Registered number: 04132272

# IPG PHOTONICS (UK) LIMITED

## **DIRECTORS' REPORT AND FINANCIAL STATEMENTS**

FOR THE YEAR ENDED 31 DECEMBER 2009

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## **COMPANY INFORMATION**

**DIRECTORS** 

T Mammen

C Vishowaty

**COMPANY SECRETARY** 

A Lopresti

**COMPANY NUMBER** 

04132272

REGISTERED OFFICE

22 Buckingham Gate

London SW1E 6LB

**AUDITORS** 

Wellers

Accountants & Statutory Auditors

Stuart House 55 Catherine Place

London SW1E 6DY

**BANKERS** 

Barclays Bank plc Barclays House 8 Alexandra Road Wimbledon London SW19 7LA

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2009

The directors present their report and the financial statements for the year ended 31 December 2009

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of Fibre Optic Technology

#### **BUSINESS REVIEW**

IPG Photonics (U K ) Limited is a 100% subsidiary of IPG Photonics Corporation a U S public company listed on the NASDAQ exchange. The company distributes and sells fiber lasers in the United Kingdom and Ireland manufactured by its affiliates in the U S and Germany. Fiber lasers are a new generation of lasers manufactured using laser diodes to convert an electrical input into an optical output and fiber optic components and glass fibers to create the laser source. Each of these components is spliced together to create a monolithic device with no moving parts. Fiber lasers are more efficient, productive, reliable, robust, and smaller, they deliver a less divergent beam with higher power density than other laser technologies. These lasers are rapidly gaining market share from legacy laser technologies that use gas and crystals to convert electrical energy into an optical output.

In 2009, while fiber laser technology continued to gain market share from legacy laser technologies, worldwide and the company's sales of fiber lasers decreased primarily due to a decrease in the laser market caused by the worldwide economic downturn. Optech Consulting's Fiber Laser Report 2010 estimates that the worldwide materials processing market for laser sources decreased by \$1.4 billion or 45% from \$3.1 billion to \$1.7 billion in 2009. This decrease in the materials processing market was the primary factor that caused the company's sales to decrease by 31%. However, the same report expects the materials processing market to recover to \$2 billion in 2010 and this coupled with the further penetration of fiber lasers into materials processing will, we believe, drive a recovery in the company's and IPG Photonics Group sales.

The lower level of sales resulted in a decrease in gross profit which was only partially offset by a decrease in operating expenses. As a result the loss for the year ended 31st December 2009 increased to £67,751 from a loss of £34,329 for the year ended 31st December 2008. The loss for the current year resulted in a further reduction in shareholder funds which stood at £42,374 as of 31st December 2009 substantially all represented by net current assets which demonstrate that the company has sufficient liquidity to meet its current obligations. In the event that further losses are incurred before a recovery in the market and business IPG Photonics Corporation will provide additional funding to the business. In addition to this we have moved to new premises which cost substantially less and have used some of the savings to hire an additional sales person to increase sales activity.

#### **RESULTS**

The loss for the year, after taxation, amounted to £67,751 (2008 - loss £34,329)

#### **DIRECTORS**

The directors who served during the year were

T Mammen C Vishowaty

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2009

#### 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 then apply them consistently,
- make judgments and estimates that are reasonable and prudent.
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- 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.

#### FINANCIAL INSTRUMENTS

The company's principal financial instruments comprise bank balances, trade debtors and trade creditors. The main purpose of these instruments is to raise funds for the company's operations and to finance the company's operations. Due to the nature of the financial instruments used by the company there is no exposure to risk. The company's approach to managing other risks applicable to the financial instruments concerned is shown below.

In respect of bank balances the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at floating rates of interest

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits

Trade creditors liquidity risk is managed by ensuring sufficient funds are available to meet amounts due

#### **PROVISION OF INFORMATION TO AUDITORS**

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

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

#### **DIRECTORS' REPORT** FOR THE YEAR ENDED 31 DECEMBER 2009

## **AUDITORS**

Under section 487(2) of the Companies Act 2006, Wellers will be deemed to have been reappointed as auditors 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier

This report was approved by the board and signed on its behalf

T Mammen
Director
Date September 24th, 2010

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF I P G PHOTONICS (UK) LIMITED

We have audited the financial statements of I P G Photonics (UK) Limited for the year ended 31 December 2009, set out on pages 6 to 14. 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 Auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As explained more fully in the Statement of directors' responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit 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.

#### **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 2009 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 Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF I P G PHOTONICS (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

Kathleen Parker (Senior statutory auditor)

for and on behalf of

**WELLERS** 

Accountants
Statutory Auditors
Stuart House

55 Catherine Place

London SW1E 6DY

Date 2th September 2010

### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2009

	Note	2009 £	2008 £
TURNOVER	1,2	529,286	769,124
Cost of sales		(388,735)	(505,763)
GROSS PROFIT		140,551	263,361
Administrative expenses		(255,845)	(368,609)
Other operating income	3	34,173	62,153
LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION		(81,121)	(43,095)
Tax on loss on ordinary activities	7	13,370	8,766
LOSS FOR THE FINANCIAL YEAR		(67,751)	(34,329)

All amounts relate to continuing operations

There were no recognised gains and losses for 2009 or 2008 other than those included in the Profit and loss account

The notes on pages 8 to 14 form part of these financial statements

# I P G PHOTONICS (UK) LIMITED REGISTERED NUMBER: 04132272

### BALANCE SHEET AS AT 31 DECEMBER 2009

		200	9	200	8
	Note	£	£	£	£
FIXED ASSETS					
Tangible fixed assets	8		-		64
CURRENT ASSETS					
Stocks	9	32,379		32,037	
Debtors	10	153,802		245,336	
Cash at bank and in hand		36,555		93,100	
		222,736		370,473	
<b>CREDITORS</b> amounts falling due within one year	11	(180,362)		(260,412)	
NET CURRENT ASSETS			42,374		110,061
TOTAL ASSETS LESS CURRENT LIABILITIES		,	42,374	•	110,125
CAPITAL AND RESERVES		•			
Called up share capital	13		100,000		100,000
Other reserves	14		111,940		111,940
Profit and loss account	14		(169,566)		(101,815)
SHAREHOLDERS' FUNDS	15		42,374		110,125

The financial statements were approved and authorised for issue by the board and were signed on its behalf by

T Mammen
Director

Date September 24th, 2010

The notes on pages 8 to 14 form part of these financial statements

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

#### 1 ACCOUNTING POLICIES

#### 1.1 Basis of preparation of financial statements

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

#### 1.2 Cash flow

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

#### 13 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied, exclusive of Value Added Tax and trade discounts

#### 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.

Computer equipment

33% straight line

#### 15 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.

#### 16 Deferred taxation

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

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are not discounted

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

## 1 ACCOUNTING POLICIES (continued)

#### 17 Foreign currencies

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

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

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

#### 2 TURNOVER

The whole of the turnover is attributable to the sale of Fibre Optic Technology

All turnover arose within the United Kingdom

## 3 OTHER OPERATING INCOME

	2009 £	2008 £
Management charges receivable Other income	34,173 - 	62,053 100
	34,173	62,153
LOSS		
The loss is stated after charging/(crediting)		
	2009 £	2008 £
Depreciation of tangible fixed assets	£4	203
Foreign exchange differences	(10,787)	60,837
During the year, no director received any emoluments (2008 - £NIL)		
AUDITORS' REMUNERATION		
	2009 £	2008 £
Fees payable to the company's auditor for the audit of the company's annual accounts	2.000	1,500
	LOSS The loss is stated after charging/(crediting)  Depreciation of tangible fixed assets - owned by the company Foreign exchange differences  During the year, no director received any emoluments (2008 - £NIL)  AUDITORS' REMUNERATION	Management charges receivable Other income  24,173  LOSS  The loss is stated after charging/(crediting)  Depreciation of tangible fixed assets - owned by the company Foreign exchange differences  During the year, no director received any emoluments (2008 - £NIL)  AUDITORS' REMUNERATION  2009 £ Fees payable to the company's auditor for the audit of the

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

6.	STAFF COSTS		
	Staff costs were as follows		
		2009 £	2008 £
	Wages and salaries Social security costs	133,294 15,302	145,497 18,092
		148,596	163,589
	The average monthly number of employees, including the directors, du	nng the year was as	follows
		2009 No	2008 No
	Staff	<u> </u>	5
7	TAXATION		
		2009 £	2008 £
	Analysis of tax credit in the year		
	Current tax (see note below)		
	UK corporation tax charge on loss for the year	•	_
	Deferred tax (see note 12)		
	Effects of accumulated trading losses	(13,370)	(8,766)
	Tax on loss on ordinary activities	(13,370)	(8,766)
		<del></del>	

## Factors affecting tax charge for the year

There were no factors that affected the tax charge for the year which has been calculated on the profits on ordinary activities before tax at the standard rate of corporation tax in the UK of 21% (2008 - 21%)

## Factors that may affect future tax charges

Current tax losses carried forward by the company amount to £205,025 (2008 - £125,462)

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

8	TANGIBLE FIXED ASSETS		
			Computer equipment £
	Cost At 1 January 2009 and 31 December 2009		3,320
	Depreciation		
	At 1 January 2009 Charge for the year		3,256 64
	At 31 December 2009		3,320
	Net book value		
	At 31 December 2009		•
	At 31 December 2008		64
9	STOCKS		
		2009 £	2008 £
	Finished goods and goods for resale	32,379	32,037
10	DEBTORS		
		2009 £	2008 £
	Due after more than one year	r.	L
	Deferred tax asset (see note 12)	47,625	34, 255
	Due within one year		
	Trade debtors	78,563	162,825
	Amounts owed by group undertakings Other debtors	22,661 4,953	37,073 11,183
		153,802	245,336
		<del></del>	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

11	CREDITORS <sup>.</sup> Amounts falling due within one year		
		2009 £	2008 £
	Trade creditors	37,739	51,758
	Amounts owed to group undertakings	88,935	158,987
	Taxation and social security	5,921	23,740
	Accruals and deferred income	37,550	25,772
	Other creditors	(27,333)	(25,617)
	Accruals and deferred income	37,550	25,772
		180,362	260,412
12.	DEFERRED TAX ASSET	2009	2008
	•	£	£
	All a compart or an	34,255	25,489
	At beginning of year Affect of increase in tax losses in the year	13,370	8,766
	At end of year	47,625	34,255
	The deferred tax asset is made up as follows		
		2009	2008
		£	£
	Tax losses carried forward	47,625	34,255
	The deferred tax asset has been provided on the tax los by the company, future profits (and so tax profits) are ex group internal processes	ses carried forward Despite losses pected as a result of current reviev	s generated vs of the IPG
13.	SHARE CAPITAL		
		2009 £	2008 £
	Allotted, called up and fully paid		
	100,000 Ordinary shares of £1 each	100,000	100,000
	100,000 Ofulliary strates of £1 each	100,000	, 55,550

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

14.	RESERVES		
		Other reserves £	Profit and loss account £
	At 1 January 2009 Loss for the year	111,940	(101,815) (67,751)
	At 31 December 2009	111,940	(169,566)
15.	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS		
		2009 £	2008 £
	Opening shareholders' funds Loss for the year	110,125 (67,751)	144,454 (34,329)
	Closing shareholders' funds	42,374	110,125

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

#### 16. RELATED PARTY TRANSACTIONS

The company is a fully owned subsidiary of IPG Photonics Corporation (USA), in addition to related party transactions with the parent company, the company also traded with other fully owned subsidiaries of the parent company, the following companies traded with IPG Photonics (UK) Limited during the year under review

IPG Laser GmbH (Germany) IPG Fibertech S r I (Italy)

During the period sales were made to IPG Photonics Corporation £10,516 (2008 - £27,558), IPG Laser GmbH £75,834 (2008 - £150,558) and IPG Fibertech S r I £1,085 (2008 - £Nil)

Purchases were made from IPG Photonics Corporation £102,238 (2008 - £116,878), IPG Laser GmbH of £271,926 (2008 - £355,001) and IPG Fibertech Srl £7,385 (2008 - £63,497)

Management charges were received from IPG Photonics Corporation £34,173 (2008 - £62,053)

Management charges were paid to an associated company, IP Fibre Devices (UK) Limited, of £71,798 (2008 - £82,692) IP Fibre Devices (UK) Limited is associated by way of similar directors of that of IPG Photonics Corporation

At 31 December 2009, the balances owing by group companies were

IPG Laser GmbH £15,704 (2008 - £19,291) IPG Photonics Corporation £6,957 (2008 - £17,782)

Balances owing to group companies were IPG Laser GmbH £88,935 (2008 - £125,421) IPG Fibertech S r I £Nil (2008 - £33,566)

An amount of £33,381 (2008 - £43,890) was also owing to IP Fibre Devices (UK) Limited

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

The ultimate parent company during the current and previous year was IPG Photonics Corporation, a public listed company in the USA. In the view of the directors, there is no ultimate controlling party for this or the previous year.

The ultimate parent company of the group, IPG Photonics Corporation (USA) prepares consolidated financial statements, which are publically available from the company's website. These financial statements include the results of IPG Photonics (UK) Limited

#### 18. GOING CONCERN

The accounts have been prepared on the going concern basis, on the understanding that the company will continue to receive the support of its parent company