# Malvern Instruments Limited

Annual report and financial statements
Registered number 1020602
For the year ended 31 December 2014

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Malvem Instruments Limited Annual report and financial statements For the year ended 31 December 2014

# Contents

| Strategic report:  |                      | ļ   |
|--|----------------------|-----|
| Directors' report  | ;                    | 3   |
| Statement of directors' responsibilities in respect of the Strategic report, Directors' report and | financial statements | 5   |
| Independent auditor's report to the members of Malvern Instruments Limited                         |                      | 6   |
| Profit and loss account  |                      | 8:  |
| Balance sheet  |                      | .9. |
| Notes  | ,                    | 10  |

# Strategic report

The directors present their annual report and the audited financial statements for the year ended 31 December 2014.

#### Principal activities

The principal activity of the company is the sale of laboratory equipment for the measurement of particle characterisation to a wide variety of industries:

#### Business review and future developments

#### 2014

Sales increased in Europe and Asia helping to lift the total to £90,343,000 (2013: £83,720,000). The inclusion of sales from direct acquisitions of Nanosight Ltd and technology from Affinity Bio Inc plus those from the US acquisition of "Microcal" from GE Healthcare Inc were the main product drivers of growth. Organic sales declined as a result of lower "cyclical" demand in our Process business following a strong performance in the previous year and some softening in the academic market for our laboratory equipment. The Americas saw the economies in the Southern hemisphere struggle and an erratic performance in the North only providing offset after the negative impact of currency. Gross profit following sales increased to £52,170,000 (2013: £50,327,000) but with the inclusion of more US manufactured product and more sales into China, the Gross Profit percentage has decreased to 58% (2013: 60%). The company increased its growth of investment in product development taking advantage of £3m Regional Growth funding to accelerate future new product introductions. The Operating profit has decreased slightly at £16,523,000 (2013: £17,363,000) despite the higher sales as a result of the lower average margins and increase in development spend, along with the cost of amortisation of newly acquired intangible assets. The profile of sales growth through the year was more back end loaded than expected and therefore net current assets, £54,644,000 (2013: £47,451,000) have increased with higher receivables.

#### Strategy

The Company will continue with its strategy to broaden and expand its market footprint through product development and technology acquisition in support of its customer's evolving needs. The recent acquisitions and new product launches are in line with this and will enhance its ability to build market share in both its traditional industrial markets as well as the life science market.

# Corporate Social Responsibility

The Company recognises the importance of balancing the interests of its stakeholders and the wider community. It is committed to continually improving processes to ensure that it complies with ethical and environmental standards and legislation.

# Outlook for 2015

2015 anticipates a general (albeit slow) improvement in the Western economies but some slowing of China and its dependant markets in Asia, but contribution from the acquisitions and new products is expected to enhance growth. The Company has further developed its plans for an expansion of its premises in the UK and expects building to start early in 2016.

## Risk management

Risk management is a high priority. Processes are designed to identify, mitigate and manage risk. The board are ultimately responsible for risk management.

The key risks to our business, in terms of opportunity and threat, are still centred around the developments within the emerging markets of Asia and Latin America as well as and combined with our ability to recognise and harness new technologies for existing and new applications.

### Trading risks

The successful launch of new products and expansion into new markets and applications is key to obtaining growth and fending off increasing competition around traditional core technologies.

# Strategic report (continued)

# Exchange risks

The company seeks to mitigate this risk through the provision of forward contracts.

# Financial risks

The company generates cash and is part of the global bank pooling arrangements of its parent company which provides, sufficient working capital for its business needs; there is no exposure to future debt repayments or interest demands.

## Intellectual property risks

Malvern Instruments Limited protects its intellectual property through patents registered in key geographical markets and by monitoring infringements and challenges within those markets.

Approved by order of the board of directors on 24 June 2015 and signed on its behalf by:

RW Prestidge

Director

Enigma Business Park Grovewood Road Malvern Worcestershire WR14 1XZ

# Directors' report

The directors present their report and the audited financial statements for the year ended 31 December 2014.

### Principal activities

The principal activity of the company is the sale of laboratory equipment for the measurement of particle characterisation to a wide variety of industries.

The directors who served during the year were as follows:

Dr DJ Bishop R Innocent J Martin

JS McCaskie (resigned 20 June 2014)
EP O'Lionaird (appointed 24 March 2014)

RW Prestidge

DM Roberts

G Simcock (appointed 1 October 2014)

PI Walker

JC Webster (resigned 24 March 2014)

### **Employment policy**

The company is an equal opportunities employer. It is the company's policy to give full and fair consideration to the applications for employment by disabled people, to continue wherever possible the employment of those who become disabled whilst employed and to provide career training opportunities commensurate with their ability.

Employee involvement is encouraged at all levels throughout the organisation, through regular management meetings.

Health and safety remains core to our business principles. We continue to develop our formal health and safety management system to reflect the growth of the business and changing regulatory requirements.

# Research and Development

The directors consider that new product development and innovation play an important role in the company's success and, accordingly, they continue to further the company's research and development programme.

### Payment to suppliers

It is the company's general policy to abide by the terms of payment agreed with its suppliers.

At 31 December 2014, the number of creditor days outstanding was 46 days (2013: 44 days).

# Dividends

No dividends were paid during the year (2013: Nil). There are no proposed dividends (2013: None proposed).

# Disclosure of information to auditor

The directors who held office at the date of approval of this Directors' Report confirm that, so far as they are each aware, there is no relevant audit information of which the company's auditor is unaware; and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

# Directors' report (continued)

# Auditor

Pursuant to section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office.

Approved by order of the board of directors on 24 June 2015 and signed on its behalf by:

RW Prestidge Director Enigma Business Park
Grovewood Road
Malvern
Worcestershire
WR14 IXZ

# Statement of directors' responsibilities in respect of the Strategic report, Directors' report and financial statements

The directors are responsible for preparing the Strategic report, Directors' report and 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

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; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They 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.



KPMG LLP

Snow Hill Queensway Birmingham B4.6GH

# Independent auditor's report to the members of Malvern Instruments Limited

We have audited the financial statements of Malvern Instruments Limited for the year ended 31 December 2014 set out on pages 8 to 22. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice).

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

### Respective responsibilities of directors and auditor

As explained more fully in the directors' responsibilities statement set out on page 5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's 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 Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

## Opinion on financial statements

In our opinion the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2014 and of its profit for the
  year then ended;
- have been properly prepared in accordance with UK 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 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 to the members of Malvern Instruments Limited (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.

Xavier Timmermans (Senior Statutory Auditor) for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants

24 June 2015

# Profit and loss account for the year ended 31 December 2014

|   | Note       | 2014<br>£000        | 2013<br>£000        |
|---|------------|---------------------|---------------------|
| Turnover Continuing operations                | 2°<br>2°   | 85,308              | 83,720              |
| Acquisitions                                  | Ž          | 5,035               |                     |
|   |            | 90,343              | 83,720              |
| Cost of sales                                 |            | (38,173)            | (33,393)            |
| Gross profit                                  |            | 52,170              | 50,327              |
| Distribution costs Administrative expenses    |            | (1,082)<br>(34,565) | (1,024)<br>(32,056) |
| Operating profit                              | <b>3</b> · | 16,523              | 17,247              |
| Net interest receivable                       | 4.         | 127                 | , 11 <u>6</u>       |
| Profit on ordinary activities before taxation |            | 16,650              | 17,363              |
| Tax on profit on ordinary activities          | 8          | (2,289)             | (3,378)             |
| Profit for the financial year                 | Ĭ <i>7</i> | 14,361              | 13,985              |

There were no recognised gains or losses other than the result for the year and the preceding year reported above, and therefore no separate statement of total recognised gains and losses has been presented.

All results in the current and preceding financial year relate to continuing activities.

The notes on pages 10 to 22 form an integral part of these financial statements.

# Balance sheet at 31 December 2014

|   | Note            | 2014<br>£000 | 2013<br>£000  |
|---|-----------------|--------------|---------------|
| Fixed assets  |                 |              |               |
| Intangible fixed assets:                                | ġ               | 21,272       | 96            |
| Tangible assets   | 10<br>11        | 7,850        | 6,962         |
| Investments   | H               | 2,624        | 16,377        |
|   |                 | 31,746       | 23,435        |
| Current assets  |                 | l            |               |
| Stocks:   | 72<br>13        | 10,378       | 8,584         |
| Debtors   | 13              | 61,640       | 55,765        |
| Cash at bank and in hand                                |                 | 820          | 1,929         |
|   |                 | 72,838       | 66,278        |
| Creditors: Amounts falling due within one year          | 14              | (18,886)     | (18,827)      |
| Net current assets                                      |                 | 53,952       | 47,451        |
| Total assets less current liabilities, being net assets | e en en         | 85,698       | 70,886        |
| Capital and reserves                                    |                 |              | <del></del> ; |
| Called up share capital                                 | <i>1.6</i> :    | 272          | 272           |
| Capital redemption reserve                              | 17              | 109          | 109           |
| Profit and loss account                                 | 17<br>17        | 85,317       | 70,505        |
| Equity shareholders' funds                              | . <b>78</b> ; . | 85,698       | 70,886        |
|   |                 | <del></del>  |               |

The notes on pages 10 to 22 form an integral part of these financial statements.

These financial statements were approved by the board of directors on 24 June 2015 and were signed on its behalf by:

RW Prestidge Director

Company number: 1020602

### Notes

(forming part of the financial statements)

#### 1 Accounting policies

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

### Basis of preparation

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

Under Financial Reporting Standard 1 'Cash flow statements' the company is exempt from the requirement to prepare a cash flow statement on the grounds that the ultimate parent undertaking, Spectris plc, includes the company in its own published consolidated financial statements.

As the company is a wholly owned subsidiary of Spectris plc the company has taken advantage of the exception contained in Financial Reporting Standard 8 'Related party transactions' and has therefore not disclosed transactions or balances with entities which form part of the group (or investees of the group qualifying as related parties). The consolidated financial statements of Spectris plc, within which this company is included, can be obtained from the address given in note 23.

The Company is exempt by virtue of Section 400 of the Companies Act 2006 from the requirement to prepare group financial statements. These financial statements present information about the Company as an individual undertaking and not about its group.

#### Revenue.

Revenues comprise sales to customers after discounts and excluding Value Added Tax and similar sales taxes. Revenue from the sale of goods is recognised in the profit and loss account when the significant risk and rewards of ownership of the goods have been transferred to the customer, which is typically on delivery. For contracts that involve a significant element of installation or testing of equipment, revenue is recognised at the point of customer acceptance. Revenue from services rendered is recognised in the profit and loss account in proportion to the measurement of the stage of completion of services rendered as at the balance sheet date. This is assessed by reference to the amount of time incurred in proportion to the total expected time to be taken to deliver the service.

## Goodwill

Purchased goodwill, representing the excess of the fair value of the consideration paid over the fair value of the separable net assets acquired, is capitalised and amortised over ten years, being the directors' estimate of useful economic life. Goodwill is subject to an annual impairment review and provision is made for any impairment in value.

# Intangible fixed assets and amortisation

Intangible fixed assets purchased separately from a business are capitalised at their cost. Intellectual property purchased by the company is amortised over five years, being the directors' estimate of their useful economic life. Other intangible assets are amortised over the directors' estimate of their useful economic lives, usually between 5 and 10 years.

## Tangible fixed assets

Depreciation is provided to write off the cost of tangible fixed assets by equal instalments over their estimated useful economic lives as follows:

Freehold buildings.

2% per annum

Plant, equipment and motor vehicles

10 - 33% per annum

No depreciation is provided on freehold land.

### Investments

Investments in subsidiary undertakings, associates and joint ventures are stated at cost less any amounts written off.

## 1 Accounting policies (continued)

#### Leased assets

Operating lease rentals are charged to the profit and loss account on a straight line basis over the period of the lease.

#### Stacks

Stocks are valued at the lower of cost and net realisable value. Cost comprises materials, direct labour and attributable manufacturing overheads where appropriate. Net realisable value represents the estimated selling price less the costs of completion, marketing, selling and distribution.

#### Taxation

The charge for taxation is based on the result for the year and takes into account taxation deferred or accelerated because of timing differences between the treatment of certain items for taxation and accounting purposes. Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which has arisen but not reversed by the balance sheet date, except as otherwise required by FRS 19 'Deferred tax'.

### Foreign currencies

Transactions denominated in foreign currencies are translated into sterling and recorded at the rate of exchange ruling at the date of the transaction or, if appropriate, at the rate of exchange under the related forward currency contract. Balances denominated in foreign currencies are translated into sterling at the exchange rates ruling on the balance sheet date or, if appropriate, at rates specified in related forward exchange contracts. Exchange differences arising in respect of transactions and balances denominated in foreign currencies are reflected in the result for the year.

#### Post retirement benefits

The company participates in a multi-employer pension scheme, the Spectris Pension Plan, providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the company. The company is unable to identify its share of the underlying assets and liabilities of the scheme on a consistent and reasonable basis and therefore, as required by FRS 17 'Retirement Benefits', accounts for the scheme as if it were a defined contribution scheme. As a result, the amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period.

Spectris plc also operates a defined contribution pension scheme. The company participates in this scheme and the amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting period. The company also contributes to personal pension schemes in respect of some employees.

# Research and development

Expenditure on research and development is written off to the profit and loss account in the year in which it is incurred.

# Share based payments

The share option programme allows employees to acquire shares of the ultimate parent company, Spectris plc. The fair value of options granted after 7 November 2002 and not vested as at the beginning of the financial year is recognised as an employee expense in the profit and loss account. The fair value is measured at grant date and spread over the period during which the employees become unconditionally entitled to the options. The fair value of the options granted is measured using an option pricing model, taking into account the terms and conditions upon which the options were granted. The amount recognised as an expense is adjusted to reflect the actual number of share options that vest.

#### 2 Turnover

Turnover represents the invoiced amount of goods sold, excluding value added tax. The analysis of turnover by

| geographical area is as follows:                            | •      |                                       |
|---|--------|---------------------------------------|
|   | 2014   | 2013                                  |
|   | £000   | £000                                  |
| United Kingdom  | 8,342  | 5,808                                 |
| Rest of Europe  | 27,101 | 24,810                                |
| Asia and Australia  | 37,161 | 35,015                                |
| Americas  | 16,591 | 16,617                                |
| Africa  | 1;148  | 1,470                                 |
|   |        |                                       |
| · · · · · · · · · · · · · · · · · · ·                       | 90,343 | 83,720                                |
|   |        | · · · · · · · · · · · · · · · · · · · |
| 3 Operating profit  |        |                                       |
| · ·   | 2014   | 2013                                  |
| Operating profit is stated after charging                   | £000   | £000                                  |
|   |        | # +##                                 |
| Amortisation of goodwill and intangible assets              | 2,130  | 931                                   |
| Depreciation  | 1,449  | 1,249                                 |
| Research and development expenditure                        | 8,299  | 5,991                                 |
| Operating lease rentals                                     | 272    | 235                                   |
| Exchange loss   | 209    | 111                                   |
| Auditor's remuneration:                                     |        | <del></del> .                         |
| Auditor strength auton: Audit of these financial statements | _36∶   | 40:                                   |
|   |        | -                                     |

Amounts receivable by the company's auditor in respect of services to the company, other than the audit of the company's financial statements, have not been disclosed as the information is required instead to be disclosed on a consolidated basis in the consolidated financial statements of the company's ultimate parent company, Spectris plc.

| 7       | ivet interest receivable.            |   | • | : | 2014 | 2013 |
|---------|--------------------------------------|---|---|---|------|------|
|         |                                      |   |   | ; | £000 | £000 |
| Interes | t receivable from group undertakings | • |   |   | 127  | 116  |

## 5 Staff numbers and costs

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

| ·   |        | of employees |
|---|--------|--------------|
|   | 2014   | 2013         |
| Production  | . 104  | 89           |
| Sales and administration                                      | 277    | 217          |
|   | 381    | 306          |
| The aggregate payroll costs of these persons were as follows: |        |              |
| The aggregate payout dosit of those persons were as follows:  | 000£   | £000         |
| Wages and salaries  | 12,328 | 10,794       |
| Share based payments  | 451    | 150          |
| Social security costs   | 1,477  | 1,325        |
| Other pension costs   | 1,387  | 1,085        |
|   | 15,643 | 13,354       |
|   |        |              |

## 6 Share based payments

The Save As You Earn share option scheme was set up in order to provide executives and selected employees with options to purchase ordinary shares in Spectris plc, the ultimate parent company.

Under the Save As You Earn scheme, equity shares are issued following a vesting period of three years. Options may be exercised during a six-month period following the vesting date, and exercise prices are determined according to the mid-market closing share price prevailing on the day before the date of grant. There are no performance criteria associated with options granted under the Save As You Earn scheme.

The company recognised a charge of £Nil (2013: £Nil) in relation to the above schemes which has been recharged from Spectris plc.

Under the Performance Share Plan (unapproved share options as defined by HMRC), the exercise price is the nominal cost of the ultimate parent company's shares. Awards made in 2008 and 2009 have performance criteria subject to earnings per share in respect of 50% of the award and operating company targets in respect of 50% of the award. For awards subsequent to 2009, the performance criteria is earnings per share in respect of 33.33% of the award and operating company profit targets in respect of 66.67% of the award. Operating company manager awards up to 2013 were entirely subject to operating company profit targets. Awards vest after a period of three years and must be exercised during the seven-year period following vesting.

Since 2011, Performance Share Plan options have also been granted to UK employees that are approved share options as defined by HMRC. The performance criteria and vesting conditions are consistent with the unapproved options granted described above.

The approved share options are linked to the unapproved share options in order to benefit from the tax-exempt status of approved share option grants to a value not exceeding £30,000. Should there be a gain on exercise under the approved options, such gain will cause a proportionate reduction in the number and value of the unapproved options. Should there be no gain on exercise under the approved options, these options are then forfeited and the linked unapproved options may be exercised in full, to the extent their performance criteria is met.

# 6 Share based payments (continued)

From 2014, operating company manager awards were made under the Restricted Shares Plan. Awards vest three years from grant and are cash-settled on vesting. The Restricted Shares Plan is subject to the same rules as the Performance Share Plan but gives flexibility as to whether or not awards are subject to performance criteria.

The company has recognised a charge of £451,000 (2013: £150,000) in administrative expenses in relation to the above schemes.

# Share Options outstanding at the end of the year

| en e |                 |           | i        | •                                       |
|--|-----------------|-----------|----------|---|
| Save As You Earn                         | •               |           |          | •                                       |
|  | Exercise        | Exercise  | 2014     | 2013                                    |
|  | price (£)       | year      | Number   | Number                                  |
| Year of grant                            | Prince (Ca)     |           |          |   |
| 2010                                     | 10.19           | 2014      |          | 1,144                                   |
| 2011                                     | 13.80           | 2015      | 4,242    | 13,504                                  |
| 2012                                     |                 | 2015      |          |   |
|  | 16.95           |           | 12,317   | 13,715                                  |
| 2013                                     | 22.45           | 2017      | 7,800    | 9,304                                   |
| 2014                                     | 20.15           | 2018      | 19,425   | ្នា                                     |
|  | :               |           |          | *************************************** |
|  |                 | •         | · ]      |   |
| Performance Share Plan                   |                 | •         |          |   |
| Tellion manage branch that               |                 |           |          |   |
| Unapproved                               |                 | •         | • :      |   |
|  | Exercise        | Exercise  | 2014     | 2013                                    |
|  | price (£)       | period    | Number   | Number                                  |
| Year of grant                            | huce (T)        | herion    | Maniper  | Mulliper                                |
| 2007                                     | 0.05            | 2010-2017 | 1 200    | 1 20%                                   |
|  |                 |           | 1,205    | 1,205                                   |
| 2008                                     | 0.05            | 2011-2018 | 3,773    | 3,773                                   |
| 2009                                     | 0.05            | 2013-2019 | 7,600    | 7,600                                   |
| 2010                                     | 0.05            | 2014-2020 | 4,500    | 8,813                                   |
| 2011                                     | 0.05            | 2014-2021 | 10,798   | 30,270                                  |
| 2012                                     | 0.05            | 2015-2022 | 25,659   | 27,890                                  |
| 2013                                     | 0.05            | 2016-2023 | 20,420   | 22,000                                  |
| 2014                                     | 0.05            | 2017-2024 | 13,430   |   |
|  |                 |           | 1        |   |
|  |                 |           |          |   |
| 5 4                                      |                 | •         |          | •                                       |
| Approved                                 |                 |           |          |   |
| •  | Exercise        | Exercise  | 2014     | 2013                                    |
| •  | price (£)       | period    | Number   | Number                                  |
| Year of grant                            |                 | •         |          | ,                                       |
| 2011                                     | 1.13            | 2014-2021 | 822      | 1,170                                   |
| 2012                                     | 1.73            | 2015-2022 | 16,834   | 18,567                                  |
| 2013                                     | 2.41            | 2016-2023 | 6,030    | 6,030                                   |
| •  | •               |           |          | , dra                                   |
| •  | ALBERTAN AMBRET |           | :        |   |
| •  |                 | •         |          |   |
|  |                 |           |          |   |
| Restricted Shares Plan                   |                 |           | .        |   |
| Restricted on ares Flan                  |                 |           | 2024     | 20,22                                   |
| <i>t</i>                                 | Exercise        | Exercise  | 2014     | 2013                                    |
|  | price (£)       | period    | Number   | Number                                  |
| Year of grant                            | •               | •         |          |   |
| 2014                                     | 0.05            | 2014-2017 | 8,000    | I <b>≟</b> 1                            |
|  |                 |           | <u> </u> | ·                                       |

Value of

shares

# Notes (continued)

# Share based payments (continued)

# Movements in the year Save As You Earn

| Number Weighted Valu                   |     |  |   |                                 |
|--|-----|--|---|---------------------------------|
| average, sha<br>exercise price         | · . |  |   |                                 |
| £                                      |     |  |   |                                 |
| 37,667 16.99 636,<br>19,425 20.15 391, |     |  | • | At beginning of year<br>Granted |

| Exercised<br>Lapsed             |   | (9,749)<br>(3,559) | 13.44<br>18.52 | (131,043)<br>(65,892) |
|---------------------------------|---|--------------------|----------------|-----------------------|
| At end of year                  |   | 43,784             | 19.04          | 830,781               |
| Exercisable at 31 December 2014 | r | 4,242              | 13.80          | 58,540                |

# Performance Share Plan

# Unapproved

|  | ex  | exercise price               |                                |  |
|--|---|------------------------------|--------------------------------|--|
|  |   | £                            | : <b>£</b> ;                   |  |
| At beginning of year<br>Granted<br>Exercised<br>Lapsed | 101,551<br>15,030<br>(13,721)<br>(15,484) | 0.05<br>0.05<br>0.05<br>0.05 | 5;078<br>752<br>(686)<br>(774) |  |
| At end of year   | 87,376                                    | 0.05                         | 4,369                          |  |
| Exercisable at 31 December 2014                        | 27,876                                    | 0.05                         | 1,394                          |  |

Number

Weighted

average

# Approved:

|                                 | Number.           | Weighted<br>average<br>exercise price | Value of<br>shares |
|---------------------------------|-------------------|---------------------------------------|--------------------|
|                                 |                   | €.                                    | £                  |
| At beginning of year Lapsed     | 25,767<br>(2,081) | 18.63<br>16.31                        | 479,939<br>33,931  |
| At end of year                  | 23,686            | 18.83                                 | 446,008            |
| Exercisable at 31 December 2014 | ,822              | 18.63                                 | 15,310             |

# 6 Share based payments (continued)

#### Restricted Share Plan

| Restricted Share Plan                 | Number         | Weighted<br>average<br>exercise price | Value of shares |
|---------------------------------------|----------------|---------------------------------------|-----------------|
| At beginning of year , Granted Lapsed | 8,800<br>(800) | 0.05<br>0.05                          | 440<br>(40)     |
| At end of year                        | 8,000          | 0.05                                  | 400             |
| Exercisable at 31 December 2014       |                | •                                     | •               |

## Share based Payments Expense

Share options are valued using a stochastic option pricing model, with support from an independent remuneration consultant. The Total Shareholder Return (TSR) performance condition was included in the calculation of fair value under the Performance Share Plan. For options granted in 2014 and 2013, the fair value per option granted and the assumptions used in the calculation are as follows:

|  | 2014<br>Save A              | 2013<br>As You Earn | 2014<br>Performance |            | 2014<br>Performanc | 2013<br>e Share Plan                    | 2014<br>Restricted |
|--|-----------------------------|---------------------|---------------------|------------|--------------------|---|--------------------|
|  | •                           | 2                   | , (U;               | napproved) |                    | (Approved)                              | Share Plan         |
| Weighted average share price (£)                                       | 19.92                       | 22.21               | 23.16               | 23.65      | 22.70              | 23.54                                   | 23.68              |
| Weighted average exercise price (£)                                    | 20.15                       | 22.45               | 0.05                | 0.05       | 23.03              | 23.78                                   | 0.05               |
| Expected volatility  | 31.8%                       | 32:2%               | •                   | -          | 32.7%              | 33.0%                                   |                    |
| Expected life  | 3.45 years                  | 3.45 years          | 3 years             | 3 years    | 3 years            | 3 years                                 | 3 years            |
| Risk-free rate   | 1.40%                       | 0.9%                | 1.08%               | 0.4%       | 1.04%              | 0.4%                                    | ~ . <del>-</del>   |
|  |                             | *                   |                     |            | ***                |   | •                  |
| a yield)   | 2.2%                        | 1.8%                | 0%                  | 0%         | 1.9%               | 1.6%                                    | 0%                 |
| Fair value per option  | .3.61                       | 4.25                | , . <del>.</del>    | -,         |                    | . · · · · · · · · · · · · · · · · · · · | P and              |
| Expected life Risk-free rate Expected dividends (expressed as a yield) | 3.45 years<br>1.40%<br>2.2% | 3.45 years<br>0.9%  |                     | 0.4%<br>0% | 3 years<br>1.04%   | 3 years<br>0.4%<br>1.6%                 | ×                  |

The expected volatility is based on historical volatility over the expected term. The expected life is the average expected period to exercise. The risk-free rate of return is the yield on zero-coupon UK Government bonds of a term consistent with the assumed option life.

The weighted average share price at the date of exercise for unapproved share options exercised under the Performance Share Plan in 2014 was £22.18 (2013: £27.82). The weighted average fair value of cash-settled options outstanding at 31 December 2014 is £20.35 for the EPS condition (2013: £25.07).

## 7 Directors' emoluments

|   | 2014<br>£000 | 2013<br>£000 |
|---|--------------|--------------|
| Directors' emoluments                                   | 968          | 981          |
| Amounts receivable under long term incentive schemes    | 267          | 417          |
| Company contributions to money purchase pension schemes | 130          | 128          |
|   |              | ·            |

No directors participated in the defined benefit pension scheme (2013: none); seven directors (2013: seven) participated in the defined contribution pension scheme and one (2013: one) director participated in a personal pension scheme.

The aggregate of emoluments and amounts receivable under long term incentive schemes of the highest paid director was £328,600 (2013: £391,331), and Company pension contributions of £36,400 (2013: £35,620) were made to a money purchase scheme on his behalf. During the year, the highest paid director exercised share options and received shares under a long term incentive scheme.

| ń | CONTRACT CONTRACT |          |          |            |
|---|-------------------|----------|----------|------------|
| 8 | lax on            | pront on | ordinary | activities |

| and the second s | ************************************** |     | 2014<br>£000   | 2013<br>£000   |
|--|--|-----|----------------|----------------|
| UK corporation tax   |  |     |                |                |
| Current tax on income in year Adjustments in respect of prior years  |  | ,   | 2,501<br>(266) | 3,459<br>(106) |
| Total current tax charge   |  |     | 2,235          | 3,353          |
| Deferred tax (see note 15)   |  |     |                |                |
| Deferred tax on income in year   |  |     | (10)           | (98)           |
| Adjustments in respect of prior years  |  |     | 64             | 4              |
| Charge resulting from reduction in tax rate  |  |     | -              | 1,15           |
|  |  |     | 54             | 25             |
| Tax on profit on ordinary activities   |  | . • | 2,289          | 3,378          |

# 8 Tax on profit on ordinary activities (continued)

The current tax charge for the period is lower (2013: lower) than the standard rate of corporation tax in the UK of 21.5% (2013: 23.25%). The difference is explained below:

|  | 2014<br>£000            | 2013<br>£000         |
|--|-------------------------|----------------------|
| Current tax reconciliation Profit on ordinary activities before tax  | 16,650                  | 17,363               |
| Current tax 21.5% (2013: 23:25%)   | 3,580                   | 4,037                |
| Effects of: Expenses not deductible for tax purposes Capital allowances less than depreciation and other timing differences. Adjustments in respect of prior years | (676)<br>(403)<br>(266) | (673)<br>95<br>(106) |
| Total current tax charge   | 2,235                   | 3,353                |

# Factors that may affect future current and total tax charges

Reductions in the UK corporation tax rate from 26% to 24% (effective from 1 April 2012) and to 23% (effective 1 April 2013) were substantively enacted on 26 March 2012 and 3 July 2012 respectively. Further reductions to 21% (effective from 1 April 2014) and 20% (effective from 1 April 2015) were substantively enacted on 2 July 2013. This will reduce the company's future current tax charge accordingly. The deferred tax asset at 31 December 2014 has been calculated based on the rate of 20% substantively enacted at the balance sheet date.

| 9: | Intangible assets |
|----|-------------------|
|    |                   |
|    |                   |
|    |                   |
|    |                   |

| e marini <b>e</b> karan marini para               | Goodwill                       | Intellectual<br>property | assets         | Total                    |
|---|--------------------------------|--------------------------|----------------|--------------------------|
| Cost At beginning of year Additions               | <b>£000</b><br>10,268<br>4,359 | £000<br>501              | £000<br>18,947 | £000<br>10,769<br>23,306 |
| At end of year                                    | 14,627                         | 501                      | 18,947         | 34,075                   |
| Amortisation At beginning of year Charged in year | 10,172<br>278                  | 501                      | 1,852          | 10,673<br>2,130          |
| At end of year                                    | 10,450                         | 501                      | I,852          | 12,803                   |
| Net book value At 31 December 2014                | 4,177                          |                          | 17,095         | 21,272                   |
| At 31 December 2013                               | 96                             |                          |                | 96                       |

# 9 Intangible assets (continued)

During the year, the trade and certain assets and liabilities of Affinity Biosensors LLC were acquired. The assets acquired included technology and contract related intangible assets of £5,189,000, and residual goodwill of £4,359,000. The intangible assets and goodwill are being amortised over a period of 10 years, being the directors estimate of the useful economic life.

The trade and certain assets of NanoSight Limited, a subsidiary of the company, were transferred to the company at their book value during the year, which was less than their fair value. The cost of the company's investments in NanoSight Limited reflected the underlying fair value of its net assets, goodwill and intangible assets at the time of acquisition. As a result of this transfer, the value of the company's investment in NanoSight Limited fell below the amount at which it was stated in the company's accounting records. The Companies Act 2006 requires that the investments be written down accordingly and that the amount be charged as a loss in the company's profit and loss account. However, the directors consider that, as there has been no overall loss to the company, it would fail to give a true and fair view to charge that diminution to the company's profit and loss account for the year and it should instead be re-allocated to the related intangible assets acquired so as to recognise in the company balance sheet the effective cost to the company of the intangible assets acquired. The effect of this departure is to increase the company's profit for the financial year by £13,758,000, and to increase the company's intangible assets by £13,758,000.

The intangible assets are being amortised over a period between 5 and 7 years, being the directors' estimate of the useful economic lives.

| 10 Tangible assets   |                      |                        |               |
|----------------------|----------------------|------------------------|---------------|
|                      | Freehold<br>land and | Plant, equipment and   | Total         |
|                      | buildings<br>£000    | motor vehicles<br>£000 | £000          |
| Cost                 |                      |                        |               |
| At beginning of year | 6,061                | 9,704                  | 15,765        |
| Additions            | 485 -                | 1,857                  | 2,342         |
| Disposals            | •                    | (110)                  | (110)         |
|                      |                      | <del></del>            | <del></del> , |
| At end of year       | 6,546                | 11,451                 | 17,997        |
|                      |                      |                        |               |
| Depreciation         |                      |                        |               |
| At beginning of year | 1,734                | 7,069                  | 8,803         |
| Charge for the year  | 126                  | 1,323                  | 1,449         |
| Disposals            | -                    | (105)                  | (105)         |
|                      |                      |                        |               |
| At end of year       | 1,860                | 8,287                  | 10,147        |
| N                    |                      |                        |               |
| Net book value       | 3.606                | 2.464                  | - 0-0         |
| At 31 December 2014  | 4,686                | 3,164                  | 7,850         |
| At 31 December 2013  | 4,327                | 2,635                  | 6,962         |
|                      |                      |                        | -,            |
|                      |                      |                        |               |

Included in the total net book value of freehold land and buildings is £1,504,000 (2013: £1,286,000) in respect of freehold land which is not depreciated.

2,623

# Notes (continued)

Investments

11

At end of year

| Cost At beginning of year 16,3            |                                  | • |   | #800                    |
|---|----------------------------------|---|---|-------------------------|
| At beginning of year 16,3 Transfer (13,7) | Cost                             |   | •40. 20.                                  | £000                    |
|   | At beginning of year<br>Transfer |   | en de | 16,377<br>(13,758)<br>5 |

The trade and certain assets of NanoSight Limited, a subsidiary of the company, were transferred to the company at their book value during the year, which was less than their fair value. The cost of the company's investments in NanoSight Limited reflected the underlying fair value of its net assets, goodwill and intangible assets at the time of acquisition. As a result of this transfer, the value of the company's investment in NanoSight Limited fell below the amount at which it was stated in the company's accounting records. The Companies Act 2006 requires that the investments be written down accordingly and that the amount be charged as a loss in the company's profit and loss account. However, the directors consider that, as there has been no overall loss to the company, it would fail to give a true and fair view to charge that diminution to the company's profit and loss account for the year and it should instead be re-allocated to the related intangible assets acquired so as to recognise in the company balance sheet the effective cost to the company of the intangible assets acquired. The effect of this departure is to increase the company's profit for the financial year by £13,758,000, and to increase the company's intangible assets by £13,758,000.

The Company holds these interests in the following companies:

| Name of company  | Country of incorporation | Proportion |
|--|--------------------------|------------|
| ·  | · ·                      | held       |
|  |                          | <u>%</u>   |
| Malvem-Aimil Instruments Private Ltd   | India                    | 90:        |
| NanoSight Ltd  | UK                       | 100        |
| the significant of the significa | Servis.                  |            |

Malvern-Aimil Instruments Private Ltd is a market consultancy for Malvern Products and Services in India:

| NanoSight Ltd is a ma                                | nufacturer of NanoParticle Tracking Analysis Ir | istruments.             |                       |
|--|---|-------------------------|-----------------------|
| 12 Stocks  |   | 2014<br>£000            | 2013<br>£000          |
| Raw materials<br>Work in progress<br>Finished stocks |   | 6,885<br>1,115<br>2,378 | 5,184<br>965<br>2,435 |
|  |   | 10,378                  | 8,584                 |

| •  |                     |   |
|--|---------------------|---|
| 13 Debtors   |                     |   |
|  | 2014                | 2013  |
|  | £000                | £000  |
|  |                     |   |
| Trade debtors:   | 9,239               | 8,682   |
| Amounts owed by group undertakings   | 49,333              | 44,304  |
| Deferred tax asset (see note 15)   | 542                 | 596   |
| Other debtors  | 937                 | 1,370   |
| Prepayments and accrued income   | 1,589               | 813   |
|  |                     |   |
|  | 61,640              | 55,765  |
|  | 01,040              | 55,7,05   |
|  | <del></del>         |   |
| •  | *                   |   |
| · · · · · · · · · · · · · · · · · · ·  |                     |   |
| 14 Creditors: Amounts falling due within one year  |                     | •   |
| 14 Creditors. Amounts failing due within one year  | 2014                | 2013  |
|  | £000                | £000  |
| ·  | TOOU                | ¥οίοίο  |
| Trade creditors  | £ 020               | £ 100   |
|  | 5,939               | 6,408<br>4,825                                    |
| Amounts owed to group undertakings   | 5,082               |   |
| Corporation tax  | 2,501               | 3,407   |
| Other creditors including taxation and social security   | 194                 | 274   |
| Accruals and deferred income   | 5,170               | 3,913   |
|  |                     |   |
|  | 18,194              | 18,827  |
|  |                     |   |
|  |                     | ,   |
| 15 Deferred tax  | 9.<br>9             | ŕ   |
|  |                     |   |
| The deferred tax asset, recognised under FRS 19 'Deferred tax' using a tax rate of   | 20% (2013: 20%), is | as follows:                                       |
|  |                     |   |
| • ,  | 7                   | £000  |
| A COUNTY TO COMPANY OF THE COUNTY OF THE COU |                     |   |
| At beginning of year   |                     | .596  |
| Charge to the profit and loss account for the year   |                     | (54)  |
| · ·  |                     | · <del>· · · · · · · · · · · · · · · · · · </del> |
| At end of year (see note 13)   |                     | 542   |
|  |                     |   |
| •  | 1                   |   |
|  |                     |   |
|  | 2014                | 2013  |
|  | £000                | £000  |
|  |                     |   |
| Accelerated capital allowances   | 394                 | 596   |
| Short term timing differences  | 148                 | -   |
|  |                     | ·   |
| Deferred toy accet (see note 13)   | E40.                | 506   |
| Deferred tax asset (see note 13)   | 542                 | 596   |
|  | **                  | <del>, (;;; ; ; ; ;</del>                         |
|  | 3                   | •   |

| 16 Share capital   | 2014-           | 2013            |
|--|-----------------|-----------------|
|  | £000            | £000            |
| Allotted, called up and fully paid:  |                 |                 |
| 272,290 ordinary shares of £1 each   | 272             | 272             |
|  | · <del></del>   | <del></del>     |
| 17 Reserves  | •               |                 |
|  | Capital         | Profit          |
| •  | redemption      | and loss        |
|  | reserve<br>£000 | account<br>£000 |
|  | 2000            | 2000            |
| At beginning of year   | 109             | 70,505          |
| Profit for the financial year  |                 | 14,361          |
| Share based payments (note 6)  | · •             | 451             |
|  |                 | <del></del>     |
| At end of year   | 109             | 85,317          |
|  | -               | . ——.           |
|  |                 |                 |
|  |                 |                 |
| 18 Reconciliation of movement in equity shareholders' funds                          | 2014            | 2013            |
| •  | 2014<br>£000    | £000            |
|  |                 | zoog            |
| Profit for the financial year  | 14,361          | 13,985          |
| Share based payments (note 6)  | 451             | 150             |
| Opening equity shareholders' funds   | 70,886          | 56,751          |
|  |                 |                 |
| Closing equity shareholders' funds   | 85,698          | 70,886          |
|  | <del> </del>    | •               |
| 19 Commitments:  |                 |                 |
|  | 11              |                 |
| Capital expenditure  |                 |                 |
| Future capital expenditure commitments for which no provision has been made follows: |                 |                 |
|  | 2014            | 2013            |
|  | £000            | £000            |
| Contracted   | 356             | 251             |
|  | <del>- 1</del>  | <del></del>     |
|  |                 |                 |
| Operating leases   |                 |                 |
| Annual commitments under non-cancellable operating leases are as follows:            |                 |                 |
|  | Plant and       | equipment       |
|  | 2014<br>£000    | 2013<br>£000    |
| Expiring:  | žuvu<br>į       | 2,000:          |
| Within one year  | 27              | 31              |
| Between two and five years   | 136             | 139             |
|  | <u> </u>        | <u> </u>        |
|  | 163             | 170             |
|  | <u></u> -       | ! <del>!</del>  |

#### 20 Pensions

The company is a member of a multi-employer pension scheme (the Spectris Pension Plan) providing benefits based on final pensionable pay. As the company is unable to identify its share of the scheme assets and liabilities on a consistent and reasonable basis, as permitted by FRS 17 'Retirement benefits' the scheme has been accounted for, in these financial statements, as if the scheme was a defined contribution scheme. The total surplus of the Plan at 31 December 2014 was £3.6 million (2013: surplus of £7.2 million).

The latest full actuarial valuation was carried out at 31 December 2011 and was updated to 31 December 2014 by an independent qualified actuary.

The Spectris Pension Plan is closed to new members. Contributions payable by the company amounted to £Nil for the year ended 31 December 2014 (2013: £Nil).

Spectris ple also operates a defined contribution pension plan, membership of which is available to the qualifying UK employees of group companies. Contributions payable by the company to the plan and to personal pension plans amounted to £1,387,400 for the year ended 31 December 2014 (2013: £1,083,030).

Contributions amounting to £Nil (2013: £Nil) were payable to the defined benefits pension scheme at the year end, and £Nil (2013: £Nil) was payable to the defined contribution scheme and personal pension plans and are included in creditors.

Further details are given in the financial statements of Spectris plc.

#### 21 Contingent liabilities

With certain other members of the Spectris Group, the company has guaranteed facilities made available to Spectris plc, in respect of which the following amounts were outstanding at 31 December 2014:

Royal Bank of Scotland £0.2 million (2013: £2.5 million).

### 22 Financial instruments

The Company has derivative financial instruments with various banks that involve the Company selling US dollars, Euros and Japanese Yen to the bank at fixed rates of exchange with expiry dates ranging from January 2014 to December 2014.

The derivative contracts have not been recognised at fair value (as defined by paragraph 37 of Schedule 1 of the Accounting Regulations of the Companies Act 2006). A liability of £121,000 (2013: asset of £912,000), measured by reference to the fair value of forward contracts outstanding as at 31 December 2014, has not been recognised because the Company have opted not to adopt FRS 26.

### 23 Ultimate parent company

The company is a subsidiary undertaking of Spectris plc which is incorporated in Great Britain.

The largest and smallest group in which the results of the company are consolidated is that headed by Spectris plc, incorporated in Great Britain. The consolidated accounts of this company may be obtained from Spectris plc, Heritage House, Church Road, Egham, Surrey, TW20 9QD.