors   391,599   (193,969)     Decrease in provisions   (5,000)   -     Net cash (outflow)/inflow from operating activities   (581,564)   79,504     Returns on investments and servicing of finance     Interest received   20,592   23,642     Taxation received   114,431   -     Capital expenditure and financial investment     Purchase of tangible fixed assets   (168,358)   (239,639)     Sale of tangible fixed assets   (150,858)   (239,639)     Equity dividends paid   (205,778)   (232,889)     Net cash outflow before management of liquid resources and financing   (803,177)   (369,382)     Decrease in cash   20   (803,177)   (369,382)     Decrease in cash   (803,177)   (369,382)     Decrease in cash   (803,177)   (369,382)     Movement in net funds   20   (803,177)   (369,382)     Note   (803,177)   (809,382)     Note   (803,177)   (809,3	Profit on disposal of fixed assets		(17,500)	-
Increase/(decrease) in creditors	(Increase)/decrease in stocks		(597,285)	540,509
Decrease in provisions   (5,000)   - 1	Increase in debtors		(671,333)	(748,019)
Net cash (outflow)/inflow from operating activities         (581,564)         79,504           Returns on investments and servicing of finance Interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Purchase of tangible fixed assets         (168,358)         (239,639)           Sale of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013         2012           E         E           Decrease in cash         (803,177)         (369,382)           Note         E         E           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Increase/(decrease) in creditors		391,599	(193,969)
Returns on investments and servicing of finance Interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Purchase of tangible fixed assets         (150,858)         (239,639)           Sale of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013         2012           Note         £         £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Decrease in provisions		(5,000)	
Interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Purchase of tangible fixed assets         (150,858)         (239,639)           Sale of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013         2012           E         £         £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Net cash (outflow)/inflow from operating activities		(581,564)	79,504
Interest received         20,592         23,642           Taxation received         114,431         -           Capital expenditure and financial investment         (168,358)         (239,639)           Purchase of tangible fixed assets         (150,858)         (239,639)           Sale of tangible fixed assets         (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013         2012           E         £         £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Returns on investments and servicing of finance			
Capital expenditure and financial investment         Purchase of tangible fixed assets       (168,358)       (239,639)         Sale of tangible fixed assets       17,500       -         Equity dividends paid       (205,778)       (232,889)         Net cash outflow before management of liquid resources and financing       (803,177)       (369,382)         Decrease in cash       20       (803,177)       (369,382)         Reconciliation of net cash flow to movement in net funds         Decrease in cash       (803,177)       (369,382)         Movement in net funds       20       (803,177)       (369,382)         Note       £       £         Movement in net funds       20       (803,177)       (369,382)         Net funds at 1 June       20       2,378,393       2,747,775	_		20,592	23,642
Purchase of tangible fixed assets         (168,358)         (239,639)           Sale of tangible fixed assets         17,500         -           (150,858)         (239,639)           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013         2012         £           Decrease in cash         (803,177)         (369,382)         2012         £         £           Decrease in cash         20         (803,177)         (369,382)         2012         £         £           Decrease in cash         20         (803,177)         (369,382)         2012         <	Taxation received		114,431	-
Sale of tangible fixed assets         17,500 (150,858)         -           Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         2013 2012 £         2012 £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Capital expenditure and financial investment			
Equity dividends paid (205,778) (239,639)  Net cash outflow before management of liquid resources and financing (803,177) (369,382)  Decrease in cash 20 (803,177) (369,382)  Reconciliation of net cash flow to movement in net funds  Decrease in cash (803,177) (369,382)  Note £ £  Decrease in cash (803,177) (369,382)  Movement in net funds 20 (803,177) (369,382)  Net funds at 1 June 20 2,378,393 2,747,775	Purchase of tangible fixed assets		(168,358)	(239,639)
Equity dividends paid         (205,778)         (232,889)           Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds           Note         2013 £ £         2012 £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Sale of tangible fixed assets		17,500	
Net cash outflow before management of liquid resources and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds           Decrease in cash         2013         2012         £           E         £         £         £           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775			(150,858)	(239,639)
and financing         (803,177)         (369,382)           Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds         Note         2013 2012 £           Note         £         £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Equity dividends paid		(205,778)	(232,889)
Decrease in cash         20         (803,177)         (369,382)           Reconciliation of net cash flow to movement in net funds           Note         2013 £ £         2012 £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	• • • • • • • • • • • • • • • • • • • •		(803,177)	(369,382)
Reconciliation of net cash flow to movement in net funds           Note         2013 £ £           Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Decrees in each	20		/360 393)
Note         2013 £ £ £           Decrease in cash         (803,177) (369,382)           Movement in net funds         20 (803,177) (369,382)           Net funds at 1 June         20 2,378,393 2,747,775	Decrease in cash	20	(803,177)	(309,302)
Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775	Reconciliation of net cash flow to movement in net funds			
Decrease in cash         (803,177)         (369,382)           Movement in net funds         20         (803,177)         (369,382)           Net funds at 1 June         20         2,378,393         2,747,775			2013	2012
Movement in net funds 20 (803,177) (369,382)  Net funds at 1 June 20 2,378,393 2,747,775		Note	£	£
Movement in net funds 20 (803,177) (369,382)  Net funds at 1 June 20 2,378,393 2,747,775	Decrease in cash		(803 177)	(369 382)
Net funds at 1 June 20 2,378,393 2,747,775	Decidade III Casii		(000,177)	(555,562)
	Movement in net funds	20	(803,177)	(369,382)
Net funds at 31 May 20 1,575,216 2,378,393	Net funds at 1 June	20	2,378,393	2,747,775
	Net funds at 31 May	20	1,575,216	2,378,393

#### 1 Accounting policies

#### Basis of preparation

The financial statements have been prepared under the historical cost convention

#### Turnover

Turnover represents amounts chargeable, net of value added tax, in respect of the sale of goods and services to customers

#### **Negative goodwill**

Acquired negative goodwill is recognised in the profit and loss account in line with the periods over which the non-monetary assets are recovered, whether through depreciation or sale

#### Purchased goodwill

Purchased goodwill is capitalised and is to be written off over a period of five years. This period is considered by the directors to be its useful economic life.

#### Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows.

Long leasehold land and buildings

Over 54 years straight line 10 - 33% straight line

Plant and machinery

No depreciation is charged on freehold land in accordance with FRS 15 "Tangible Fixed Assets"

#### Research and development

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the period during which the company is expected to benefit.

#### Stocks and work in progress

Stock and work in progress are valued at the lower of cost and net realisable value. Cost is represented by direct materials and labour together with attributable amounts of fixed and variable overheads incurred in bringing each product to its present location and condition. Net realisable value is estimated selling price less further costs to completion and disposal.

#### Deferred tax

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19

Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date

#### Foreign currency

Transactions in foreign currencies are recorded at the exchange rate ruling at the date of the transaction Monetary assets and liabilities denominated in foreign currencies are retranslated at the closing rates at the balance sheet date. All exchange differences are included in the profit and loss account

#### Hire purchase and leasing

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

#### **Financial instruments**

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities. Where shares are issued, any component that creates a financial liability of the company is presented as a liability in the balance sheet. The corresponding dividends relating to the liability component are charged as interest expense in the profit and loss account.

#### **Pensions**

The company operates a defined contribution pension scheme. Contributions are recognised in the profit and loss account in the period in which they become payable in accordance with the rules of the scheme.

#### 2 Turnover

An analysis of turnover by geographical location is given below

	2013 £	2012 £
UK	5,089,173	5,182,823
EU	2,276,339	2,317,680
Rest of World	2,442,298	1,788,348
	9,807,810	9,288,851
3 Operating profit		
Operating profit is stated after charging/(crediting)		
	2013 £	2012 £
Depreciation of owned assets	246,366	227,557
Operating leases - land & buildings	15,386	15,386
Operating leases - other assets	16,582	26,738
Auditor's remuneration - Audit fees	9,450	9,450
Auditor's remuneration - Non audit fees	7,250	7,964
Profit on sale of tangible fixed assets	(17,500)	-
Amortisation	(13,000)	(13,000)
Foreign currency (gains)/losses	(35,695)	12,768

5

4	Particulars of employees
	The average number of persons employed by the company (including directors) during the year, analysed by

	2013 No.	2012 No
Production Administration	66 10	66 11
Administration	76	77
The aggregate payroll costs were as follows		
	2013 £	2012 £
Wages and salaries	2,077,724	2,052,848
Social security costs Pension costs	216,399 130,371	211,549 128,857
	2,424,494	2,393,254
Directors' remuneration		
The directors' remuneration for the year was as follows		
	2013 £	2012 £
Remuneration (including benefits in kind)	225,995	229,095
Company contributions paid to money purchase schemes	16,383	16,383
During the year the number of directors who were receiving benefits ar	nd share incentives was as	follows
	2013 No.	2012 No.
Accruing benefits under money purchase pension scheme	2	2
In respect of the highest paid director		
	2013 £	2012 £
Remuneration	114,318	112,834
Company contributions to money purchase pension schemes	9,271	9,271

6	Other interest receivable and similar income		
		2013 £	2012 £
	Bank interest receivable	20,592	23,642
7	Taxation		
	Tax on profit on ordinary activities	2013 £	2012 £
	Current tax Corporation tax credit Adjustments in respect of previous years	(63,392) (10,649)	(23,443) (68,151)
	UK Corporation tax	(74,041)	(91,594)
	Deferred tax Deferred tax charge/(credit) in year Deferred tax adjustment relating to previous years	22,522	(9,926) 1,577
	Total deferred tax	00.500	(0.0.40)
	Total deletted tax	22,522	(8,349)
	Total tax on profit on ordinary activities	(51,519)	(8,349)
		-	
	Total tax on profit on ordinary activities	(51,519)	(99,943)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low	(51,519)	(99,943)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)	(51,519)	(99,943)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)	(51,519) ver than) the standard ra	(99,943) te of corporation
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below	(51,519) ver than) the standard ra 2013 £	(99,943) te of corporation 2012 £
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses	(51,519)  ver than) the standard ra  2013 £  105,181	(99,943) te of corporation 2012 £ 290,068
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate	(51,519)  ver than) the standard ra  2013 £  105,181  21,036	(99,943) te of corporation 2012 £ 290,068 58,014
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses  Capital allowances in excess of depreciation and other fixed asset	(51,519)  ver than) the standard ra  2013 £  105,181  21,036	(99,943)  te of corporation  2012 £ 290,068  58,014  869 (19,726)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses  Capital allowances in excess of depreciation and other fixed asset differences	(51,519)  ver than) the standard rate  2013 £ 105,181  21,036  315 5,325 (2,600) (10,649)	(99,943)  te of corporation  2012 £ 290,068  58,014  869 (19,726) - (68,151)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses  Capital allowances in excess of depreciation and other fixed asset differences  Income not taxable for tax purposes  Adjustments to previous periods  Movements in provision	(51,519)  ver than) the standard rate  2013 £ 105,181  21,036  315 5,325 (2,600) (10,649) (24,356)	(99,943)  te of corporation  2012 £ 290,068  58,014  869 (19,726) - (68,151) (2,600)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses  Capital allowances in excess of depreciation and other fixed asset differences  Income not taxable for tax purposes  Adjustments to previous periods  Movements in provision  Research and development deduction	(51,519)  ver than) the standard ra  2013 £ 105,181  21,036  315 5,325 (2,600) (10,649) (24,356) (62,034)	(99,943)  te of corporation  2012 £ 290,068  58,014  869 (19,726) - (68,151)
	Total tax on profit on ordinary activities  Factors affecting current tax charge for the year  Tax on profit on ordinary activities for the year is lower than (2012 - low tax in the UK of 20% (2012 - 20%)  The differences are reconciled below  Profit on ordinary activities before taxation  Corporation tax at standard rate  Non deductible expenses  Capital allowances in excess of depreciation and other fixed asset differences  Income not taxable for tax purposes  Adjustments to previous periods  Movements in provision	(51,519)  ver than) the standard rate  2013 £ 105,181  21,036  315 5,325 (2,600) (10,649) (24,356)	(99,943)  te of corporation  2012 £ 290,068  58,014  869 (19,726) - (68,151) (2,600)

8	Intangible fixed assets				
			Negative goodwill £	Purchased goodwill £	Total £
	Cost At 1 June 2012		(1,901,199)	464,028	(1,437,171)
	At 31 May 2013		(1,901,199)	464,028	(1,437,171)
	Amortisation At 1 June 2012 Charge for the year		(1,384,999) (13,000)	464,028	(920,971) (13,000)
	At 31 May 2013		(1,397,999)	464,028	(933,971)
	Net book value				
	At 31 May 2013	,	(503,200)	<u>-</u>	(503,200)
	At 31 May 2012	•	(516,200)	-	(516,200)
9	Tangible fixed assets				
		Freehold land and buildings £	Long leasehold land and buildings £	Plant and machinery £	Total £
	Cost or valuation At 1 June 2012 Additions Disposals	and buildings	leasehold land and buildings	machinery	
	At 1 June 2012 Additions	and buildings £	leasehold land and buildings £	3,096,433 115,980	4,490,393 168,358
	At 1 June 2012 Additions Disposals	and buildings £ 18,210 - -	leasehold land and buildings £ 1,375,750 52,378	3,096,433 115,980 (100,000)	4,490,393 168,358 (100,000)
	At 1 June 2012 Additions Disposals At 31 May 2013  Depreciation At 1 June 2012 Charge for the year	and buildings £ 18,210 - -	leasehold land and buildings £ 1,375,750 52,378 1,428,128	3,096,433 115,980 (100,000) 3,112,413 1,870,587 211,952	4,490,393 168,358 (100,000) 4,558,751 2,276,425 246,366
	At 1 June 2012 Additions Disposals At 31 May 2013  Depreciation At 1 June 2012 Charge for the year Eliminated on disposals	and buildings £ 18,210 - -	leasehold land and buildings £  1,375,750 52,378	3,096,433 115,980 (100,000) 3,112,413 1,870,587 211,952 (100,000)	4,490,393 168,358 (100,000) 4,558,751 2,276,425 246,366 (100,000)
	At 1 June 2012 Additions Disposals At 31 May 2013  Depreciation At 1 June 2012 Charge for the year Eliminated on disposals At 31 May 2013	and buildings £ 18,210 - -	leasehold land and buildings £  1,375,750 52,378	3,096,433 115,980 (100,000) 3,112,413 1,870,587 211,952 (100,000)	4,490,393 168,358 (100,000) 4,558,751 2,276,425 246,366 (100,000)

10 Stocks and work in progress		
	2013 £	2012 £
Raw materials and consumables	775,035	566,213
Work in progress Finished goods and goods for resale	1,385,924 298,535	1,026,310 269,686
•	2,459,494	1,862,209
11 Debtors		
	2013 £	2012 £
Trade debtors	2,976,015	2,306,884
Other debtors Prepayments and accrued income	66,103 158,522	122,935 139,878
Prepayments and accided income	3,200,640	2,569,697
12 Creditors Amounts failing due within one year		
	2013 £	2012 £
Trade creditors	1,479,413	1,284,312
Other taxes and social security	153,337	65,408
Other creditors	38,789	39,974
Accruals and deferred income	554,221	444,467
	2,225,760	1,834,161

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	Deferred tax liability £	Warranty provision £	Total £
At 1 June 2012	143,238	110,000	253,238
Charged/(credited) to the profit and loss account	22,522	(5,000)	17,522
At 31 May 2013	165,760	105,000	270,760
Analysis of deferred tax			
		2013 £	2012 £
Difference between accumulated depreciation and amortisa	ation and capital		
allowances		193,516	194,251
Other timing differences	-	(27,756)	(51,013)
		165,760	143,238

#### 14 Share capital

#### Allotted, called up and fully paid shares

	2013		2012	
	No.	£	No.	£
Ordinary shares of £1 each	150,000	150,000	150,000	150,000
'A' Ordinary shares of £1 each	72,222	72 222	72,222	72,222
	222,222	222,222	222,222	222,222

The rights attaching to the £1 A Ordinary class of shares are as follows

#### Dividend

The shares carry the right to a fixed dividend of 8% of nominal value of the shares which is cumulative should the company be unable to make a distribution legally for any financial year. The dividend will be adjusted to 12% of profit before taxation as shown in the profit and loss account if higher, allocated to each share on a pro-rata basis. The shares also carry the right to a compensatory dividend equal to any benefits paid to the share-holding directors over an index-linked figure of £250,000 per annum.

#### Redemption

There are no fixed redemption terms

#### On winding up

On winding up, shareholders are entitled to the subscription price paid. This is before the right of ordinary shareholders to have the subscription price paid. The shareholders are entitled to any surplus remaining in equal proportion to ordinary shareholders.

#### Voting rights

Each share carries the voting rights of one

#### 15 Dividends

	2013 £	2012 £
Dividends		
Ordinary 'A' fixed	5,778	5,779
Ordinary	200,000	230,000
	205,778	235,779

The directors propose an ordinary dividend of £100,000 (2012 - £200,000) in relation to the financial year ended 31 May 2013. In accordance with FRS 21 no provision was made for the dividends in the financial statements

#### 16 Reserves

		Capital redemption reserve £	Profit and loss account £	Total £
	At 1 June 2012	17,778	6,180,668	6,198,446
	Profit for the year Dividends	- -	156,700 (205,778)	156,700 (205,778)
	At 31 May 2013	17,778	6,131,590	6,149,368
17	Reconciliation of movement in shareholders' funds			
			2013 £	2012 £
	Profit attributable to the members of the company Dividends  Net (reduction)/addition to shareholders' funds		156,700 (205,778) (49,078)	390,011 (235,779) 154,232
	Shareholders' funds at 1 June		6,420,668	6,266,436
	Shareholders' funds at 31 May		6,371,590	6,420,668

#### 18 Pension schemes

#### Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £130,371 (2012 - £128,857)

#### 19 Commitments

#### Capital commitments

The value of forward foreign exchange contracts at the year end amounted to £1,478,074 (2012 - £2,185,228)

#### Operating lease commitments

As at 31 May 2013 the company had annual commitments under non-cancellable operating leases as follows Operating leases which expire

		2013 £	2012 £
Land and buildings			
Over five years	_	15,386	15,386
Other			
Within one year		-	5,371
Within two and five years	_	14,790	6,233
	-	14,790	11,604
Analysis of net funds			
	At 1 June 2012 £	Cash flow £	At 31 May 2013 £
Cash at bank and in hand	2,378,393	(803,177)	1,575,216
Net funds	2,378,393	(803,177)	1,575,216

#### 21 Related party transactions

During the year, payments of £10,392 (2012 £17,320) were made to Mr P D Carter, a director of the company There were no amounts were owing at the year end in relation to these fees. The directors consider the payment of these fees to have been made on arms length terms

#### 22 Control

20

The company is controlled by the directors as listed on page 2