Report and Financial Statements
Year Ended
31 May 2014

Company Number 04209907

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Report and financial statements for the year ended 31 May 2014

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Directors

A Mardapittas

S Clegg

R Macklin

D Taylor

S D Hepplewhite

Secretary and registered office

L Mardapitta, EMS House Unit 2, 4 Cowley Way, Ecclesfield, Sheffield, S35 1QP

Company number

04209907

Auditors

BDO LLP, 1 Bridgewater Place, Water Lane, Leeds, LS11 5RU

Strategic report for the year ended 31 May 2014

The directors present their strategic report together with the audited financial statements for the year ended 31 May 2014.

Business review

Another strong performance in the year which has seen the introduction of an extended product range. Although sales were slightly down on the previous year we have exited the year with a healthy order book and a good mix of projects.

The year saw the first full 12 month sales of our new HV Max product. This has been very well accepted by our customer base and in response we have built an in house team to service the needs of this product. The HV Max has a significantly longer lead time than our other products due to its manufacturing process, the impact of this has been seen in an extension of our revenue recognition cycle.

Working capital has been a focus in the period and we have further enhanced our supply chain through long term supplier agreements.

Operationally we remain responsive as a business and have the correct products and processes to deliver an excellent engineered solution to our customers. We completed a number of upstream vertical integration projects during the year to further enhance our in house capabilities. Both quality standards ISO9001 and ISO14001 accreditations were audited in the year with a glowing report in both instances.

The immediate outlook for the business is to continue to develop customer relationships through the provision of our product portfolio and build on the market sectors where we have been successful. We have seen a shift in customer attitudes from a focus on reducing cost to an emphasis towards expansion projects. In both cases we are confident our products can help our customers achieve their objectives.

Principal risks and uncertainties

The principal challenges facing the company are:

(a) Product development

The further development of our products through continued research and development as well as the design of new products for new markets should enable the company to mitigate the risk.

(b) International operations

-- The challenge is to see development in overseas markets approach the success the company enjoys in the UK. This is being tackled as detailed under future developments.

Future developments

Continued focus from governments for economic and environmental performance to go hand in hand gives added incentive for us to further develop our range of products globally. In 2015 we will be launching a new energy saving technology that fits within the Powerstar family of products. Internationality we will focus on developing our key markets of Europe, Australasia and further expansion in the USA.

On behalf of the board

A Mardapittas Director

10.2.15

Report of the directors for the year ended 31 May 2014

The directors present their report together with the audited financial statements for the year ended 31 May 2014.

Results and dividends

The profit and loss account is set out on page 6 and shows the profit for the year.

Interim dividends of £9,439 per share were paid to ordinary shareholders during the year. The directors do not recommend the payment of a final dividend.

Principal activities

The principal activity of the company is the design, manufacture and sale of energy saving products, in particular voltage optimisation systems (Powerstar).

Future developments

Details of the review of business and likely future developments of the company are included in the strategic report on page 1.

Research and development

The company's research and development activities relate to the introduction of new energy saving products and to the improvement of existing products. Expenditure incurred on research and development during the year, which was charged to the profit and loss account, amounted to £179,617 (2013 - £614,019).

Directors

The directors of the company during the year were:

A Mardapittas

S Clegg

R Macklin

K Barber (resigned 3 February 2014)

D Taylor (appointed 1 November 2013)

S D Hepplewhite (appointed 1 February 2014)

Report of the directors for the year ended 31 May 2014 (continued)

Directors' responsibilities

The directors are responsible for preparing the strategic report, 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 judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditors

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The directors are not aware of any relevant audit information of which the auditors are unaware.

BDO LLP were appointed as auditors during the year and have expressed their willingness to continue in office. A resolution to re-appoint them will be proposed at the annual general meeting.

On behalf of the board

A Mardapittas

Director

10.2.15

Independent auditor's report

To the members of EMSC (UK) Limited

We have audited the financial statements of EMSC (UK) Limited for the year ended 31 May 2014 which comprise the profit and loss account, the balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

As explained more fully in the statement of directors' responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's (FRC's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the FRC's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 May 2014 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 matters prescribed by the Companies Act 2006

In our opinion the information given in the strategic report and directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Independent auditor's report (continued)

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.

Paul Davies (senior statutory auditor)

For and on behalf of BDO LLP, statutory auditor

Leeds

United Kingdom

10 February 2015

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

Profit and loss account for the year ended 31 May 2014

	Note	2014 £	2013 £
Turnover	2	10,982,875	12,364,163
Cost of sales		6,915,906	8,134,782
Gross profit		4,066,969	4,229,381
Administrative expenses		1,695,655	1,728,494
		2,371,314	2,500,887
Other operating income		24,528	17,800
Operating profit	3	2,395,842	2,518,687
Other interest receivable and similar income Interest payable and similar charges	6	21,972 (46,174)	17,271 (31,017)
Profit on ordinary activities before taxation		2,371,640	2,504,941
Taxation on profit on ordinary activities	7	236,675	410,459
Profit on ordinary activities after taxation		2,134,965	2,094,482

All amounts relate to continuing activities.

All recognised gains and losses in the current and prior year are included in the profit and loss account.

Balance sheet at 31 May 2014

Company number 04209907	Note	2014 £	2014 £	2013 £	2013 £
Fixed assets	_				
Intangible assets	9		14,985		23,862
Tangible assets Fixed asset investments	10 11		2,316,101 876		2,342,345 876
rixed asset investments	11				
			2,331,962		2,367,083
Current assets				001.005	
Stocks	12	1,337,365		964,325	
Debtors Cash at bank and in hand	13	7,176,677 1,556,404		4,779,462 2,132,564	
		10,070,446		7,876,351	
Creditors: amounts falling due within one year	14	4,027,588		2,922,196	
Net current assets			6,042,858		4,954,155
Total assets less current liabilities			8,374,820		7,321,238
Creditors: amounts falling due after more than one year	15	1,183,945		1,332,500	
Provisions for liabilities	16	53,803		42,700	
		****	1,237,748		1,375,200
			7,137,072		5,946,038
		•			
Capital and reserves Called up share capital	17		100		100
Profit and loss account	18		7,136,972		5,945,938
Shareholders' funds	19		7,137,072		5,946,038

The financial statements were approved by the board of directors and authorised for issue on 10/2/15

A Mardapittas Director

The notes on pages 8 to 20 form part of these financial statements.

Notes forming part of the financial statements for the year ended 31 May 2014

1 Accounting policies

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

The following principal accounting policies have been applied:

Consolidated financial statements

The financial statements contain information about EMSC (UK) Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company has taken advantage of the exemption conferred by section 400 of the Companies Act 2006 not to produce consolidated financial statements as it is included in EEA group accounts of a larger group.

Cash flow statement

The company has taken advantage of the exemption conferred by Financial Reporting Standard 1 'Cash Flow Statements (Revised 1996)' not to prepare a cash flow statement on the grounds that at least 90% of the voting rights in the company are controlled within the group headed by EMSC Global Limited and the company is included in consolidated financial statements.

Turnover

Turnover represents sales to external customers at invoiced amounts less value added tax or local taxes on sales.

The company recognises revenue when the installation of goods is complete or if no installation when the goods are dispatched.

Amounts invoiced for which the revenue recognition criteria have yet to be satisfied are held within creditors and released to turnover in the period when the above revenue recognition criteria have been met.

Intangible assets

Intangible fixed assets relate to trademarks and patents. The trademark rights are recognised at cost and amortised over ten years on a straight line basis. Patents are recognised when applied for and amortised at 80% per annum on a reducing balance basis.

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all tangible fixed assets, except freehold land, evenly over their expected useful lives. It is calculated at the following rates:

Freehold property Plant and machinery Motor vehicles Fixtures and fittings

Computer equipment

- 2% straight line

25% reducing balance25% reducing balance25% reducing balance

- 33% straight line

Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis, including an addition for production overheads where appropriate. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

1 Accounting policies (continued)

Valuation of investments

Investments held as fixed assets are stated at cost less any provision for impairment.

Foreign currency

Foreign currency transactions are translated into sterling at the rates ruling when they occurred. Foreign currency monetary assets and liabilities are translated at the rates ruling at the balance sheet date. Any differences are taken to the profit and loss account.

Deferred taxation

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date, except that the recognition of deferred tax assets is limited to the extent that the company anticipates making sufficient taxable profits in the future to absorb the reversal of the underlying timing differences.

Deferred tax balances are not discounted.

Leased assets

Where assets are financed by leasing agreements that give rights approximating to ownership (finance leases), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments payable over the term of the lease. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account over the shorter of estimated useful economic life and the period of the lease.

Lease payments are analysed between capital and interest components so that the interest element of the payment is charged to the profit and loss account over the period of the lease and is calculated so that it represents a constant proportion of the balance of capital repayments outstanding. The capital part reduces the amounts payable to the lessor.

All other leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

Research and development

Expenditure on research and development is written off in the year in which it is incurred.

2 7	Turnover		
		2014 £	2013 £
,	Analysis by geographical market:	_	-
F	United Kingdom Rest of European Union Rest of the world	10,515,882 202,496 264,497	11,312,143 515,424 536,596
		10,982,875	12,364,163
-	Turnover is wholly attributable to the principal activity of the company.		
3 (Operating profit		
		2014 £	2013 £
•	This is arrived at after charging/(crediting):	•	•
	Research and development - current year's expenditure Depreciation of tangible fixed assets Amortisation of other intangible fixed assets Loss on disposal of tangible fixed assets Hire of plant and machinery - operating leases Fees payable to the company's auditor for the auditing of the company's annual accounts Exchange differences	179,617 94,450 12,602 1,309 78,203 23,000 (128)	94,268 12,035 36,595 54,227 23,000
4	Employees		
;	Staff costs (including directors) consist of:		
		2014 £	2013 £
	Wages and salaries Social security costs	2,297,507 256,319	2,435,714 259,434
		2,553,826	2,695,148

4	Employees (continued)		
	The average number of employees (including directors) during the year was a	s follows:	
		2014 Number	2013 Number
	Production Sales and distibution Administration	36 22 11	36 27 12
		69	75
5	Directors' remuneration		
		2014 £	2013 £
	Directors' emoluments	332,806	257,081
	The total amount payable to the highest paid director in respect of emolu £102,298).	ments was £94,	250 (2013 -
6	Interest payable and similar charges		
		2014 £	2013 £
	Bank loans and overdrafts Finance leases and hire purchase contracts Other interest payable	43,764 2,410 -	26,638 - 4,379
		46,174	31,017

Taxation on profit on ordinary activities		
	2014 £	2013 £
UK Corporation tax		
Current tax on profits of the year	225,574	409,488
Adjustment in respect of previous periods	(2)	(17,854)
Total current tax	225,572	391,634
Deferred tax		
Origination and reversal of timing differences	16,673	16,814
Adjustment in respect of previous periods	•	3,750
Effect of tax rate change on opening balance	(5,570)	(1,739)
Movement in deferred tax provision	11,103	18,825
Taxation on profit on ordinary activities	236,675	410,459
		-
The tax assessed for the year is lower than the standard rate of corporation before tax. The differences are explained below:	on tax in the UK app	lied to profit
	2014	2013
before tax. The differences are explained below: Profit on ordinary activities before tax	2014 £ 2,371,640	2013 £
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%)	2014 £ 2,371,640	2013 £
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk	2014 £ 2,371,640	2013 £ 2,504,941 596,927
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%) Effect of: Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation	2014 £ 2,371,640 537,651 45,798 (15,721)	2013 £ 2,504,941 596,927 56,692 (16,814)
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%) Effect of: Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustment to tax charge in respect of previous periods	2014 £ 2,371,640 537,651 45,798 (15,721) (2)	2013 £ 2,504,941 596,927 56,692 (16,814)
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%) Effect of: Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustment to tax charge in respect of previous periods Group relief surrendered for nil payment	2014 £ 2,371,640 537,651 45,798 (15,721) (2) (59,301)	2013 £ 2,504,941 596,927 56,692 (16,814)
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%) Effect of: Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustment to tax charge in respect of previous periods Group relief surrendered for nil payment Patent box deduction	2014 £ 2,371,640 537,651 45,798 (15,721) (2) (59,301) (177,419)	2013 £ 2,504,941 596,927 56,692 (16,814) (17,854)
Profit on ordinary activities before tax Profit on ordinary activities at the standard rate of corporation tax in the Uk of 22.67% (2013 - 23.83%) Effect of: Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustment to tax charge in respect of previous periods Group relief surrendered for nil payment	2014 £ 2,371,640 537,651 45,798 (15,721) (2) (59,301)	2013 £ 2,504,941 596,927

8	Dividends			
			2014 £	2013 £
	Ordinary shares Interim paid of £9,439 (2013 - £845) per share		943,931	84,500
9	Intangible fixed assets			
		Patents £	Trademarks £	Total £
	Cost		_	
	At 1 June 2013	63,507	7,095	70,602 3,725
	Additions	3,725		3,725
	At 31 May 2014	67,232	7,095	74,327
	Amortisation			
	At 1 June 2013	44,116	2,624	46,740
	Provided for the year	11,893	709	12,602
	At 31 May 2014	56,009	3,333	59,342
	Net book value			
	At 31 May 2014	11,223	3,762	14,985
	At 31 May 2013	19,391	4,471	23,862

10	Tangible fixed assets				
		Freehold land and buildings £	Plant and machinery £	Motor vehicles £	Total £
	Cost At 1 June 2013	2,118,880	354,020	130,280	2,603,180
	Additions	12,018	33,864	27,889	73,771
	Disposals	-	(13,929)	(32,612)	(46,541)
	At 31 May 2014	2,130,898	373,955	125,557	2,630,410
	Depreciation				
	At 1 June 2013	9,382	166,872	84,581	260,835
	Provided for the year	21,062	60,176	13,212	94,450
	Disposals		(13,375)	(27,601) ———	(40,976)
	At 31 May 2014	30,444	213,673	70,192	314,309
	Net book value				
	At 31 May 2014	2,100,454	160,282	55,365	2,316,101
	At 31 May 2013	2,109,498	187,148	45,699	2,342,345
	The net book value of, and depreciat under finance leases and hire purcha			assets includes	assets held
				2014 £	2013 £
	Net book value Motor vehicles			18,304	
	Depreciation charged			0.746	
	Motor vehicles			2,716	-

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

11 Fixed asset investments

	Group undertakings £
Cost or valuation At 1 June 2013 and 31 May 2014	876

Subsidiary undertakings, associated undertakings and other investments

The principal undertakings in which the company's interest at the year end is 20% or more are as follows:

		Country of incorporation or registration	Class of share capital held	Proportion of share capital held		f business
	EMSC (Cyprus) Limited	Cyprus	Ordinary	100%	Sale of el managen equipmen	nent
	EMSC (Australia) Pty Ltd	Australia	Ordinary	100%	Sale of e	nergy
12	Stocks					
					2014 £	2013 £
	Work in progress Finished goods and goods for resale				3,217 4,148	479,933 484,392
				1,33	7,365	964,325

There is no material difference between the replacement cost of stocks and the amounts stated above.

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

Debtors	13
Amounts receivable within one year	
Trade debtors	
Amounts owed by group undertakings	
Prepayments and accrued income	
Amounts receivable after more than one year	
Other debtors	
Total debtors	
Craditare, amounts falling due within and year	14
Creditors: amounts failing due within one year	14
Bank loans and overdrafts (secured)	
Trade creditors	
Corporation tax	
Other taxation and social security	
Accruals and deferred income	
	Amounts receivable within one year Trade debtors Amounts owed by group undertakings Directors' loan accounts Other debtors Prepayments and accrued income Amounts receivable after more than one year Other debtors Total debtors Creditors: amounts falling due within one year Bank loans and overdrafts (secured) Trade creditors Corporation tax

Obligations under finance lease and hire purchase contracts are secured on the assets to which they relate.

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

15	Creditors: amounts falling due after more	than one year			
				2014 £	2013 £
	Bank loans (secured) Obligations under finance lease and hire pur	chase contracts		1,172,500 11,445	1,332,500
				1,183,945	1,332,500
	Maturity of debt:				
		Loans and overdrafts 2014	Loans and overdrafts 2013	Finance leases 2014 £	Finance leases 2013 £
	In one year or less, or on demand	160,000	115,000	6,869	-
	In more than one year but not more than two years In more than two years but not more than	160,000	160,000	11,445	-
	five years In more than five years	505,000 507,500	480,000 692,500	•	-
		1,172,500	1,332,500	11,445	-

The bank loans comprise:

- Loan of £1,050,0000 repayable by 30 July 2022. This loan bears interest at LIBOR plus 2.5%. At 31 May 2014 the amount outstanding on this loan was £927,500 (2013 £997,500).
- Loan of £450,000 repayable by 24 November 2018. This loan bears interest at LIBOR plus 2.75%. At 31 May 2014 the amount outstanding on this loan was £405,000 (2013 £450,000).

The bank loans are secured with a first legal charge over the company's property nad debentures held over all the assets of the company.

16	Provisions for liabilities		
			Deferred taxation £
	At 1 June 2013 Charged to profit and loss account		42,700 11,103
	At 31 May 2014		53,803
	Deferred taxation		
		2014 £	2013 £
	Accelerated capital allowances	53,803	42,700
	The deferred tax balances have been reduced in line with the tax rate change based on tax rates and laws substantively enacted at the balance sheet date.	to 20% fo	r future years
17	Share capital		
		2014 £	2013 £
	Allotted, called up and fully paid		
	100 Ordinary shares of £1 each	100	100
18	Reserves		
			Profit and loss account £
	At 1 June 2013 Profit for the year Dividends		5,945,938 2,134,965 (943,931)
	At 31 May 2014		7,136,972

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

19	Reconciliation of movements in shareholders' funds		
		2014 £	2013 £
	Profit for the year Dividends	2,134,965 (943,931)	2,094,482 (84,500)
	Net additions to shareholders' funds	1,191,034	2,009,982
	Opening shareholders' funds	5,946,038	3,936,056
	Closing shareholders' funds	7,137,072	5,946,038

20 Commitments under operating leases

The company had annual commitments under non-cancellable operating leases as set out below:

	Other 2014 £	Other 2013 £
Operating leases which expire:	_	_
Within one year In two to five years	11,237 61,000	10,304 32,696
	72,237	43,000

21 Related party disclosures

The company is a wholly owned subsidiary of EMSC Global Limited and has taken advantage of the exemption conferred by Financial Reporting Standard 8 'Related party disclosures' not to disclose transactions with EMSC Global Limited or other wholly owned subsidiaries within the group.

Related party transactions and balances

	Sales to related party £	Purchases from related parties £	Amounts owed by related parties £
2014 VO4 Home Limited	12,876	43,774	749,862
2013 VO4 Home Limited	48,309	12,624	698,018

VO4 Home Limited is a company controlled by A Mardapittas.

Notes forming part of the financial statements for the year ended 31 May 2014 (continued)

21 Related party disclosures (continued)

Loans and transactions concerning directors and officers of the company

	Amounts owed by directors £	Maximum amounts owed by directors
2014 A Mardapittas A Mardapittas and L Mardapitta	567,849 526,717	567,849 526,717
2013		·
A Mardapittas A Mardapittas and L Mardapitta	494,717 500,000	494,717 500,000

22 Ultimate parent company and parent undertaking of larger group

The company is a subsidiary of EMSC Global Limited which is the ultimate parent company incorporated in England and Wales.

The largest and smallest group in which the results of the company are consolidated is that headed by EMSC Global Limited, incorporated in England and Wales. The consolidated accounts of this company are available to the public and may be obtained from Companies House, Cardiff. No other group accounts include the results of the company.