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Company Registration No 676451 (England and Wales)

# SSI SCHAEFER LTD DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

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#### **COMPANY INFORMATION**

Directors Mr R Keller

Mr G Schaefer

Secretary S Shah

Company number 676451

Registered office 83-84 Livingstone Road, Walworth Industral Estate

Andover Hampshire SP10 5QZ

Auditors JB Wilkins Kennedy

Parmenter House 57 Tower Street Winchester SO23 8TD

Business address 83-84 Livingstone Road, Walworth Industral Estate

Andover Hampshire SP10 5QZ

Bankers HSBC

8 London Street Basingstoke Hampshire

Solicitors Mills and Co Solicitors

8 Nascot Street

Watford Hertfordshire Great Britain WD17 4R8

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#### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 DECEMBER 2007

The directors present their report and financial statements for the year ended 31 December 2007

#### Principal activities and review of the business

The principal activities of the company continue to be the distribution of materials handling and storage equipment and the sale of waste disposal equipment

#### Results and dividends

The results for the year are set out on page 5

The directors do not recommend payment of an ordinary dividend

#### **Directors**

The following directors have held office since 1 January 2007

Mr R Keller

Mr G Schaefer

#### **Auditors**

JB Wilkins Kennedy were appointed auditors to the company and in accordance with section 385 of the Companies Act 1985, a resolution proposing that they be re-appointed will be put to the Annual General Meeting

#### **DIRECTORS' REPORT (CONTINUED)**

#### FOR THE YEAR ENDED 31 DECEMBER 2007

#### Directors' responsibilities

The directors are responsible for preparing 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). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records that 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 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the board

Mr R Keller

Director /6/5/08

#### INDEPENDENT AUDITORS' REPORT

#### TO THE SHAREHOLDERS OF SSI SCHAEFER LTD

We have audited the financial statements of SSI SCHAEFER LTD for the year ended 31 December 2007 set out on pages 5 to 14. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 the directors and auditors

As described in the statement of directors' responsibilities on page 2 the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

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

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

#### Basis of audit opinion

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

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

# INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE SHAREHOLDERS OF SSI SCHAEFER LTD

#### Opinion

In our opinion

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2007 and of its profit for the year then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 1985, and

- the information given in the directors' report is consistent with the financial statements

JB Willang Kennedy
JB Wilkins Kennedy

Chartered Accountants
Registered Auditor

28H May 2008

Parmenter House 57 Tower Street Winchester SO23 8TD

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2007

|                                       | Notes | 2007<br>£    | 2006<br>£    |
|---------------------------------------|-------|--------------|--------------|
| Turnover                              | 2     | 44,073,003   | 25,759,395   |
| Cost of sales                         |       | (38,928,399) | (21,323,111) |
| Gross profit                          |       | 5,144,604    | 4,436,284    |
| Distribution costs                    |       | (1,605,559)  | (1,406,621)  |
| Administrative expenses               |       | (2,669,144)  | (2,416,410)  |
| Operating profit                      | 3     | 869,901      | 613,253      |
| Other interest receivable and similar |       |              |              |
| ıncome                                | 4     | 18,045       | 11,746       |
| Interest payable and similar charges  | 5     | (35,209)     | (4,603)      |
| Profit on ordinary activities before  |       |              |              |
| taxation                              |       | 852,737      | 620,396      |
| Tax on profit on ordinary activities  | 6     | -            | -            |
| Profit for the year                   | 13    | 852,737      | 620,396      |
| •                                     |       |              |              |

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

#### **BALANCE SHEET**

#### AS AT 31 DECEMBER 2007

|                                       |       | 20           | 007         | 20          | 106         |
|---------------------------------------|-------|--------------|-------------|-------------|-------------|
|                                       | Notes | £            | £           | £           | £           |
| Fixed assets                          |       |              |             |             |             |
| Tangible assets                       | 7     |              | 3,733,232   |             | 4,078,694   |
| Current assets                        |       |              |             |             |             |
| Stocks                                | 8     | 3,647,088    |             | 1,867,260   |             |
| Debtors                               | 9     | 8,396,395    |             | 6,486,329   |             |
| Cash at bank and in hand              |       | 1,746,024    |             | 27,717      |             |
|                                       |       | 13,789,507   |             | 8,381,306   |             |
| Creditors amounts falling due within  |       |              |             |             |             |
| one year                              | 10    | (12,792,077) |             | (8,582,075) |             |
| Net current assets/(liabilities)      |       |              | 997,430     |             | (200,769)   |
| Total assets less current liabilities |       |              | 4,730,662   |             | 3,877,925   |
|                                       |       |              |             |             |             |
| Capital and reserves                  |       |              |             |             |             |
| Called up share capital               | 12    |              | 4,000,000   |             | 4,000,000   |
| Other reserves                        | 13    |              | 3,600,000   |             | 3,600,000   |
| Profit and loss account               | 13    |              | (2,869,338) |             | (3,722,075) |
|                                       | . •   |              |             |             |             |
| Shareholders' funds                   | 14    |              | 4,730,662   |             | 3,877,925   |
|                                       |       |              | <del></del> |             |             |

Approved by the Board and authorised for issue on 14/5/08

Mr R Keller Director

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

#### 1 Accounting policies

#### 1 1 Accounting convention

The financial statements are prepared under the historical cost convention

The company has taken advantage of the exemption in Financial Reporting Standard No 1 from the requirement to produce a cash flow statement on the grounds that its accounts are consolidated into group accounts which are publicly available from the parent company

#### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 13 Turnover

Turnover represents amounts receivable for goods and services net of VAT 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 less estimated residual value of each asset over its expected useful life, as follows

Land and buildings Leasehold

Over 25 years for Long leashold, Over the life of the asset

for short leashold

Plant and machinery

Between 3 and 8 years

Fixtures, fittings & equipment

Over 10 years

Motor vehicles

Over 4 years

#### 15 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 16 Stock and work in progress

Stock and work in progress are valued at the lower of cost and net realisable value

Costs of manufactured stocks include all production and the attributable proportion of indirect overhead expenses. Work in progress is included after allowing for foreseeable losses.

#### 17 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

#### 18 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

#### 1 Accounting policies

(continued)

#### 19 Foreign currency translation

- a) Group Companies Foreign currency transactions with group companies are translated at a rate agreed at the date of the transaction. Foreign currency balances with group companies are expressed in sterling at the rate of exchange at the balance sheet date.
- b) Transactions outside the group Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

#### 2 Turnover

#### Geographical market

|   |   | Turnover   |              |
|---|---|------------|--------------|
|   |   | 2007       | 2006         |
|   |   | £          | £            |
|   | United Kingdom                            | 42,693,129 | 25,431,199   |
|   | Europe                                    | 1,089,988  | 324,767      |
|   | Americas                                  | 559        | 2,112        |
|   | Middle East                               | 2,949      | 1,317        |
|   | Africa                                    | 286,379    | -            |
|   |   | 44,073,004 | 25,759,395   |
| 3 | Operating profit                          | 2007       | 2006         |
|   |   | £          | £            |
|   | Operating profit is stated after charging |            |              |
|   | Depreciation of tangible assets           | 404,812    | 390,633      |
|   | Loss on disposal of tangible assets       | 5,278      | -            |
|   | Loss on foreign exchange transactions     | 10,684     | 9,267        |
|   | Operating lease rentals                   |            |              |
|   | - Plant and machinery                     | 4,633      | 1,232        |
|   | - Other assets                            | 113,763    | 113,063      |
|   | Auditors' remuneration                    | 15,135     | 12,500       |
|   | and after crediting                       |            |              |
|   | Profit on disposal of tangible assets     | -          | (133)        |
|   |   |            | <del> </del> |

There were no directors emoluments during the current or previous year

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

| 4 | Investment income   | 2007<br>£        | 2006<br>£        |
|---|---|------------------|------------------|
|   | Bank interest   | 18,045           | 11,746           |
| 5 | Interest payable  | 2007<br>£        | 2006<br>£        |
|   | Other interest  | 35,209           | 4,603            |
| 6 | Taxation Current tax charge   | 2007             | 2006             |
|   | Factors affecting the tax charge for the year Profit on ordinary activities before taxation                             | 852,737          | 620,396          |
|   | Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00% (2006 30 00%) | 255,821          | 186,119          |
|   | Effects of  | 4.040            | 5 740            |
|   | Non deductible expenses  Depreciation add back  | 1,842<br>123,027 | 5,746<br>115,139 |
|   | Capital allowances  | (106,564)        | (59,896)         |
|   | Other tax adjustments   | (274,126)        | (247,108)        |
|   |   | (255,821)        | (186,119)        |
|   | Current tax charge  | -                | -                |
|   |   |                  |                  |

The company has estimated losses of £ 5,800,000 (2006 £ 5,800,000) available for carry forward against future trading profits as at the balance sheet date. In addition, a further £900,000 of tax allowable deductions have been carried forward under the pension relief spreading rules.

As a result there is a potential deferred tax asset of approximately £1,600,000 (2006 £1,600,000) at the balance sheet date. This asset has not been included in the financial statements due to the inherent uncertainties surrounding the future taxable results and future cash flows of the company.

On the basis of the results shown in these financial statements no provision has been made for corporation tax

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

| 7 | Tangible fixed assets |           |           |            |             |           |
|---|-----------------------|-----------|-----------|------------|-------------|-----------|
|   |                       | Land and  | Plant and | Fixtures,  | Motor       | Total     |
|   |                       | buildings | machinery | fittings & | vehicles    |           |
|   |                       | Leasehold |           | equipment  |             |           |
|   |                       | £         | £         | £          | £           | £         |
|   | Cost                  |           |           |            |             |           |
|   | At 1 January 2007     | 6,825,622 | 738,266   | 329,043    | 344,235     | 8,237,166 |
|   | Additions             | 708       | 41,743    | 3,825      | 22,906      | 69,182    |
|   | Disposals             | -         | -         | -          | (21,665)    | (21,665)  |
|   | At 31 December 2007   | 6,826,330 | 780,009   | 332,868    | 345,476     | 8,284,683 |
|   | Depreciation          |           |           |            |             |           |
|   | At 1 January 2007     | 3,050,150 | 655,676   | 314,539    | 138,107     | 4,158,472 |
|   | On disposals          | -         | -         | -          | (11,831)    | (11,831)  |
|   | Charge for the year   | 273,153   | 41,737    | 3,782      | 86,138      | 404,810   |
|   | At 31 December 2007   | 3,323,303 | 697,413   | 318,321    | 212,414     | 4,551,451 |
|   | Net book value        |           |           |            |             |           |
|   | At 31 December 2007   | 3,503,027 | 82,596    | 14,547     | 133,062     | 3,733,232 |
|   | At 31 December 2006   | 3,775,472 | 82,590    | 14,504     | 206,128     | 4,078,694 |
|   |                       |           |           |            | <del></del> |           |

| 8 | Stocks and work in progress                          | 2007<br>£              | 2006<br>£            |
|---|--|------------------------|----------------------|
|   | Work in progress Finished goods and goods for resale | 1,760,434<br>1,886,654 | 384,969<br>1,482,291 |
|   |  | 3,647,088              | 1,867,260            |

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

| 9  | Debtors   | 2007                                    | 2006      |
|----|---|---|-----------|
|    |   | £                                       | £         |
|    | Trade debtors   | 8,099,161                               | 6,202,371 |
|    | Other debtors   | 153,012                                 | 200,789   |
|    | Prepayments and accrued income                            | 144,222                                 | 83,169    |
|    |   | 8,396,395                               | 6,486,329 |
|    |   | *************************************** |           |
| 10 | Creditors: amounts falling due within one year            | 2007                                    | 2006      |
|    |   | £                                       | £         |
|    | Trade creditors   | 1,986,660                               | 2,693,946 |
|    | Amounts owed to parent and fellow subsidiary undertakings | 9,414,780                               | 4,649,541 |
|    | Taxes and social security costs                           | 926,268                                 | 598,319   |
|    | Other creditors   | -                                       | 927       |
|    | Accruals and deferred income                              | 464,369                                 | 639,342   |
|    |   | 12,792,077                              | 8,582,075 |
|    |   |   |           |

#### 11 Pension costs

#### **Defined contribution**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund

|   | 2007<br>£ | 2006<br>£ |
|---|-----------|-----------|
| Contributions payable by the company for the year | 55,516    | 66,591    |

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

| 12 | Share capital   | 2007<br>£                             | 2006<br>£                          |
|----|---|---------------------------------------|------------------------------------|
|    | Authorised 4,000,000 Ordinary shares of £1 each   | 4,000,000                             | 4,000,000                          |
|    | Allotted, called up and fully paid<br>4,000,000 Ordinary shares of £1 each  | 4,000,000                             | 4,000,000                          |
| 13 | Statement of movements on reserves  | Other<br>reserves<br>(see below)<br>£ | Profit and<br>loss<br>account<br>£ |
|    | Balance at 1 January 2007 Profit for the year   | 3,600,000                             | (3,722,075)<br>852,737             |
|    | Balance at 31 December 2007   | 3,600,000                             | (2,869,338)                        |
|    | Other reserves Reserves provided for by the Articles of Association Balance at 1 January 2007 & at 31 December 2007 | 3,600,000                             |                                    |

On 6 July 2005 the company's parent company, SSI Schaefer Holding International GmbH, made a non-returnable capital contribution of £3,600,000 to SSI Schaefer Ltd. This amount is distributable in future periods, subject to the provisions of the Companies Acts 1963 to 2003

| 14 | Reconciliation of movements in shareholders' funds        | 2007<br>£            | 2006<br>£            |
|----|---|----------------------|----------------------|
|    | Profit for the financial year Opening shareholders' funds | 852,737<br>3,877,925 | 620,396<br>3,257,529 |
|    | Closing shareholders' funds                               | 4,730,662            | 3,877,925            |

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

#### 15 Financial commitments

At 31 December 2007 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2008

|                                      | Land and buildi |         |
|--------------------------------------|-----------------|---------|
|                                      | 2007            | 2006    |
|                                      | £               | £       |
| Operating leases which expire        |                 |         |
| Within one year                      | 65,500          | -       |
| Between less than two and five years | 19,800          | 196,500 |
| In over five years                   | 78,000          | 97,800  |
|                                      | 163,300         | 294,300 |
|                                      |                 |         |

#### 16 Transactions with directors

All transactions in which the directors are interested are with group companies. The directors have taken advantage of the exemption of FRS8 from disclosing these transactions since they are consolidated into group accounts, which are published in Germany

#### 17 Employees

#### **Number of employees**

The average monthly number of employees (including directors) during the vear was

| year was              | 2007<br>Number | 2006<br>Number |
|-----------------------|----------------|----------------|
| Management            | 7              | 7              |
| Administration        | 12             | 11             |
| Production            | 9              | 9              |
| Sales                 | 36             | 36             |
|                       | 64             | 63             |
| Employment costs      | 2007           | 2006           |
|                       | £              | £              |
| Wages and salaries    | 2,144,975      | 2,026,437      |
| Social security costs | 258,421        | 234,798        |
| Other pension costs   | 55,652         | 48,692         |
|                       | 2,459,048      | 2,309,927      |
|                       |                | <del></del>    |

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2007

#### 18 Control

The ultimate parent company is SSI Schaefer Holding International GmbH, Fritz-Schaefer-Strasse 20, D57290 Neunkirchen/Siegerland, Germany The parent company is registered in Germany

The ultimate controlling party is the Schaefer family