Directors' report and financial statements

30 June 1994

Registered number 933605



Directors' report and financial statements

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Directors' report

The directors present their annual report and the audited financial statements for the year ended 30 June 1994.

Principal activities

The principal activity of the company is the manufacture and distribution of manual wheelchairs, electric wheelchairs and vehicles, stair mounted elevators and vertical elevators, together with the research into and development of these products. Future developments are likely to be in the same field.

Business review

The results for the year are as follows:

	1994 £	1993 £
Turnover	31,598,543	26,145,275
Profit on ordinary activities before taxation	3,338,926	2,499,717

Fixed assets

The movement in tangible fixed assets is set out in note 11 to the financial statements.

Employees

The directors recognise the important role played by the company's employees in the achievement of its business goals. Recruitment, development, training and retention of employees are all essential requisites, combined with enlightened personnel policies.

The company recognises the benefits of keeping employees informed of the progress of its business and providing them with information on matters concerning them as employees. Various methods of providing information are used within the company including consultative and discussion meetings between management and staff and the distribution of internal circulars and newsletters.

It is the company's policy to give full and fair consideration to the recruitment of disabled people for vacancies that they are able to fill and, as far as possible, maintain the employment of existing employees who become disabled. Appropriate training is given so as to ensure suitable opportunities exist for each disabled person.

Research and development

The company continually incurs expenditure in the field of research and development in order to update and improve its products.



Directors' report (continued)

Dividend

The directors do not recommend the payment of a dividend in respect of the year (1993: £Nil).

Directors

The directors who served during the year and afterwards were:

RH Chandler (Chairman)

B Payne

RP Culhane (resigned 4 July 1994)

P Riley (appointed 1 July 1994)

J Cobbledick

ID Burrows

DL Hull

R Lewis (appointed 1 July 1994)

Directors' interests

Mr RH Chandler is a director of the ultimate parent company, Sunrise Medical Inc, which is incorporated outside Great Britain and is not required to notify his interests in that company or any other company incorporated outside Great Britain to the company. He had no beneficial interest in the share capital of group companies incorporated in Great Britain.

Beneficial interests of the other directors who served during the year in the 50 cents common stock of Sunrise Medical Inc. are shown below:

		Iolding at June 1994		Holding at 1 July 1993	Sh	are option
	Fully paid	Share options	Fully paid	Share options		nts in year Exercised
B Payne	76,250	50,140	65,000	45,140	5,000	-
RP Culhane	-	8,000	-	7,000	1,000	-
J Cobbledick	-	4,140	-	5,640	1,000	2,500
ID Burrows	-	5,140	-	5,640	1,000	1,500
DL Hull	-	5,140	-	4,140	1,000	-

The above directors had no beneficial interest in the share capital of any other group company.

Directors' and officers' insurance

During the year the company maintained insurance of directors and officers against liabilities in relation to their duties.



Directors' report (continued)

Charitable donations

The group made charitable donations of £7,647 during the year.

Auditors

On 6 February 1995 our auditors changed the name under which they practise to KPMG and, accordingly, have signed their report in their new name.

In accordance with Section 385 of the Companies Act 1985, a resolution for the re-appointment of KPMG as auditors of the company is to be proposed at the forthcoming annual general meeting.

Approved by the board of directors on 11 April 1995 and signed on its behalf by:

P Riley Secretary

Fens Pool Avenue Brierley Hill West Midlands DY5 1QA



Statement of directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss for that period. In preparing those financial statements, the directors are required to:

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

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.





2 Cornwall Street Birmingham B3 2DL

Auditors' report to the members of Sunrise Medical Limited

We have audited the financial statements on pages 6 to 20.

Respective responsibilities of directors and auditors

As described on page 4 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

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

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

Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 30 June 1994 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

KPMG

KPU(-

Chartered Accountants Registered Auditors 11 April 1995



Consolidated profit and loss account for the year ended 30 June 1994

Λ	lote		1994		1993 Restated
			£		£
Turnover Change in stocks of finished goods and	2		31,598,543		26,145,275
work in progress			305,139		2,921
Raw materials and consumables Other external charges			(15,523,616)		(11,832,835)
- ordinary		(6,341,136)		(5,590,536)	
- exceptional operating expenses	6			(373,246)	
			(6,341,136)		(5,963,782)
Staff costs	3		(5,893,405)		(5,346,500)
Depreciation of tangible fixed assets	11		(780,912)		(528,200)
Operating profit			3,364,613		2,476,879
Other interest receivable and similar					
income	4		20,626		28,527
Interest payable and similar charges	5		(46,313)		(5,689)
Profit on ordinary activities					
before taxation	7		3,338,926		2,499,717
Tax on profit on ordinary activities	9		(1,123,363)		(952,264)
Retained profit for the financial year	10		2,215,563		1,547,453
Retained profit brought forward			4,985,067		3,437,614
Retained profit carried forward			7,200,630		4,985,067
				·	

All of the above results relate to continuing activities.

There is no material difference between the results as disclosed in the profit and loss account and the results calculated on an unmodified historical cost basis.

Statement of total recognised gains and losses

There are no recognised gains or losses other than the results for the year reported above.



Consolidated balance sheet

at 30 June 1994

at 30 June 1994	Mata	10	004	11	002
	Note	£	994 £	£	993 £
Fixed assets		~	~	•	~
Tangible assets	11		4,449,745		3,887,364
Current assets					
Stocks	13	3,219,743		2,886,759	
Debtors	14	8,445,634		6,010,227	
Cash at bank and in hand		25,852		645,010	
		11,691,229		9,541,996	
Creditors: amounts falling					
due within one year	15	(6,783,400)		(6,279,349)	
Net current assets			4,907,829		3,262,647
Total assets less current liabilities			9,357,574		7,150,011
naomties			9,551,514		7,130,011
Provisions for liabilities					
and charges	16		(576,000)		(584,000)
Net assets			8,781,574		6,566,011
Capital and reserves					
Called up share capital	17		160,742		160,742
Share premium	-,		1,206,405		1,206,405
Merger reserve			213,797		213,797
Profit and loss account			7,200,630		4,985,067
Shareholders' funds			8,781,574		6,566,011

These financial statements were approved by the board of directors on 11 April 1995 and signed on its behalf by:

B Payne

Sunrise Medical Limited

Company balance sheet at 30 June 1994

at 30 June 1994	Note	10	994	19	993
	11010	£	£	£	£
Fixed assets					0.007.064
Tangible assets	11		4,449,745	•	3,887,364
Investments	12		1,080		1,080
			4,450,825		3,888,444
Current assets					
Stocks	13	3,219,743		2,886,759	
Debtors	14	8,445,634		6,010,227	
Cash at bank and in hand		25,852		645,010	
	,	11,691,229	•	9,541,996	
Creditors: amounts falling due within one year	15	(6,784,480)		(6,280,429)	
Net current assets			4,906,749		3,261,567
Total assets less current liabilities			9,357,574		7,150,011
Provisions for liabilities and charges	16		(576,000)		(584,000)
Net assets			8,781,574		6,566,011
Capital and reserves					
Called up share capital	17		160,742		160,742
Share premium			1,206,405		1,206,405
Profit and loss account			7,414,427		5,198,864
Shareholders' funds			8,781,574	,	6,566,011

These financial statements were approved by the board of directors on 11 April 1995 and signed on its behalf by:

KPMG

Consolidated cash flow statement

for the year ended 30 June 1994

for the year chaca 30 June 1994	Note 1994 1993			93	
		£	£	£	£
Net cash inflow from operating activities	21		1,954,074		2,147,724
Returns on investments and servicing of finance					
Interest received		20,626		28,527	
Interest paid		(46,313)		(5,689)	
Net cash (outflow)/inflow from returns on investments and servicing of finance			(25,687)		22,838
Taxation					
Corporation taxation paid			(1,207,135)		(262,520)
Investing activities					
Fixed asset additions		(1,343,293)		(1,445,458)	
Fixed asset disposal proceeds		2,883		20,717	
Net cash outflows from investing					
activities			(1,340,410)		(1,424,741)
(Decrease)/increase in cash and cash equivalents			(619,158)		483,301
Analysis of changes in cash and cash equivalents					
(Decrease)/increase in cash at					
bank and in hand			(619,158)		483,301



Notes

(forming part of the financial statements)

1 Accounting policies

The following accounting policies have been used consistently in dealing with items which are considered material in relation to the group's financial statements:

Basis of accounting

The financial statements have been prepared in accordance with Applicable Accounting Standards and under the historical cost accounting rules.

Financial statements presentation

The group has adopted Financial Reporting Standard 3 - "Reporting Financial Performance" (FRS3) - issued by the Accounting Standard Board in October 1992, in the presentation of its 1994 financial statements. Figures for previous years have been restated on a comparable basis.

Basis of consolidation

The group financial statements include the assets and liabilities of all subsidiary undertakings as at 30 June 1994 together with the results of all subsidiary undertakings made up to that date.

A separate profit and loss account dealing with the results of the company only has not been presented as allowed by the Companies Act 1985.

Depreciation

Depreciation is provided so as to write off the cost less the estimated residual value of tangible fixed assets over their estimated useful economic lives. The following annual rates on the straight line method are in force:

Freehold buildings	21/2 %
Plant and machinery	20%
Office equipment	20%
Fixtures and fittings	15%
Motor vehicles	25 %
Tooling	33 %

Freehold land is not depreciated.

Stocks

Stocks are valued at the lower of cost and net realisable value. In respect of work in progress and finished goods, cost includes production overheads and the attributable proportion of indirect overhead expenses.

Warranty costs

Warranty costs are charged to the profit and loss account as incurred and provision is made for further warranty claims anticipated at the year end in respect of sales during the year.



Notes (continued)

1 Accounting policies (continued)

Deferred taxation

Deferred taxation is provided using the liability method in respect of the taxation effect of timing differences to the extent that it is probable that liabilities will crystallise in the foreseeable future.

Research and development

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

Foreign exchange

Transactions denominated in foreign currencies are translated into sterling and recorded at the rates of exchange ruling at the dates of the transactions. Balances denominated in foreign currencies are translated into sterling at the exchange rates approximating to those ruling at the balance sheet date and the gains and losses on translation are included in the profit and loss account.

Leasing

The costs of operating leases are charged to the profit and loss account in the year in which they are incurred.

Pension costs

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 amount charged against profits represents the contributions payable to the scheme in respect of the accounting period.

Goodwill

Goodwill relating to a business purchased by the company is written off immediately against reserves.



Notes (continued)

2 Turnover

Turnover represents amounts invoiced excluding value added tax. All of the group's turnover derives from its principal activity. The analysis of turnover by geographical destination is as follows:

	1994	1993
	£	£
United Kingdom	18,634,535	16,235,723
Rest of Europe	11,394,194	8,771,871
North America	1,112,340	816,571
Other	457,474	321,110
	31,598,543	26,145,275

3 Staff numbers and costs

The average number of employees (including directors) during the year, analysed by category, was as follows:

was as ionows:	1994 Number	1993 Number
Management	6	6
Administration	151	143
Production	187	166
	344	315
The aggregate payroll costs of these		
employees were as follows:		
	£	£
Wages and salaries	5,288,027	4,745,877
Social security costs	526,961	477,511
Other pension costs	78,417	123,112
	5,893,405	5,346,500
Other interest receivable and similar income		
	1994	1993
	£	£
On short term deposits	20,043	16,150
Other interest receivable	583	12,377
	20,626	28,527



4

Notes (continued)

5 Interest payable and similar charges

2 Pullum and	1994	1993
	£	£
On bank loans and overdrafts and other		
loans wholly repayable within five years	16,940	4,887
On loans from group undertakings	23,368	802
Other interest payable	6,005	
	46,313	5,689

6 Exceptional operating expenses

This relates to a payment to a distributor for relinquishing their exclusive distribution rights.

7 Profit on ordinary activities before taxation

Profit on ordinary activities before taxation is stated after charging the following:

	1994	1993
	£	£
Directors' emoluments (see note 8):		
Remuneration as executives	350,008	324,815
Auditors' remuneration and expenses		
Audit fees	18,000	19,000
Other	10,423	18,393
Operating leases:		
Land and buildings	5,000	5,708
Plant and machinery	414,771	438,083
Research and development expenditure	880,000	705,509
- · ·		



Notes (continued)

8 Directors' emoluments (excluding pension contributions)

The emoluments of the chairman were £Nil (1993: £Nil). The emoluments of the highest paid director were £114,950 (1993: £100,601). The emoluments of the directors who served during the year were within the following ranges:

the year we	re wi	thin the followin		. 6 . 1
				of directors
			1994	1993
£0	_	£ 5,000	1	1
£45,001	-	£50,000	-	1
£50,001	-	£55,000	-	1
£55,001	_	£60,000	3	1
£60,001	-	£65,000	1	-
£65,001	-	£70,000	-	1
£100,001	-	£105,000	-	1
£110,001	_	£115,000	1	-
Taxation o	n pro	ofit on ordinary	activities	
The taxation	n cha	rge based on the	profit for the year is made up as follows:	
		-	1994	1993
			£	£
TIIZ	4.	A A 22.01	1 125 000	000 000

	1994	1993
	£	£
UK corporation tax at 33%	1,125,000	900,000
Deferred taxation	14,000	69,985
Adjustments in respect of prior periods:		
Corporation tax	6,363	(17,721)
Deferred tax	(22,000)	
	1,123,363	952,264

10 Company profit for the year

The group results include a profit of £2,215,563 (1993: £1,547,453) which has been dealt with in the financial statements of the parent company.

The movement in the profit and loss account for the company during the year is set out below:

	£
At beginning of year Profit for the financial year	5,198,864 2,215,563
At end of year	7,414,427



Notes (continued)

11	Tangible fixed assets				
	Group and company	Freehold land and buildings £	Motor vehicles, plant and machinery £	Fixtures, fittings, tools and office equipment £	Total £
	Cost	£	r.	τ.	L
	At beginning of year	2,481,292	1,291,032	2,317,254	6,089,578
	Additions	255,789	298,048	789,456	1,343,293
	Disposals		(1,275)		(1,275)
	At end of year	2,737,081	1,587,805	3,106,710	7,431,596
	Gross amount of				
	depreciable assets	2,577,912	1,587,805	3,106,710	7,272,427
	Depreciation				
	At beginning of year	280,292	613,691	1,308,231	2,202,214
	Charge for the year	64,937	229,209	486,766	780,912
	Eliminated on disposals		(1,275)	-	(1,275)
	At end of year	345,229	841,625	1,794,997	2,981,851
	Net book value				
	At 30 June 1994	2,391,852	746,180	1,311,713	4,449,745
	At 30 June 1993	2,201,000	677,341	1,009,023	3,887,364
	Capital commitments				
	Commitments for capital expe	enditure at 30 June	were as follows		
				1994 £	1993 £
	Contracted for but not provid	ed in the financial	statements	82,500	169,166
	Contracted for our not provid	on in the infancial	statements	02,200	105,10



Notes (continued)

12 Investments

Shares in subsidiary undertakings:

	Cost £	Provisions £	value £
At beginning and end of year	1,267,147	(1,266,067)	1,080
Name of subsidiary undertaking	Class of shares held	Nature of business	
Minivator Limited	Ordinary	Dormant	
Bec Mobility Limited	Ordinary	Dormant	

Both subsidiary undertakings are 100% owned, incorporated in Great Britain and registered in

Net book

13 Stocks

England and Wales.

	Group and company	
	1994	1993
	£	£
Raw materials and consumables	1,739,417	1,711,572
Work in progress	1,050,000	716,977
Finished goods	430,326	458,210
	3,219,743	2,886,759

14 Debtors

	Group and company		
	1994 ^ 1		
	£	£	
Trade debtors Amounts owed by group undertakings:	5,848,797	5,034,964	
Parent company and fellow subsidiaries	1,742,298	621,631	
Other debtors	629,040	204,745	
Prepayments and accrued income	225,499	148,887	
	8,445,634	6,010,227	



Notes (continued)

15 Creditors: amounts falling due within one year

	Group		Company	
	1994	1993	1994	1993
	£	£	£	£
Trade creditors	3,655,760	3,129,771	3,655,760	3,129,771
Amounts owed to group undertakings: Subsidiaries of the company Parent company and fellow	-	-	1,080	1,080
subsidiaries	423,474	398,996	423,474	398,996
Other creditors including	-			
taxation and social security	1,501,526	1,521,087	1,501,526	1,521,087
Accruals	1,202,640	1,229,495	1,202,640	1,229,495
	6,783,400	6,279,349	6,784,480	6,280,429
Other creditors including taxation and social security comprises:				
Corporation tax	1,248,170	1,323,942	1,248,170	1,323,942
Other taxes	73,785	65,091	73,785	65,091
Social security	75,311	65,681	75,311	65,681
	1,397,266	1,454,714	1,397,266	1,454,714
Other creditors	104,260	66,373	104,260	66,373
	1,501,526	1,521,087	1,501,526	1,521,087



Notes (continued)

16 Provisions for liabilities and charges

			Group and company
	Deferred taxation		£
	Balance at beginning of year Transfer to profit and loss account		584,000 (8,000)
	Balance at end of year		576,000
	The amount provided for deferred taxation which is the full liability method at 33% is as follows:	potential liability,	calculated on the
	native interior at 55 % is at 1010 with	1994	1993
		£	£
	Accelerated capital allowances Other timing differences	594,000 (18,000)	599,833 (15,833)
		576,000	584,000
17	Share capital		
		1994	1993
		£	£
	Authorised: 450,000 ordinary shares of £1 each	450,000	450,000
	50,000 deferred shares of £1 each	50,000	50,000
		500,000	500,000
	Allotted, called up and fully paid:		
	110,742 ordinary shares of £1 each	110,742	110,742
	50,000 deferred shares of £1 each	50,000	50,000
		160,742	160,742
18	Reconciliation of movements in shareholders' funds	4004	1000
	C	1994 £	1993 £
	Group and company	L	T
	Profit on ordinary activities after taxation	2,215,563	1,547,453
	Shareholders' funds at beginning of year	6,566,011	5,018,558
	Shareholders' funds at end of year	8,781,574	6,566,011



Notes (continued)

19 Goodwill

The cumulative amount of goodwill resulting from acquisitions which has been written off against reserves is £659,000 (1993: £659,000). This amount is net of goodwill attributable to businesses disposed of prior to the balance sheet date.

20 Obligations under operating leases

Group and company

The group and company has the following annual commitments under operating leases which expire as follows:

	1994		1993	
	Land and buildings	Plant and machinery	Land and buildings	Plant and machinery
	£	£	£	£
Within one year	-	88,000	1,000	112,000
Within 2 - 5 years inclusive	5,000	150,000	-	210,000
				
	5,000	238,000	1,000	322,000

21 Consolidated cash flow statement

Reconciliation of profit on ordinary activities before taxation to net cash inflow from operating activities:

1994	1993
£	£
3,338,926	2,499,717
(20,626)	(28,527)
46,313	5,689
780,912	528,200
(2,883)	(7,231)
(332,984)	(468,215)
(2,435,407)	(955,421)
579,823	573,512
1,954,074	2,147,724
	£ 3,338,926 (20,626) 46,313 780,912 (2,883) (332,984) (2,435,407) 579,823

22 Pension fund

The company operates a defined contribution pension scheme. The total pension costs charged to the profit and loss account for the year amounted to £78,417 (1993: £123,112). The amount accrued at the end of the year was £54,284 (1993: £61,958).



Notes (continued)

23 Ultimate parent company

The company's ultimate parent company is Sunrise Medical Inc., a company incorporated in the United States of America. The financial statements of Sunrise Medical Inc. are the only financial statements incorporating the results of the company. Copies of these financial statements may be obtained from: Fens Pool Avenue, Brierley Hill, West Midlands, DY5 1QA.

