# Northamber Plc Report and Accounts Year ended 30 June 2009

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### SUMMARY OF LAST FIVE YEARS' TRADING

|                          | Years ending 30 June |         |         |         |         |  |  |
|--------------------------|----------------------|---------|---------|---------|---------|--|--|
|                          | 2009                 | 2008    | 2007    | 2006    | 2005    |  |  |
|                          | £'000                | £,000   | £'000   | £'000   | £'000   |  |  |
| Turnover                 | 139,275              | 179,677 | 182,191 | 204,408 | 236,271 |  |  |
| Profit Before Tax        | 47                   | 627     | 592     | 434     | 2,613   |  |  |
| Earnings Per Share       | 0.18p                | 1.36p   | 3.62p   | 0.75p   | 5.47p   |  |  |
| Net Assets Per Share     | 89.38p               | 90.11p  | 100.2p  | 98.7p   | 102.7p  |  |  |
| Dividends Per Share(net) | 1.6p                 | 2.2p    | 2.2p    | 2.1p    | 6.0p    |  |  |

### **CHAIRMAN'S STATEMENT**

### Results

Revenue for the year to 30<sup>th</sup> June 2009 reflected the severe recession in our core commercial-user marketplace together with some resultant price erosion. As predicted in my 3<sup>rd</sup> quarter statement, revenue continued to decline with £139.3 million for the year, some 22% less than the £179.7 million for the previous year. Such hazardous trading conditions did not assist sales when we necessarily sought lower stock and debtor exposures.

At the pre-tax level, profit of £47,000 represents a significant recovery over the £304,000 pre-tax interim loss reported last 19<sup>th</sup> February for the half year. (30<sup>th</sup> June 2008: £627,000).

Net Assets Per Share at 89.4p only fell a marginal 0.7p from the 90.1p per share at June 2008. This result is after £465,000 of dividends and £114,000 spent re-purchasing shares for cancellation. The Net Asset Value of £25.95 million compared with the £26.48 million last year whilst Net cash improved by £816,000 to £14.1 million against the £13.3million for the prior year

Overheads were yet again the focus and lower than those for the previous year. Distribution Costs were reduced by £1.36 million (21.7%); Administration Costs were reduced by £745,000 (13.4%), a total reduction of £2.1 million. However, even such significant cost savings fell short of satisfying the reduction in Gross Profit. This resulted in an Operating Loss of £320,000 compared with the Operating Profit of £25,000 in the previous year.

Nonetheless, in the exceedingly difficult conditions, I have to consider this result creditable, and thank all members of the company for their efforts and contribution

Interest income for the period was inevitably significantly lower following the massive reduction in available interest rates. As detailed below, we generated positive cash flows during the year and at the year end had cash balances of £14.1 million compared with £13.3 million for the previous year.

The tax charge was reduced by adjustments affecting the deferred tax liabilities. The result was a post-tax profit for the year of £52,000 (EPS 0.18p) compared with £405,000. a year ago (EPS 1.36p).

### **Balance Sheet**

A proven feature is our ability to manage working capital. This delivers demonstrably sound Critical Key Performance Indicators for the group such as Stock Turns, Debtor and Creditor days.

Whilst Debtor and Creditor days vary from year to year, over the last 3 years we have gradually increased the rate of stock turnover per annum. For the year just ended we achieved a stock turn of 18.1 times compared with 16.6 times for the previous year.

One crucial item is, as always, cash. We did achieve positive cash flow in the year after paying dividends of £465,000 and £114,000 repurchasing shares for cancellation. At year end our cash balances were £14.1 million compared with £13.3 million at the end of June 2008.

### Staff

Trading conditions necessitated average staff numbers falling to 165 from the 190 average of a year ago. Again we are proud of the way in which all members of our staff continue to perform in these extremely trying conditions.

### Dividend

After due consideration of the trading conditions, the results achieved and the currently outlook, your Board is proposing a final dividend of 1.0p per share, which combined with the interim dividend of 0.6p per share makes a total for the year of 1.6p (2008: 2.2p).

### Outlook

Whilst significant new franchises have been secured since year-end, with extended delivery time frames and launch delays, their impact is unlikely to have any swift or strong contribution in the current half. With the experience of the recent past and current negative predictions, it is not possible to be sanguine about the future.

We shall therefore continue, as we have in the past, to manage our resources to the best of our ability and to seek opportunities wherever we can.

D.M.Phillips Chairman

24 September 2009

### **BUSINESS AND FINANCIAL REVIEW**

### **Operating Review**

Northamber is a wholesale distributor of brand vendor's products, our function is to stock and make available those products which our customers within the IT sector require. The brand vendors are now relatively few in number but dominate the industry sector. There are numerous small producers which also require to be represented and actively promoted and which is a further part of our function.

We are in the marketing business, but as the type of products which we distribute affect virtually every business operation in the UK, we and the sector we are in, are directly affected by the movements in the economy as a whole, as well as by factors which are peculiar to our own industry.

As the Chairman, in his report, has stated, the difficulties in the market, referred to in previous reports, have not abated and indeed grow increasingly more difficult. Against this background the sales staff did well to achieve the level of sales which they did. Moreover the gross margin percentage achieved was marginally better than in the previous year. These returns were the result of our stated policy of seeking margins and contribution rather than volume alone, and targeting manufacturers and product producers with whom we can work to the advantage of them, us and our customers.

### Financial Review

Turnover decreased by some £40 million (22%) compared with the previous year. In the circumstances of the market, as referred to in the Chairman's Statement, this was a creditable performance. Gross margins were marginally improved to 6.77% compared with 6.61% for 2008. Pre tax profit decreased to £47,000 (2008: £627,000).

With the continuing stringent controls on working capital management the company genereated a positive cash flow of £816,000 resulting in retained cash balances of £14.1m at the year end (2008: £13.3m), and the balance sheet remains in a strong condition.

Average debtor days were 46 (2008: 39) and average creditor days were 41 (2008: 37).

### Financial Risk Management

### Objectives and policies

The company uses various financial instruments, including cash, equity, trade receivables and trade payables in the course of its operations.

The use of these instruments gives rise to risks associated with exchange rate risk, liquidity risk, interest rate risk and credit risk. The directors review and agree policies to deal with each of these risks, as summarised below.

### Exchange rate risk

The group purchases some of its products in foreign currency. Where required for supplier payments, foreign currency purchases are subject to close management supervision. It is the group's policy not to speculate in derivative financial instruments in either sterling or foreign currencies, nor to hedge translation or currency exposures.

### Liquidity risk

The group seeks to manage financial risk of liquidity by ensuring it has sufficient cash resources available to meet foreseeable needs at all times.

### **BUSINESS AND FINANCIAL REVIEW**

Interest rate risk

The group's exposure to interest rate risk is principally with its cash asset.

It is the policy of the group not to have long term loans or other financial instruments except in particular circumstances and when specifically approved by the board.

There have been no changes in the role of financial instruments during the year.

### Credit risk

The group's principal financial assets are cash and trade receivables. The credit risk associated with cash is limited as counterparties have high credit ratings assigned by international credit rating agencies. The principal credit risk relates to the group's trading receivables.

This risk is managed by stringent controls on credit worthinesss applied to customers and prospective customers. There is a continuous system of review and assessment of debtors to minimise the risk of default. During the year the company entered into insurance arrangements to reduce the probability of a significant increase in customer defaults.

### Other Risks and Uncertainties

Other than the risks stated above and the marketing risk, which is addressed below, in the opinion of the directors, the principal risks and uncertainties are as stated in the section on Internal Control on page 17.

### Marketing Risk

The group is subject to both general market conditions and particularly to those affecting its own particular industry. The group is a distributor of other businesses products and is therefore dependent on the suppliers of such products to continue to provide products which are required by the customers of the group, at prices which are acceptable to those customers. This is managed within the group by being alert to all the movements in the market place relating to both products and suppliers and to negotiating with existing and prospective suppliers for the supply of goods on the best possible terms to enable the group to trade effectively.

Where products are bought in foreign currency, the group manages the risk inherent in such currencies by continuously updating its rates of coversion in calculating its costs so as to minimise the currency conversion risk.

H.W.Matthews Managing Director

24 September 2009

### REPORT OF THE DIRECTORS

The directors have pleasure in presenting their report and the accounts for the year ended 30 June 2009.

### **Principal Activities**

The group's principal activities are those of specialist supply of computer hardware, computer printers and peripheral products, computer telephony products and other electronic transmission equipment.

### **Review of Business**

The consolidated income statement for the financial year is set out on page 22.

The directors consider that in view of the industry circumstances the level of business for the year was satisfactory and the year end financial position remains strong. The directors cautiously expect that the present level of activity may be sustained for the foreseeable future.

The competitive pressure in the sector is a continuing risk for the company, which could result in it losing sales to its key competitors, but the company manages this risk by providing additional services to its customers in relation to next day deliveries, credit limits, handling queries efficiently and by maintaining a strong relationship with the customer.

The creditor days have increased to 41 days (2008: 37) due mainly to changes in the terms of trade of the major suppliers.

The company debtor days of 46 has increased over the previous year's (2008: 39 days).

Stock turn for the year was 18.1 times (2008: 16.6), this increase was due in part to changes in the mix of products held at the year end-

### Corporate Governance

The Corporate Governance Report on pages 15 to 17 forms part of the Directors' Report.

### Dividends

The following dividends were paid in the year ended 30 June 2009

| 5 F F F F F F F F F F F F F F F F F F F |             |       |
|---|-------------|-------|
|   | 2009        | 2008  |
|   | £'000       | £'000 |
| Ordinary dividends                      |             |       |
| Previous years final dividend paid      | 291         | 294   |
| Interim paid                            | 174         | 352   |
|   | <del></del> |       |
|   | 465         | 646   |
|   |             |       |

The final proposed dividend of 1.0p (2008: 1.0p) will be paid on 12 January 2010 to all members on the register at the close of business on 4 December 2009.

### **Directors**

The current directors of the company are listed on page 19. There have been no changes in directors during the year.

### Share Capital and its re-organisation

The company repurchased 350,000 ordinary shares of 1p each for a consideration (before expenses) of £113,750. This represented 1.2% of the shares at that time.

At 30 June 2009 the company had 29,033,100 Ordinary shares of 1p each issued.

### REPORT OF THE DIRECTORS (continued)

### **Substantial Shareholdings**

The following shareholders held disclosable interests, as defined by Section 992 of the Companies Act 2006, at 11 September 2009 as detailed below:

|                           | Ordinary Shares of 1p each |
|---------------------------|----------------------------|
| D.M. Phillips             | 59.62%                     |
| BNY(OCS) Nominees Limited | 10.90%                     |
| Quiros Limited            | 3.22%                      |
| H.W.Matthews              | 3.46%                      |

### Purchase of own Shares

At the end of the year, the directors had authority, under the shareholders' resolutions of 21 November 2008 to purchase through the market 2,983,310 of the company's ordinary shares at prices ranging between 1p and 105% of the average middle market quotations for those shares as derived from the Daily Official List of the London Stock Exchange on the ten dealing days immediately preceding the day on which the shares are contracted to be purchased. This authority expires on 10 November 2009, the date of the next Annual General Meeting.

### Auditors

A resolution to appoint Grant Thornton UK LLP as the company's auditors will be proposed at the forthcoming Annual General Meeting.

### Creditors' Payment Policy

The group's payment policy is to:

- (i) determine terms of payment with suppliers when agreeing the terms of transactions;
- (ii) ensure that suppliers are made aware of the terms of payment; and
- (iii) pay in accordance with its contractual and other legal obligations.

The payment policy applies to all payments to creditors for revenue and capital supplies of goods and services.

Creditor days of the group and of the company at 30 June 2009 were 41 (2008: 37). It is the company's policy to take full advantage of settlement discounts offered by suppliers. The increase in the number of Creditor days at the end June 2009 was due mainly to changes in the terms of trade of some major suppliers.

### Social and Community Policy

The company has a policy of being socially responsible. To this end it treats all its stakeholders and its neighbours in a fair and reasonable manner in that all its actions are designed to optimise the benefits and minimise any aggravation to its employees, suppliers and customers as well as those in the community generally. Operations are conducted in a businesslike manner and any nuisance which could possibly arise from such operations are pre-considered and minimised. Such matters as bulk deliveries are scheduled to reduce to a minimum any local congestion and car parking is provided to staff to avoid any on street parking causing any offense.

### **Environmental Policy**

The main items arising from the company's operations on the environment, apart from the matters stated above relating to traffic, are packaging and waste. Due to the type of operation carried out by the company, i.e. the distribution of computer related products to other than end users, the need for packaging is crucial to the state and quality of the products eventually received by the end user (the consumer). Although excess packaging is discouraged, the company is largely in the hands of its suppliers regarding the packaging actually involved in selling products. Any surplus packaging which remains with the company is disposed of in an environmentally considered manner. The company attempts wherever possible to enforce, as one of its terms of trade with its suppliers, the undertaking to dispose of waste and returned products in accordance with the regulations. Any waste produced by the company is similarly disposed of.

### **REPORT OF THE DIRECTORS (continued)**

### **Contractual Relationships**

By the nature of its business, the company has contractual relationships with virtually all of its suppliers. Such contracts are entered into and terminated on a regular basis with new suppliers being taken on and with some being terminated either by mutual consent or if, in the opinion of the company, they are no longer viable. Because product development continues to change dramatically over a relatively short period of time, such change is not only inevitable, it is also highly desirable to ensure that the company continues to be able to meet the demands of its customers.

Similarly we have written contracts with all of our customers so that they are fully aware of our terms of trade and to safeguard ourselves as far as possible against any losses arising from trading with them. During the year to 30 June 2009 there were no significant changes in either our terms of trade encompassed within these contracts nor any significant change in the range and size of our customers

### **Employees**

Every effort is made to keep staff as fully informed as possible about the operations and progress of the group.

The company encourages its staff to pursue career development and to that end has made available resources for training courses including video and computer training aids.

Applications received from disabled persons are given full and equal consideration but are small in number as our type of business does not seem to attract such applicants. The company fulfils its obligations towards employees who are disabled or who become so whilst in the employment of the company.

### **KEY PERFORMANCE INDICATORS (KPI's)**

The company has an extensive management reporting system and uses a wide variety of KPI's in its everyday management of the business, including both those of a financial and non financial nature. These KPI's are tailored to the various aspects of the business with individual managers being responsible for variances in movements in the KPI's within their particular sphere of operations to the executive management of the company. The majority of these KPI's are highly sensitive and it is considered by the directors that it would be commercially disadvantageous to the company to identify the individual KPI's used and the data relating to those KPI's in a public document such as this Annual Report.

Some of the broader KPI's which are used and which have been reported elsewhere in our Annual Reports are the following:-

| Ratio                | Format | 2008-9 | 2007-8 |
|----------------------|--------|--------|--------|
| Revenue              | £m     | 139.3  | 179.7  |
| Gross Profit         | %      | 6.77   | 6.61   |
| Stock Turn           | times  | 18.1   | 16.6   |
| Debtor days          | days   | 46     | 39     |
| Creditor days        | days   | 41     | 37     |
| Net Assets per share | pence  | 89.4   | 90.1   |

### Donations

During the year the group made no charitable donations (2008: £750). No political donations were made in the year (2008: £nil).

By order of the Board

S. Yoganathan ACMA Company Secretary 24 Septembeer 2009

# REPORT TO SHAREHOLDERS BY THE BOARD ON DIRECTORS' REMUNERATION

### Introduction

This report has been prepared in accordance with section 421 of the Companies Act 2006, the Directors Remuneration Report Regulations 2002 (the "Regulations") and schedule B to the Combined Code relating to directors' remuneration. This report has been approved by the board and, as required by the regulations, a resolution to approve the report will be proposed at the Annual General Meeting of the company at which the financial statements will be approved.

The Regulations require the auditors to report to the company's shareholders on certain parts of the Directors' Remuneration Report and to state whether in their opinion these parts of the report have been properly prepared in accordance with the Companies Act 2006 (as amended by the Regulations). The report has therefore been divided into separate sections for audited and unaudited information.

### **Unaudited** information

### **Directors' Remuneration Committee**

The directors' remuneration committee comprised the non-executive directors, with Mr R.F.Heath the chairman of the committee. This committee meets at least once a year and decides the remuneration policy that applies to executive directors.

In setting the policy it considers a number of factors including:

- the basic salaries and benefits available to executive directors of comparable companies;
- (b) the need to attract and retain directors of an appropriate calibre and experience; and
- (c) the need to ensure executive directors' commitment to the continued success of the company by means of incentive schemes.

The company's remuneration policy for executive directors is to:

- (a) have regard to the directors' experience and the nature and complexity of their work in order to pay a competitive salary that attracts and retains management of the highest quality;
- (b) link individual remuneration packages to the group's performance through target-related bonuses;
- (c) provide post-retirement benefits through either the group's defined contribution pension scheme or by contributing to personal pension plans; and
- (d) provide employment-related benefits including the provision of a company car, life assurance, insurance relating to the directors' duties and medical insurance.

The final determination of an individual director's remuneration is taken by the board as a whole but with no director participating in the discussions, nor voting on his own remuneration package.

The non-executive directors each receive a fee for their services which is agreed by the Board following recommendation by the chairman. The non-executive directors do not receive any pension or other benefits from the company, nor do they participate in any of the bonus or incentive schemes.

### Salaries and benefits

The Remuneration Committee meets at least once a year in order to consider and set the remuneration packages for executive directors. The remuneration packages are benchmarked to ensure comparability with companies of a similar size and complexity. The bonuses have regard to personal performance measured against pre-stated objectives and profitability of the company.

### Share options

There are no share option schemes in force in the company

### Pensions

The pension scheme for D.M.Phillips and H.W.Matthews is a small, self-administered scheme that is limited by trust deed and scheme rules. The elements of remuneration that are pensionable are discretionary under the scheme. For the year to 30 June 2009 no contributions were made to the scheme (2008: Nil). The scheme falls outside the Inland Revenue pensions cap and is separate from the main staff pension scheme.

# REPORT TO SHAREHOLDERS BY THE BOARD ON DIRECTORS' REMUNERATION

### Contracts of service

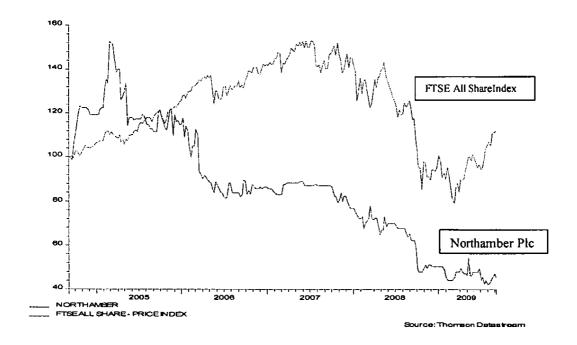
The two executive directors, D.M.Phillips and H.W.Matthews, have service contracts which were renewed with effect from 1 April 2009 as one year rolling contracts.

The non-executive directors do not have service contracts with the company. The terms of their appointment are reviewed by the board every two years and are available for inspection on request. Non executive directors who have been in service for more than nine years are subject to annual election.

### Performance graph

The following graph shows the company's performance compared with the FTSE all share index measured by total shareholder return ("TSR"). The all share index has been selected for this comparison as it is the index within which Northamber and other comparable UK quoted companies are classified.

TSR is calculated as the growth or fall in value of a shareholding from the date of initial investments over time, with the assumption that dividends are reinvested to purchase additional shares in the company. The source of the data is Datastream and the figures were provided by Charles Stanley and Company Limited, the company's brokers.



# REPORT TO SHAREHOLDERS BY THE BOARD ON DIRECTORS' REMUNERATION

### Audited information

### Directors' detailed emoluments

Details of directors' emoluments are as follows:

|               | Sala  | ries  | Bon   | us    |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|               | and I | ees   | Paym  | ents  | Bene  | fits  | Tot   | al    | Pens  | ion   |
|               | 2009  | 2008  | 2009  | 2008  | 2009  | 2008  | 2009  | 2008  | 2009  | 2008  |
| •             | £,000 | £,000 | £,000 | £'000 | £'000 | £'000 | £,000 | £'000 | £'000 | £'000 |
| Executive     |       |       |       |       |       |       |       |       |       |       |
| D.M.Phillips  | 120   | 120   | -     | -     | 16    | 14    | 136   | 134   | -     | -     |
| H.W.Matthews  | 191   | 200   | -     | -     | 21    | 34    | 212   | 234   |       |       |
| Non-Executive |       |       |       |       |       |       |       |       |       |       |
| A.L.Caplin    | -     | 6     | •     | -     | -     | -     | -     | 6     | -     | -     |
| R.F.Heath     | 10    | 10    | -     | -     | -     | -     | 10    | 10    | -     | -     |
|               | 321   | 336   | •     | -     | 37    | 48    | 358   | 384   | -     | -     |

For the year ended 30 June 2009, Mr D.M.Phillips has waived £60,000 of his salary, (2008: £60,000) and Mr A Caplin waived £10,000 of his fees (2008: £4,000).

### **Directors' interests**

### Interests in shares

Directors in office at 30 June 2009 had the following beneficial interests in the shares of the company:

### Ordinary Shares of 1p each

| 30 June 2009 | 30 June 2008        |
|--------------|---------------------|
| 17,308,295   | 17,308,295          |
| 1,004,724    | 1,004,724           |
| 94,000       | 94,000              |
| 5,000        | 5,000               |
|              | 1,004,724<br>94,000 |

Between 30 June 2009 and 11 September 2009 there have been no changes in the interests of the above named directors in the shares of the company.

The market price of the company's shares at 11 September 2009 was 29p. The range of market prices during the year was 26.5p to 44.5p.

S.Yoganathan ACMA By order of the Board 24 September 2009

### CORPORATE GOVERNANCE

The Corporate Governance Report forms part of the Directors' Report included here on pages 9 to 11.

This company is committed to the principles of corporate governance contained in the Combined Code on Corporate Governance which is appended to the Listing Rules of the Financial Services Authority and for which the board is accountable to shareholders.

The Listing Rules require the company to disclose how it has applied the 14 Principles of Good Governance and to explain the extent to which the Code Provisions have been complied with during the accounting period.

### COMPLIANCE STATEMENT

The UK Listing Authority's Rules require that the board reports on the company's compliance with the Code provisions throughout the accounting year. The directors believe that the company has complied with the Code throughout the year except as detailed below.

The board has not established a Nominations Committee. At the year end the board of the company comprised four directors, two of whom were non-executive. At this size, the board considers that the board as a whole can handle recommendations on all new board appointments in an effective manner.

During the year the Audit Committee comprised the two non executive directors.

Non executive directors – during the year to 30 June 2009, the non executive directors comprised Mr A Caplin and Mr R. Heath. Mr A. Caplin has been a non executive director for ten years and has a substantial shareholding in the company. The Board considers that because of Mr Caplin's wide range of other interests in the corporate sector, these facts of themselves have not in any way impeded his independence.

### **DIRECTORS**

### **Board of Directors**

The company is led and controlled through the Board of Directors, which during last year comprised two executive and two non-executive directors. Biographical details of each director in office during the year appear on page 19. The roles of the chairman and managing director are separate such that there is an adequate division of responsibilities at senior board level.

All directors have access to the advice and services of the company secretary and the board has established a procedure whereby any director may seek independent professional advice in the furtherance of his duties at the company's expense.

As required by the company's articles of association, directors offer themselves for re-election at least once every three years.

### **Non-executive Directors**

The board considers that the non-executive directors were independent throughout the year. The non-executive directors actively contribute to the functioning of the board and bring a range of views and experience from different fields.

### Main board responsibilities

The board meets formally at regular intervals during the year. Meetings are chaired by the executive chairman. The board is responsible for the overall direction and strategy of the group to secure optimum performance. The board has specified those areas of operations in the group which are specifically in its domain and may not be delegated; these include the appointment and removal of the company secretary.

All board members receive weekly summary financial information and monthly management accounts. Additional ad hoc reports on other matters are received and considered as appropriate.

### **CORPORATE GOVERNANCE**

### Directors attendance

The following table shows the attendance of directors at the board and committee meetings held in the last year.

|                        | Board           | Audit            | Remuneration     |
|------------------------|-----------------|------------------|------------------|
|                        | <u>Meetings</u> | <u>Committee</u> | <u>Committee</u> |
| No of meetings:        | 6               | 2                | 1                |
| David Michael Phillips | 6               | N/A              | N/A              |
| Henry William Matthews | 6               | N/A              | N/A              |
| Anthony Caplin         | 5               | 2                | 1                |
| Reginald Heath         | 5               | 2                | 1                |

#### **Board Committees**

#### Audit Committee

The Audit Committee, chaired by Mr R. F. Heath, comprised the non-executive directors. The company secretary acts as secretary to the committee. The audit committee meets with the external auditors at least once a year. The committee's responsibilities include monitoring the relationships with external auditors, reviewing the group's statutory accounts and other published financial information, monitoring compliance with statutory and UK Listing Authority requirements and instigating other projects as it sees fit. The terms of reference of the audit committee have been reviewed and are available on request by writing to the company secretary at the registered address.

### • Remuneration Committee

At the year end the Remuneration Committee comprised both non-executive directors, Mr A. L. Caplin (Chairman) and Mr R. F. Heath. The company secretary acts as secretary to the committee. The committee meets at least once a year and is responsible for setting the remuneration policy and annual salaries that apply to executive directors.

### • Operations Committee

The Operations Committee comprises the executive directors and certain senior business managers. It meets weekly under the chairmanship of Mr H.W.Matthews, the managing director, and deals with the major decisions of the group other than those dealt with by the Remuneration and Audit Committees or by the full board.

### **Board Effectiveness**

Under the new Combined Code, the board is required each year to carry out a formal and rigorous evaluation of its own performance and that of its committees and individual directors. Since the last formal review in June 2006 all the issues the raised were subsequently dealt with. The Board is very small comprising only 4 members who remain the same and whose responsibilities have not changed since that last formal review. There have been no issues affecting the Board's effectiveness arising since the last formal review and as a consequence no further formal reviews have been undertaken

### **GOING CONCERN BASIS**

The group's activities together with the factors likely to affect its future development, performance and position are set out in the Business and Financial Review and the Director's Report on pages 7 to 11.

The group has considerable financial resources and established market profile and relationships with a number of suppliers and customers. As a consequence, the directors believe that the group is well placed to manage its business risks successfully despite the current economic outlook.

After making enquiries, the directors have formed a judgement, at the time of approving the financial statements, that there is a reasonable expectation that the group has adequate resources to continue in operational existence for the foreseeable future. For this reason the directors continue to adopt the going concern basis in preparing the financial statements.

### CORPORATE GOVERNANCE

### RELATIONS WITH SHAREHOLDERS

The directors, particularly the chairman, attend meetings with the company's institutional shareholders throughout the year. Formal presentations are made to analysts and institutional shareholders following the announcement of the annual and interim results to discuss issues and obtain feedback.

Notice of the Annual General Meeting (AGM) is circulated to all shareholders at least 20 working days prior to the meeting. Directors attend the AGM and will be available to answer shareholders' questions

#### ACCOUNTABILITY AND AUDIT

### Financial Reporting

The board believes that its Annual Reports and Accounts represent a balanced and understandable assessment of the group's and company's position and prospects whilst also complying with the legal and regulatory requirements for financial reporting relevant to the company.

### Internal Control

The board of directors has overall responsibility for the group's systems of internal control and for monitoring their effectiveness.

The board maintains full control and direction over appropriate strategic, financial, organisational and compliance issues and has put in place an organisational structure with formally defined lines of responsibilities and delegation of authority. There are established procedures for planning, capital expenditure, information and reporting systems and for monitoring the group's business and its performance. The board has delegated to executive management the implementation of the systems of internal control within an established framework that applies within the group.

The group's control systems address key business and financial risks. The board considers the greatest risks to be related to the realisable value of current assets, principally inventories and trade receivables. Particular attention is paid to all matters relating to purchasing, inventories, revenues, trade receivables, cash, capital expenditure and foreign exchange. Comprehensive documented procedures are used and are available to all staff via the extensive computer system.

A system of control is designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss. As and when areas of improvement are brought to the attention of the board and management steps are taken to further embed internal control and risk management into the operations of the business.

The board has considered the need for internal audit but has decided that because of the size of the group it cannot be justified at present.

A review of internal control was undertaken by the board in August 2008, a further review of the control procedures and risk factors pertaining to the company was undertaken in June 2009. The conclusions of both these reviews were that the systems and operations of the internal controls remained effective and appropriate to the operations of the company.

### Other matters

The Directors are in the process of formalising those Corporate Governance policies which the directors consider are relevant to the company and will publish the policies when finalised which is anticipated to be prior to the end of the next financial year. As part of this process the evaluation of the board's performance will be undertaken as will the appraisal of the chairman's performance.

Induction programmes for new directors are specifically designed for each director as appointed as the content varies depending on the background and experience of the appointee. There is therefore no standard induction programme for new directors.

By order of the Board

S.Yoganathan ACMA Company Secretary 24 September 2009

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare financial statements in accordance with International Financial Reporting Standards as adopted by the European Union (IFRSs). The financial statements are required by law to give a true and fair view of the state of affairs of the group and parent company and of the profit or loss of the group 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 IFRSs have been followed, subject to any material departures disclosed and explained in the financial statements
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate financial 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 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as each of the directors is aware:

- there is no relevant audit information of which the company's auditors are unaware; and
- the directors have taken all steps that they ought to have taken to make themselves aware of
  any relevant audit information and to establish that the auditors are aware of that
  information.

To the best of my knowledge:

- the financial statements, prepared in accordance with the applicable set of accounting standards, give a true and fair view of the assets, liabilities, financial position and profit or loss of the company and the undertakings included in the consolidation taken as a whole; and
- the management report includes a fair review of the development and performance of the business and the position of the company and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face.

The directors are responsible for the maintenance and integrity of the corporate and financial information included in the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

D. M. Phillips
Chairman
24 September 2009

### **DIRECTORS AND ADVISERS**

### Non-executive Directors

### Anthony Caplin \*† (Age 58)

Deputy Chairman and senior independent non-executive director

Anthony Caplin is chairman of Panmure Gordon & Co Plc, a non executive director of Alternative Networks Limited, Urban Wimax Networks Plc, New Strand Limited. He is chairman of North West London Hospital NHS Trust, chairman of the Medical Research Council and a member of the board of the Public Works Loan Committee.

### Reginald Heath \*† (Age 68) FCIS, FIMI

Reginald Heath has over 30 years experience in the motor trade, formerly being Director of Motor Operations at Inchcape plc.

- \* Member of Remuneration Committee
- † Member of Audit Committee

### **Executive Directors**

### David Michael Phillips (Age 64)

Executive chairman

David Phillips is the founder of Northamber plc and has been actively involved with the company since its inception in the 1970s.

### Henry William Matthews (Age 65)

Managing director

Henry Matthews joined Northamber plc in 1981 as Sales Director. He was promoted to Managing Director in 1987.

### Registered Office

23 Davis Road Chessington Surrey KT9 1HS

### Registrars

Computershare Services plc PO Box 82 The Pavillions Bridgwater Road Bristol BS99 7NH

### Registered Auditors

Grant Thornton UK LLP Chartered Accountants 1 Dorset Street Southampton SO15 2DP

### Bankers

Allied Irish Bank plc Wimbledon Branch The Broadway Wimbledon SW19 1FF

### Stockbrokers

Charles Stanley and Company Limited 25 Luke Street London EC2A 4AR

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF NORTHAMBER PLC

We have audited the financial statements of Northamber plc for the year ended 30 June 2009 which comprise the group and parent balance sheets, the group consolidated income statement, the group and parent company cash flow statements and the group and parent company statements of changes in equity and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

This report is made solely to the company's members, as a body, in accordance with Sections 495, 496 and 497 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 18, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB'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 APB's website at www.frc.org.uk/apb/scope/UKP.

### Opinion on financial statements

In our opinion:

- the financial statements give a true and fair view of the state of the group's and of the parent company's affairs as at 30 June 2009 and of the group's profit for the year then ended;
- the group financial statements have been properly prepared in accordance with IFRS as adopted by the European Union;
- the parent company financial statements have been properly prepared in accordance with IFRS as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006 and, as regards the group financial statements, Article 4 of the IAS Regulation.

### Opinion on other matter prescribed by the Companies Act 2006

- In our opinion:
- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006; and
- the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF NORTHAMBER PLC

### Matters on which we are required to report by exception

We have nothing to report in respect of the following:

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company financial statements and the part of the Directors' Remuneration Report to be audited 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.

### Under the Listing Rules, we are required to review:

- the directors' statement, set out on page 16, in relation to going concern; and
- the part of the Corporate Governance Statement relating to the company's compliance with the nine provisions of the June 2008 Combined Code specified for our review.

Norman Armstrong

Senior Statutory Auditor

for and on behalf of Grant Thornton UK LLP Statutory Auditor, Chartered Accountants

SOUTHAMPTON 24 September 2009.

### CONSOLIDATED INCOME STATEMENT

For the year ended 30 June 2009

|   | Notes | 2009<br>Total<br>£'000 | 2008<br>Total<br>£'000 |
|---|-------|------------------------|------------------------|
| Revenue<br>Cost of sales                  | 3     | 139,275<br>(129,853)   | 179,677<br>(167,801)   |
| Gross profit                              |       | 9,422                  | 11,876                 |
| Distribution cost Administrative expenses |       | (4,919)<br>(4,823)     | (6,283)<br>(5,568)     |
| (Loss)/profit from                        |       |                        |                        |
| operations                                | 4     | (320)                  | 25                     |
| Investment revenue                        | 6     | 367                    | 602                    |
|   |       |                        |                        |
| Profit before tax                         |       | 47                     | 627                    |
| Tax credit/(charge)                       | 7     | 5                      | (222)                  |
| Profit for the year from operations       |       | 52                     | 405                    |
| Total basic earnings per ordinary share   | 9     | 0.18p                  | 1.36p                  |
| Total diluted earnings per ordinary share | 9     | 0.18p                  | 1.36p                  |

### STATEMENT OF CHANGES IN EQUITY

# Consolidated statement of changes in Equity At 30 June 2009

|                                      | Share<br>Capital | Share premium account | Capital redemption reserve | Retained<br>earnings | Total<br>equity |
|--------------------------------------|------------------|-----------------------|----------------------------|----------------------|-----------------|
|                                      | £'000            | £'000                 | £'000                      | £'000                | £'000           |
| Balance at 1 July 2007               | 1,523            | 5,734                 | 264                        | 22,988               | 30,509          |
| Profit for the year                  | -                | -                     | -                          | 405                  | 405             |
| Total recognised income for the year | -                | -                     | •                          | 405                  | 405             |
| Dividends                            | -                | -                     | -                          | (646)                | (646)           |
| Purchase of own shares               | (1,229)          | -                     | 1,229                      | (3,637)              | (3,637)         |
| Transaction costs of purchase        | -                | -                     | -                          | (154)                | (154)           |
| Balance at 30 June 2008              | 294              | 5,734                 | 1,493                      | 18,956               | 26,477          |
| Balance at 1 July 2008               | 294              | 5,734                 | 1,493                      | 18,956               | 26,477          |
| Profit for the year                  | -                | -                     | -                          | 52                   | 52              |
| Total recognised income for the year | <del></del>      | -                     | <del></del>                | 52                   | 52              |
| Dividends                            | -                | -                     | -                          | (465)                | (465)           |
| Purchase of own shares               | (4)              | -                     | 4                          | (113)                | (113)           |
| Transaction costs of purchase        | -                | -                     | -                          | (1)                  | (1)             |
| Balance at 30 June 2009              | 290              | 5,734                 | 1,497                      | 18,429               | 25,950          |

# Statement of changes in Equity – Parent Company At 30 June 2009

|                                      | Share<br>Capital | Share premium account | reserve | Retained<br>earnings | Total<br>equity |
|--------------------------------------|------------------|-----------------------|---------|----------------------|-----------------|
|                                      | £'000            | £'000                 | £'000   | £'000                | £'000           |
| Balance at 1 July 2007               | 1,523            | 5,734                 | 264     | 22,807               | 30,328          |
| Profit for the year                  | -                | -                     | -       | 345                  | 345             |
| Total recognised income for the year |                  |                       | -       | 345                  | 345             |
| Dividends                            | -                | -                     | -       | (646)                | (646)           |
| Purchase of own shares               | (1,229)          | -                     | 1,229   | (3,637)              | (3,637)         |
| Transaction costs                    |                  |                       |         | (154)                | (154)           |
| Balance at 30 June 2008              | 294              | 5,734                 | 1,493   | 18,715               | 26,236          |
| Balance at 1 July 2008               | 294              | 5,734                 | 1,493   | 18,715               | 26,236          |
| Profit for the year                  | -                | -                     | -       | 44                   | 44              |
| Total recognised income for the year | -                | -                     | -       | 44                   | 44              |
| Dividends                            | -                | -                     | -       | (465)                | (465)           |
| Purchase of own shares               | (4)              | -                     | 4       | (113)                | (113)           |
| Transaction costs of purchase        | -                | -                     | -       | (1)                  | (1)             |
| Balance at 30 June 2009              | 290              | 5,734                 | 1,497   | 18,180               | 25,701          |

### BALANCE SHEET OF THE GROUP

At 30 June 2009

|                               | Notes | 2009<br>£'000 | 2008<br>£'000 |
|-------------------------------|-------|---------------|---------------|
| Non current assets            |       |               |               |
| Property, plant and equipment | 10    | 2,968         | 3,267         |
|                               |       |               |               |
| Current assets                |       |               |               |
| Inventories                   | 12    | 7,173         | 10,134        |
| Trade and other receivables   | 13    | 20,112        | 22,978        |
| Cash and cash equivalents     | 14    | 14,124        | 13,308        |
|                               |       | 41,409        | 46,420        |
|                               |       | <del></del>   |               |
| Total assets                  |       | 44,377        | 49,687        |
| Current liabilities           |       | <del></del>   | -             |
| Trade and other payables      | 15    | (18,385)      | (22,952)      |
| Tax liabilities               | 16    | (40)          | (210)         |
|                               |       | (18,425)      | (23,162)      |
|                               |       |               |               |
| Non current liabilities       |       |               |               |
| Deferred tax liabilities      | 17    | (2)           | (48)          |
| Total liabilities             |       | (18,427)      | (23,210)      |
| Net assets                    |       | 25,950        | 26,477        |
| Equity                        |       | <del></del>   |               |
| Share capital                 | 18    | 290           | 294           |
| Share premium account         |       | 5,734         | 5,734         |
| Capital redemption reserve    |       | 1,497         | 1,493         |
| Retained earnings             |       | 18,429        | 18,956        |
| Equity shareholders' funds    |       | 25,950        | 26,477        |

The financial statements on pages 22 to 42 were approved by the board of directors on 24 September 2009 and were signed on its behalf by:

D:M. Phillips Chairman

H.W Matthews Managing Director

### **BALANCE SHEET OF THE COMPANY**

At 30 June 2009

|                               | Notes | 2009<br>£'000 | 2008<br>£'000 |
|-------------------------------|-------|---------------|---------------|
| Non current assets            |       |               |               |
| Property, plant and equipment | 10    | 2,968         | 3,267         |
| Investment in Group companies | 11    | -             | •             |
|                               |       | 2,968         | 3,267         |
| Current assets                |       |               |               |
| Inventories                   | 12    | 7,173         | 10,134        |
| Trade and other receivables   | 13    | 20,112        | 22,736        |
| Cash and cash equivalents     | 14    | 14,124        | 13,308        |
|                               |       | 41,409        | 46,178        |
| Total assets                  |       | 44,377        | 49,445        |
| Current liabilities           |       |               |               |
| Trade and other payables      | 15    | (18,634)      | (22,954)      |
| Tax liabilities               | 16    | (40)          | (207)         |
|                               |       | (18,674)      | (23,161)      |
| Non current liabilities       |       |               |               |
| Deferred tax liabilities      | 17    | (2)           | (48)          |
|                               |       |               |               |
| Total liabilities             |       | (18,676)      | (23,209)      |
| Net assets                    |       | 25,701        | 26,236        |
| Equity                        |       | <del></del>   | <del></del>   |
| Share capital                 | 18    | 290           | 294           |
| Share premium account         |       | 5,734         | 5,734         |
| Capital redemption reserve    |       | 1,497         | 1,493         |
| Retained earnings             |       | 18,180        | 18,715        |
| Equity shareholders' funds    |       | 25,701        | 26,236        |
|                               | 1     |               | <del></del>   |

D.M. Phillips Chairman

H.W. Matthews Managing Director

### STATEMENT OF CASH FLOW GROUP

For the year ended 30 June 2009

|   | 2009<br>£'000 | 2008<br>£'000 |
|---|---------------|---------------|
| Cash inflow from operating activities                                 |               |               |
| Operating (loss)/profit from continuing operations                    | (320)         | 25            |
| Depreciation of property, plant and equipment                         | 369           | 425           |
| (Profit) on disposal of property, plant and equipment                 | (6)           | (10)          |
| Operating profit before changes in working capital                    | 43            | 440           |
| Decrease in inventories   | 2,961         | 1,594         |
| Decrease in trade and other receivables                               | 2,866         | 3,346         |
| (Decrease) in trade and other payables                                | (4,567)       | (2,782)       |
| Cash generated from operations  | 1,303         | 2,598         |
| Interest paid   | -             | -             |
| Income taxes paid   | (211)         | (195)         |
| Net cash from operating activities                                    | 1,092         | 2,403         |
| Cash flows from investing activities                                  |               |               |
| Interest received   | 355           | 567           |
| Proceeds from disposal of property, plant and equipment               | 18            | 14            |
| Purchase of property, plant and equipment                             | (82)          | (134)         |
| Rental income   | 12            | 35            |
| Net cash from investing activities                                    | 303           | 482           |
| Cash flows from financing activities                                  |               |               |
| Purchase of own shares for cancellation                               | (114)         | (3,791)       |
| Dividends paid to equity shareholders                                 | (465)         | (646)         |
| Net cash used in financing activities                                 | (579)         | (4,437)       |
|   | 016           | (1.550)       |
| Net increase/(decrease) in cash and cash equivalents                  | 816           | (1,552)       |
| Cash and cash equivalents at beginning of year                        | 13,308        | 14,860        |
| Cash and cash equivalents at end of year                              | 14,124        | 13,308        |
| Cash and cash equivalents for the purpose of this statement comprise: |               |               |
| Cash and cash equivalents Bank overdrafts                             | 14,124        | 13,308        |
| 2 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 -                               |               |               |
|   | 14,124        | 13,308        |
|   |               |               |

### STATEMENT OF CASH FLOW COMPANY

For the year ended 30 June 2009

|   | 2009<br>£'000 | 2008<br>£'000 |
|---|---------------|---------------|
| Cash inflow from operating activities                                 |               |               |
| Operating loss from continuing operations                             | (328)         | (38)          |
| Depreciation of property, plant and equipment                         | 369           | 425           |
| (Profit) on disposal of property, plant and equipment                 | (6)           | (10)          |
| Operating profit before changes in working capital                    | 35            | 377           |
| Decrease in inventories   | 2,961         | 1,594         |
| Decrease in trade and other receivables                               | 2,624         | 3,407         |
| (Decrease) in trade and other payables                                | _(4,320)      | (2,780)       |
| Cash generated from operations  | 1,300         | 2,598         |
| Interest paid   | -             | -             |
| Income taxes paid   | (208)         | (195)         |
| Net cash from operating activities                                    | 1,092         | 2,403         |
| Cash flows from investing activities                                  |               |               |
| Interest received   | 355           | 567           |
| Proceeds from disposal of property, plant and equipment               | 18            | 14            |
| Purchase of property, plant and equipment                             | (82)          | (134)         |
| Rental income   | 12            | 35            |
| Net cash from investing activities                                    | 303           | 482           |
| Cash flows from financing activities                                  |               |               |
| Purchase of own shares for cancellation                               | (114)         | (3,791)       |
| Dividends paid to equity shareholders                                 | (465)         | (646)         |
| Net cash used in financing activities                                 | (579)         | (4,437)       |
|   |               |               |
| Net increase/(decrease) in cash and cash equivalents                  | 816           | (1,552)       |
| Cash and cash equivalents at beginning of year                        | 13,308        | 14,860        |
| Cash and cash equivalents at end of year                              | 14,124        | 13,308        |
| Cash and cash equivalents for the purpose of this statement comprise: |               |               |
| cash and cash equivalents for the purpose of this statement comprise. |               |               |
| Cash and cash equivalents Bank overdrafts                             | 14,124        | 13,308        |
|   | 14,124        | 13,308        |
|   | 14,124        | 13,308        |
|   |               |               |

### 1. General information

Northamber plc is a company incorporated in the United Kingdom under the Companies Act 2006. The address of the registered office is given in the shareholder information on the inside back cover. The nature of the Group's operations and it's principal activities are set out in the business review and the report of the directors on pages 7 to 11.

### 2. Significant accounting policies

### Basis of accounting

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs). The financial statements have been prepared in accordance with IFRS adopted for use in the European Union and IFRS as issued by the IASB and therefore comply with Article 4 of the EU IAS Regulation.

The financial statements have been prepared on the historical cost basis.

The principal accounting policies adopted are set out below.

### ADOPTION OF NEW AND REVISED STANDARDS

New standards and interpretations currently in issue but not effective for accounting periods commencing on 1 July 2008 are

IAS1 Presentation of Financial Statements (revised 2007) (effective 1 January 2009)

IAS23 Borrowing costs (revised 2007) (effective 1 January 2009)

Amendment to IAS32 Financial Instruments: Presentation and IAS1 Presentation of Financial Statements – Puttable Financial Instruments and Obligations arising on Liquidation (effective 1 January 2009)

IAS27 Consolidated and Separate Financial Statements (revised 2008) (effective 1 July 2009) Amendment to IFRS2 Share based Payment – Vesting Conditions and Cancellations (effective 1 January 2009)

Amendments to IFRS 1 First-time Adoption of International Financial Reporting Standards and IAS 27 Consolidated and Separate Financial Statements – Costs of Investment in a Subsidiary, Jointly Controlled Entity or Associate (effective 1 January 2009)

Amendment to IAS 39 Financial Instruments: Recognition and Measurement – Eligible Hedged Items (effective 1 July 2009)

Group Cash-settled Share-based Payment Transactions – Amendment to IFRS 2 (effective 1 January 2010)

Amendment to IFRS 7 Financial Instruments: Disclosures – Improving Disclosures About Financial Instruments (effective 1 January 2009)

Improvements to IFRSs 2008 (effective 1 January 2009 other than certain amendments effective 1 July 2009)

Improvements to IFRSs 2009 (various effective dates, earliest of which is 1 July 2009, but mostly 2010)

IFRS 3 Business Combinations (revised 2008) (effective 1 July 2009)

IFRS 8 Operating Segments (effective 1 January 2009)

IFRIC 15 Agreements for the Construction of Real Estate (effective 1 January 2009)

IFRIC 16 Hedges of a Net Investment in a Foreign Operation (effective 1 October 2008)

IFRIC 17 Distributions of Non-cash Assets to Owners (effectie 1 July 2009)

IFRIC 18 Transfers of Assets from Customers (effective prospectively for transfers on or after 1 July 2009)

The Directors anticipate that the adoption of these standards and interpretations in future periods will have no material impact on the financial statements of the Group. However the adoption of IFRS 8: Operating Segments and IAS 1 (Revised): Presentation of Financial Statements are likely to have an impact on the disclosures to be made in the financial statements presented for the interim period ending 31 December 2009 and the year ending 30 June 2010.

### Key sources and estimation uncertainty and critical accounting judgements Estimation uncertainty

**Provisions** 

Within the group there are a number of short term provisions. The carrying value of these provisions is based on the director's assessment of the recoverability of debts and the net realisable value of inventory,

### Critical accounting judgements

The directors consider that there are no critical accountingjudgements which need to be applied in the preparation of the financial statements.

### Basis of consolidation

The consolidated financial statements incorporate the financial statements of the company and entities controlled by the Company (its subsidiaries) made up to 30 June each year. Control is achieved where the company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities. All intra group transaction, balances, income and expenses are eliminated on consolidation, as are any unrealised intra-group profits and losses.

### Company profit and loss account

As permitted by section 408 of the Companies Act 2006, the profit and loss account of the company has not been included as part of these accounts. The company's profit for the financial year amounted to £44,000 (2008: £345,000).

### Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods and services provided in the normal course of business, net of discounts, VAT and other sales related taxes.

Sales of goods are recognised when goods are delivered and title has passed.

Rental income is recognised on a time accrued basis.

Interest income is accrued on a time basis in accordance with the effective interest rate method.

### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

### The group as lessee

Rentals payable under operating leases are charged to income on a straight line basis over the term of the relevant lease.

Benefits received and receivable as an incentive to enter into an operating lease are also spread on a straight line basis over the lease term.

### Foreign currencies

Transaction in currencies other than pounds sterling, the entities functional currency, are recorded at the rates of exchange prevailing on the date of the transactions. At each balance sheet date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the balance sheet date. Non monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing when the fair value was determined. Gains and losses arising on retranslation are included in net profit or loss for the period, except for exchange differences arising on non monetary assets and liabilities where the changes in fair value are recognised directly in equity. Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are included in profit or loss for the period.

### **Borrowing costs**

All borrowing costs are recognised in profit or loss in the period in which they are incurred.

### NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 30 JUNE 2009

### Profit from operations

Profit from operations is stated before investment income and finance costs.

### Retirement benefit costs

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due. The group has no defined benefit retirement schemes.

### **Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on the taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The group's liability for current tax is calculated using tax rates that have been enacted, or substantially enacted, by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary differences arise from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax balances have not been discounted

### Property, plant and equipment

Land and buildings held for use in the production or supply of goods and services, or for administrative purposes, are stated in the balance sheet at cost less accumulated depreciation and impairment losses.

Fixtures and equipment are stated at cost less accumulated depreciation and any recognised impairment loss.

Depreciation is charged so as to write off the cost or valuation of assets, other than land, over their estimated useful lives, using the straight line method, on the following bases:

Land and Buildings:

Freehold premises 4% on buildings

Short leasehold improvements period of lease or 25% straight line

Long leasehold premises 2% straight line

Plant and equipment 25% straight line

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in income. Material residual value estimates are updated as required, but at least annually.

### Impairment of tangible assets

At each balance sheet date, the group reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the group estimates the recoverable amount of the cash generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash generating unit) is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash generating unit) in prior years. A reversal of an impairment loss is recognised as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

### Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is on the FIFO basis and comprises direct materials, and where applicable, direct labour costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Net realisable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

Cost of inventories is based on original cost as amended by credits subsequently received or agreed with suppliers in respect of specific products. The provision for obsolete and slow moving stock is determined by frequent and regular reviews of stock, its ageing and rate of sale, provisions are made which enable such obsolete stock as not returned to suppliers and slow moving stock to be sold at no loss. Costs of ordinarily interchangeable items are assigned using the first in, first out cost formula.

### **Investments**

Investment in subsidiaries is held at cost less any provision for impairment.

### Financial instruments

Financial assets are classified as loans and receivables. The designation of financial assets is re-evaluated at every reporting date at which a choice of classification or accounting treatment is available.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Trade receivables are classified as loans and receivables. Loans and receivables are initially recognised at fair value plus transaction costs. Loans and receivables are measured subsequent to initial recognition at amortised cost using the effective interest method, less provision for impairment. Any change in their value through impairment or reversal of impairment is recognised in the income statement.

Provision against trade receivables is made when there is objective evidence that the group will not be able to collect all amounts due to it in accordance with the original terms of those receivables. The amount of the write-down is determined as the difference between the asset's carrying amount and the present value of estimated future cash flows.

An assessment for impairment is undertaken at least at each balance sheet date.

A financial asset is derecognised only where the contractual rights to the cash flows from the asset expire or the financial asset is transferred and that transfer qualifies for derecognition. A financial asset is transferred if the contractual rights to receive the cash flows of the asset have been transferred or the group retains the contractual rights to receive the cash flows of the asset but assumes a contractual obligation to pay the cash flows to one or more recipients. A financial asset that is transferred qualifies for derecognition if the group transfers substantially all the risks and rewards of ownership of the asset, or if the group neither retains nor transfers substantially all the risks and rewards of ownership but does transfer control of that asset.

### Financial liabilities

Financial liabilities are obligations to pay cash or other financial assets and are recognised when the group becomes a party to the contractual provisions of the instrument. Financial liabilities are initially recognised at fair value plus transaction costs. Financial liabilities subsequent to initial recognition are recorded at amortised cost using the effective interest method, with interest related charges recognised as an expense in finance charges in the income statement. Finance charges, including premiums payable on settlement or redemption and direct issue costs, are charged to the income statement on an accruals basis using effective interest method and are added to the carrying amount of the instrument to the extent that they are not settled in the period in which they arise.

A financial liability is derecognised only when the obligation is extinguished, that is, when the obligation is discharged or cancelled or expires.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, demand deposits and highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value.

### NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 30 JUNE 2009

### **Equity**

Equity comprises the following:

Share Capital – represents the nominal value of equity shares.

Share Premium – represents the excess over nominal value of the fair value of consideration received for equity shares, net of expenses of the share issue.

Capital Redemption Reserve – represents the nominal value of shares which have been redeemed and cancelled

Retained Earnings - represents retained earnings

The transaction costs of an equity tansaction are accounted for as a deduction from equity (net of any related income tax benefit) to the extent that they are incremental costs directly attributable to the equity transaction that otherwise would have been avoided. The costs of an equity transaction that is abandoned are recognised as an expense.

### Capital management

The group manages its equity as capital. Equity comprises the items detailed within the principal accounting policy for equity and financial details can be found in the group consolidated balance sheet. The group adheres to the capital maintenance requirements set out in the Companies Act.

### Going Concern basis

The going concern basis of preparing the financial statements had been adopted as in the view of the directors, as set out in the notes on Corporate Governance, the group has adequate resources to continue in operational existence for the foreseeable future.

### 3. Turnover and profit on ordinary activities before taxation

The group only has one business segment and operates out of one geographic segment, the UK.

### 4. Profit from operations

Group operating profit is stated after (crediting)/ charging:

| 2009  | 2008   |
|-------|--|
| £'000 | £,000  |
| (275) | (179)  |
| 369   | 425  |
| 30    | 9  |
| (6)   | (10)   |
| 639   | 650  |
| 6,104 | 6,846  |
| 39    | 40   |
|       | £'000<br>(275)<br>369<br>30<br>(6)<br>639<br>6,104 |

### 5. Staff costs

### Group and Company

The average monthly number of persons (including executive directors) employed by the group during the year was:

|                | 2009        | 2008   |
|----------------|-------------|--------|
|                | Number      | Number |
| Sales          | 44          | 55     |
| Administration | 68          | 70     |
| Warehouse      | 46          | 57     |
| Engineering    | 7           | 8      |
|                | 165         | 190    |
|                | <del></del> |        |

|   | 2009  | 2008  |
|---|-------|-------|
| Their aggregate renumeration comprised: | £'000 | £'000 |
| Staff costs:                            |       |       |
| Wages and salaries                      | 5,351 | 5,981 |
| Social security costs                   | 565   | 665   |
| Other pension costs                     | 188   | 200   |
|   | 6,104 | 6,846 |
|   |       |       |

Included in the above is director's remuneration of £321,000 (2008: £336,000) Full details of directors' remuneration are set out in the report to the shareholders by the board on directors' remuneration on page 14. The group has identified the key management personnel as the executive directors and all their remuneration received amounts to short-term employment benefits.

|                           | 2009  | 2008  |
|---------------------------|-------|-------|
| 6. Investment revenue     | £'000 | £'000 |
| Rental income             | 12    | 35    |
| Bank interest receivable  | 351   | 567   |
| Other interest receivable | 4     | -     |
|                           | 367   | 602   |
|                           |       |       |

| 7. Tax on profit on ordinary activities | Group and Company |       |
|---|-------------------|-------|
|   | 2009              | 2008  |
|   | £'000             | £'000 |
| Current taxation                        |                   |       |
| UK corporation tax: charge for the year | 47                | 239   |
| Adjustment in respect of prior periods  | (7)               | -     |
| Deferred tax                            |                   |       |
| (Credit) for the year                   | (45)              | (17)  |
|   |                   |       |
|   | (5)               | 222   |
|   | ***               |       |

The charge for the year can be reconciled to the profit per the income statement as follows:

|  | 2009<br>£'000 | 2008<br>£'000 |
|--|---------------|---------------|
| Profit on ordinary activities before tax                 | 47            | 627           |
| Tax at the UK corporation tax rate of 21% average (2008) | 3:29.5%) 10   | 185           |
| Expenses not deductible for tax purposes                 | 39            | 89            |
| Effect of corporation tax rate change                    | -             | (1)           |
| Adjustment in respect of prior periods                   | (54)          | (51)          |
| Total actual amount of (credit)/charge for the year      | (5)           | 222           |
|  |               | <del></del>   |

### 8. Dividends

Amounts recognised as distribution to equity holders in the period:

|  | 2009         |       | 200          | 8     |
|--|--------------|-------|--------------|-------|
|  | Pence<br>Per |       | Pence<br>per |       |
| Dividends paid in year                         | share        | £'000 | share        | £'000 |
| Final – for year ended 30 June 2008            | 1.00         | 291   | 1.00         | 294   |
| Interim - for year ended 30 June 2009          | 0.60         | 174   | 1.20         | 352   |
|  | 1.60         | 465   | 2.20         | 646   |
|  |              |       |              | ====  |
| Proposed final for the year ended 30 June 2009 | 1.0          | 290   | 1.00         | 294   |
|  |              |       |              | ====  |

The proposed final dividend is subject to approval at the Annual General Meeting and has not been included as a liability in these financial statements.

### 9. Earnings per ordinary share

The calculation of the basic and diluted earnings per share is based on the following data:

| Earnings for the purpose of basic earnings per share being net profit attributable to equity holders of the | 2009<br>£'000 | 2008<br>£'000 |
|---|---------------|---------------|
| parent company  |               | 405           |
| Earnings for the purpose of diluted earnings per share  | 52            | 405<br>====   |
|   | 2009          | 2008          |
| Number of shares Weighted average number of ordinary shares   | Number        | Number        |
| For the purpose of basic earnings per share   | 29,171,182    | 29,809,125    |
| Share options   |               | -             |
| Weighted average number of ordinary shares<br>For the purpose of diluted earnings per share                 | 29,171,182    | 30,458,100    |

Basic earnings per share is calculated by dividing the earnings attributable to ordinary shareholders by the weighted average number of ordinary shares in issue during the year. For diluted earnings per share the weighted average number of shares is adjusted on the assumption that all potential conversion of shares have been so converted.

### 10. Property, plant and equipment

| 10. Property, plant and equipment   |                                       |  |   |
|---|---------------------------------------|--|---|
| Group and Company   | Land and<br>Buildings<br>£'000        | Plant and<br>Equipment<br>£'000                                      | Total<br>£'000  |
| Cost  |                                       |  |   |
| At 1 July 2008  | 4,303                                 | 2,022  | 6,325   |
| Additions   | -                                     | 82   | 82  |
| Disposals   | <del>-</del>                          | (236)  | (236)   |
| At 30 June 2009   | 4,303                                 | 1,868  | 6,171   |
| Depreciation  |                                       |  |   |
| At 1 July 2008  | 1,435                                 | 1,623  | 3,058   |
| Depreciation charge for the year  | 167                                   | 202  | 369   |
| Disposals   | •                                     | (224)  | _(224)  |
| At 30 June 2009   | 1,602                                 | 1,601  | 3,203   |
| Net book value at 30 June 2009  | 2,701                                 | 267<br>  | 2,968   |
|   |                                       |  |   |
| Group and Company   | Land and<br>Buildings<br>£'000        | Plant and<br>Equipment<br>£'000                                      | Total<br>£'000  |
| Group and Company Cost  |                                       |  | Total<br>£'000  |
|   | Buildings                             | Equipment  |   |
| Cost At 1 July 2007 Additions   | Buildings<br>£'000                    | Equipment £'000  2,175 134   | £'000<br>6,478<br>134                                   |
| Cost<br>At 1 July 2007  | Buildings<br>£'000                    | Equipment £'000  | £'000<br>6,478  |
| Cost At 1 July 2007 Additions   | Buildings<br>£'000                    | Equipment £'000  2,175 134   | £'000<br>6,478<br>134                                   |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008   | Buildings<br>£'000<br>4,303<br>-<br>- | Equipment £'000  2,175 134 (287)                                     | £'000<br>6,478<br>134<br>(287)                          |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008  Depreciation   | ### Buildings  ### \$2,000    4,303   | Equipment £'000  2,175 134 (287) 2,022                               | £'000<br>6,478<br>134<br>(287)<br>6,325                 |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008  Depreciation At 1 July 2007  | ### Buildings  ### £***  4,303        | Equipment<br>£'000<br>2,175<br>134<br>(287)<br>2,022                 | £'000<br>6,478<br>134<br>(287)<br>6,325                 |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008  Depreciation   | ### Buildings  ### \$2,000    4,303   | Equipment<br>£'000<br>2,175<br>134<br>(287)<br>2,022<br>1,653<br>253 | £'000<br>6,478<br>134<br>(287)<br>6,325<br>2,916<br>425 |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008  Depreciation At 1 July 2007 Depreciation charge for the year Disposals | ### Buildings  ### \$2000  4,303      | Equipment £'000  2,175 134 (287) 2,022  1,653 253 (283)              | 6,478<br>134<br>(287)<br>6,325<br>2,916<br>425<br>(283) |
| Cost At 1 July 2007 Additions Disposals At 30 June 2008  Depreciation At 1 July 2007 Depreciation charge for the year           | ### Buildings  ### \$2000  4,303      | Equipment<br>£'000<br>2,175<br>134<br>(287)<br>2,022<br>1,653<br>253 | £'000<br>6,478<br>134<br>(287)<br>6,325<br>2,916<br>425 |

### 11. Investment in group companies

During the year Northamber plc had one significant trading subsidiary, Solution Technology Limited, which is incorporated in Great Britain, is wholly owned and distributed computer software and computer peripherals allied to its computer graphics software. Solution Technology ceased to trade with effect from 1st October 2008. All other subsidiaries are non-trading or dormant.

|                           | 2009<br>£'000 | 2008<br>£'000 |
|---------------------------|---------------|---------------|
| Shares in group companies |               |               |
| At cost                   | 32            | 32            |
| Provision for impairment  | (32)          | (32)          |
|                           |               |               |
|                           | -             | -             |
|                           |               |               |

The company has one operating subsidiary, Solution Technology Limited a company incorporated in England and wholly owned, and the following dormant subsidiaries:

|   | 9                        |         |
|---|--------------------------|---------|
| Name                                    | Country of Incorporation | % owned |
| Complex I.T. Limited                    | England                  | 100     |
| C.T.I. Distribution Limited             | England                  | 100     |
| Maganet Limited                         | England                  | 50      |
| NV3 Limited                             | England                  | 100     |
| Peripherals Distribution Limited        | England                  | 99      |
| Solution Point Limited                  | England                  | 99      |
| The London Photocopying Company Limited | d England                | 100     |
| Thripple-Thrift Limited                 | England                  | 100     |
| Xitan Limited                           | England                  | 100     |

### 12. Inventories

|                  | Group        | Company      |
|------------------|--------------|--------------|
|                  | 2009 2008    | 2009 2008    |
|                  | £'000 £'000  | £'000 £'000  |
| Goods for resale | 7,173 10,134 | 7,173 10,134 |
|                  | ==== ====    | ==========   |

Cost of sales include £129,292,000 (2008: £166,977,000) inventory expensed in the year's income statement. In the opinion of the directors the fair value of inventories held at 30 June 2009 against which provision has been made was £1,384,545 net of the provision. (2008: £2,080,000).

### 13. Trade and other receivables

|  | Group                                   | Company                                 |  |
|--|---|---|--|
|  | 2009 2008                               | 2009 2008                               |  |
|  | £'000 £'000                             | £'000 £'000                             |  |
| Trade receivables                            | 20,187 22,874                           | 20,187 22,632                           |  |
| Less provision for impairment of receivables | (405) (342)                             | (405) (342)                             |  |
| Net receivables                              | $\overline{19,782}$ $\overline{22,532}$ | $\overline{19,782}$ $\overline{22,290}$ |  |
| Other receivables                            | 5 87                                    | 5 87                                    |  |
| Prepayments                                  | 325 359                                 | 325 359                                 |  |
|  | 20,112 22,978                           | 20,112 22,736                           |  |
|  | <del></del>                             | =======                                 |  |

An allowance has been made for estimated irrecoverable amounts from the sale of goods of £405,000 (2008: £342,000). The allowance has been determined by assessing each individual debtor as well as making assessments based on past experience and knowledge of the customers and the prevailing economic conditions.

The group is exposed to credit risk on its trade and other receivables due to the credit terms offered to its customers, this risk is managed as set out in the accounting policy notes (Note 2). In the opinion of the directors there is no particular credit risk in any one customer. It is confirmed that the fair value of trade receivables is not materially different from the carrying value. Trade receivables are not interest bearing.

The average days credit is 46 days (2008: 39 days). The company uses a rigorous and detailed assessment of each prospective customer before supplying goods up to a pre determined credit level, and customers are regularly re- assessed to determine current levels of credit limits. The group carries credit insurance in respect of a proportion of its total trade receivables.

In the opinion of the directors the provision made for bad debts, as shown below, is appropriate and that no further provision is required. In the opinion of the directors the fair value of the trade receivables are not materially different from the amounts disclosed.

### Trade receivables older than credit terms

Aging of past due but not impaired receivables is as follows

| Aging of past due but not impaired receivables is as in | As at              | 30 June<br>2009  | As at 30            |             |             |
|---|--------------------|------------------|---------------------|-------------|-------------|
|   |                    | Company<br>£'000 | Group<br>£'000      |             | -           |
| 30 - 60 days past due                                   | 187                | 187              | 296                 | 296         |             |
| 60 – 90 days past due                                   | 12                 | 12               | 254                 | 254         |             |
| 90+ days past due                                       | -                  | -                | 160                 | 160         |             |
|   |                    |                  |                     |             |             |
| Total   | 199                | 199              | 710                 | 710         |             |
| Trade and other receivables allowance for doubtfu       | ul dabte           |                  | <del></del>         |             | =           |
| Trade and other receivables anowance for doubtie        |                    | 30 June          | As at 30            | June        |             |
|   |                    | 2009             |                     | 008         |             |
|   |                    | Company          | Group               |             | any         |
|   | £'000              | £'000            | £'000               | £'000       |             |
| Balance at beginning of period                          | 342                | 342              | 567                 | 5           | 67          |
| Amounts written off as uncollectable                    | (168)              | (168)            | (544)               | (54         | 44)         |
| Potential impairment recognised                         | 231                | 231              | 319                 | 3           | 319         |
| Balance at end of period                                | 405                | 405              | 342                 |             | 342         |
| balance at end of period                                | ===                | <del></del>      | J42<br>====         | _           |             |
| Aging of potentially impaired receivables is as follow  | rs:                |                  |                     |             |             |
| 60 – 75 days  | 160                | 160              | 14                  | 1           | 14          |
| 75 – 90 days  | 166                | 166              | 44                  | 1           | 44          |
| 90+ days  | 79                 | 79               | 284                 | 1           | 284         |
|   |                    |                  |                     |             |             |
| Total   | 405                | 405              | 342                 |             | 342         |
| 14. Cash and cash equivalents                           | ===                | <del></del>      |                     | =           |             |
| 14. Cash and cash equivalents                           | Gra                | nun              |                     | Com         | nanv        |
|   | Group<br>2009 2008 |                  | Company<br>2009 200 |             | 2008        |
|   | £,000              | £'000            |                     | £'000       | £'000       |
| Bank balances and cash in hand                          | 14,124             | 13,308           | 1                   | 14,124      | 13,308      |
| Cash and cash equivalents in statement of cash flows    | 14,124             | 13,308           | 1                   | 14,124      | 13,308      |
| 15. Trade and other payables                            |                    |                  | •                   | <del></del> | <del></del> |
| • •   | Gro                | up               |                     | Com         | pany        |
|   | 2009               | 2008             |                     | 2009        | 2008        |
|   | £'000              | £'000            |                     | £'000       | £'000       |
| Trade payables  | 17,336             | 20,748           | 1                   | 17,336      | 20,748      |
| Amount owed to group companies                          | · -                | ´ -              |                     | 249         | 2           |
| Other payables  | 114                | 117              |                     | 114         | 117         |
| VAT   | 18                 | 1,163            |                     | 18          | 1,163       |
| Other tax and social security                           | 150                | 175              |                     | 150         | 175         |
| Accruals and deferred income                            | 767                | 749              |                     | 767         | 749         |
|   | 10.205             | 22.052           | -                   | 10 634      | 72.054      |
|   | 18,383             | 22,952           | •                   | 18,634      | 22,954      |
|   |                    | ====             |                     |             |             |

The financial liabilities shown above are those which were outstanding at 30 June 2009. The average credit period taken for trade payables is 41 days (2008 37days).

The directors consider that the fair values of trade and other payables are not materially different from those disclosed above. Trade payables are not interest bearing.

The liquidity in trade and other payables is managed by the group through the management of its cash resources as referred to in the Operations Report, to ensure that for all practical purposes creditors are paid in accordance with the credit terms agreed with the suppliers.

### 16. Tax liabilities

|                 | Gro           | oup           | Comp          | any           |
|-----------------|---------------|---------------|---------------|---------------|
|                 | 2009<br>£'000 | 2008<br>£'000 | 2009<br>£'000 | 2008<br>£'000 |
| Corporation tax | (40)          | (210)         | (40)          | (207)         |
|                 |               |               |               |               |

# 17. Deferred tax liabilities Group and Company

The following are the major deferred tax liabilities and assets recognised and movements thereon during the current and prior reporting period.

|                    | Capital Allowances in excess of depreciation |
|--------------------|--|
| At 1 July 2007     | 64   |
| (Credit) to income | (16)   |
| At 1 July 2008     | 48   |
| (Credit) to income | (46)   |
| As 30 June 2009    | 2  |

No tax assets have been offset.

| 18. Share capital                        |             |             |
|--|-------------|-------------|
| -  | Number      | £'000       |
| Authorised                               |             |             |
| As at 1 July 2007                        |             |             |
| Ordinary shares of 5p each               | 40,000,000  | 2,000       |
| Converted during the year to             |             |             |
| 30 June 2008 into                        |             |             |
| C shares of 4p each, and                 | 40,000,000  | 1,600       |
| Ordinary shares of 1p each               | 40,000,000  | 400         |
|  |             | •           |
| At at 30 June 2008 and 2009              | 80,000,000  | 2,000       |
| Issued and fully paid                    | <del></del> | <del></del> |
| At 1 July 2007                           |             |             |
| Ordinary shares of 5p each               | 30,458,100  | 1,523       |
| Ordinary shares of 5p purchased          |             |             |
| for cancellation in year to 30 June 2008 | (1,075,000) | (54)        |
| Leaving Ordinary shares of 5p each       | 29,383,100  | 1,469       |
| - · · · •                                |             |             |

|  | Number       | £'000   |
|--|--------------|---------|
| These shares were then split into        |              |         |
| C shares of 4p each                      | 29,383,100   | 1,175   |
| All of which were bought and cancelled   | (29,383,100) | (1,175) |
|  |              |         |
| Leaving issued C shares                  | -            | -       |
| And                                      |              |         |
| Ordinary shares of 1p each               | 29,383,100   | 294     |
| All of which were held at 30 June 2008   |              |         |
| Ordinary shares of 1p each bought        |              |         |
| for cancellation in year to 30 June 2009 | 350,000      | 4       |
|  |              |         |
| At 30 June 2009                          | 29,033,100   | 290     |
|  |              |         |

The company has one class of ordinary shares which carry no right to fixed income.

### Capital redemption reserve

The capital redemption reserve relates to the cancellation of the company's own shares.

### Share Premium account

The share premium account relates to the excess of the issue price of shares over its nominal value.

### Profit and loss account

The profit and loss account relates to the accumulated retained profit of the company and of the group respectively.

### 19. Capital commitments

There were no capital commitments at 30 June 2009 (2008: £nil).

### 20. Operating lease arrangements

| The group as lessee   | 2009<br>£'000 | 2008<br>£'000 |
|---|---------------|---------------|
| Minimum lease payments under operating leases recognised in income for the year | 639           | 650           |
|   |               |               |

At 30 June 2009 the group had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

|                            | 2009  | 2008  |
|----------------------------|-------|-------|
|                            | £'000 | £'000 |
| One year                   | 600   | 650   |
| Between one and five years | 2,550 | 2,525 |
| Over five years            | •     | 150   |
|                            | 3,150 | 3,325 |

Operating lease payments represent rentals payable by the group for its warehouse and car parking premises. Leases are negotiated for an average term of 15 years and rentals are fixed for an average of 5 years.

### The group as lessor

Property rental income earned during the year was £12,000 (2008: £35,000).

#### 21. Guarantees

On 1 November 1994 Northamber plc and its subsidiary companies entered into an unlimited cross guarantee and debenture arrangement with the group's bankers, Allied Irish Bank plc.

The above guarantee is secured by a legal mortgage on the company's leasehold and freehold properties, a fixed charge on all book debts and a floating charge over all other assets. As at 30 June 2009 the aggregate of overdrafts relating to these companies was £nil (2008: £nil). The fair value of the guarantee given by Northamber plc in respect of its subsidiaries is £nil at both 30 June 2008 and at 30 June 2009.

In the ordinary course of business the company has given a guarantee to H.M. Revenue & Customs in respect of deferred value added tax and duty.

### 22. Related party transactions

Mr D. M. Phillips is the ultimate controlling party of the company.

During the year the company paid £47,304 as salary and £8,278 as benefit to the company payroll and personnel manager Samantha Matthews, the wife of the managing director Mr H. Matthews. In the directors' opinion the payments are at an arms length basis.

### 23. Post balance sheet events

There were no post balance sheet events which materially affect the results for the year to 30 June 2009.

### 24. Contingent liabilities

During the year to 30 June 2007 the group granted a 175 year lease for an enterprise zone investment property in Arbroath.

The Group retains the freehold interest, which has a negligible value, and a contingent liability of £702,000 exists in respect of the clawback of enterprise zone tax allowances which will only occur if the retained freehold interest is disposed of before 2017. The directors believe that any realisation of this liability has an extremely low level of probability.

### 25. Financial instruments exposure

The interest rate exposure of the financial assets and liabilities of the group as at 30 June 2009 is shown in the table below. The table includes trade receivables and payables as these do not attract interest and are therefore subject to fair value interest rate risk.

Note 13 above refers to further matters relating to credit risk as does the Business and Financial Review under the heading of Financial Risk Management.

### Group and Company

|                                  | Floating<br>£'000 | Zero<br>£'000 | Total<br>£'000 |
|----------------------------------|-------------------|---------------|----------------|
| Financial assets                 |                   |               |                |
| Cash and cash equivalents:       |                   |               |                |
| Sterling                         | 13,892            | -             | 13,892         |
| US Dollars (Sterling equivalent) | 75                | -             | 75             |
| Euros (Sterling equivalent)      | 157               | -             | 157            |
| Trade and other receivables      | -                 | 19,787        | 19,787         |
| Total                            | 14,124            | 19.787        | 33,911         |
|                                  |                   |               |                |

|                                 | Floating | Zero   | Total  |
|---------------------------------|----------|--------|--------|
| Group                           | £'000    | £'000  | £'000  |
| Financial liabilities           |          |        |        |
| Trade payables:                 |          |        |        |
| Sterling                        | -        | 15,935 | 15,935 |
| US Dollar (Sterling equivalent) | -        | 1,172  | 1,172  |
| Euros (Sterling equivalent)     | -        | 229    | 229    |
| Other payables                  | -        | 282    | 282    |
|                                 |          |        |        |
| Total                           | -        | 17,618 | 17,618 |
|                                 |          |        |        |
| Company                         |          |        |        |
| Financial liabilities           |          |        |        |
| Trade payables:                 |          |        |        |
| Sterling                        | -        | 15,935 | 15,935 |
| US Dollar (Sterling equivalent) | -        | 1,172  | 1,172  |
| Euros (Sterling equivalent)     | -        | 229    | 229    |
| Other payables                  | -        | 531    | 531    |
|                                 |          |        |        |
| Total                           | -        | 17,867 | 17,867 |
|                                 |          |        |        |

The group has access to an overdraft facility of £5 million.

The average effective interest rate on bank overdrafts approximates to 0% (2008: 0.0%) per annum. The directors estimate that an increase or decrease in annual average interest rates of 0.5% would increase/decrease profit before tax by approximately £50,000.

### Type of Financial Instrument

All financial assets are classified as loans and receivables and all financial liabilities are held at amortised cost.

### Maturity of Financial Instruments

All financial liabilities are classified as current and are therefore due within 60 days.

### NOTICE OF MEETING

Notice is hereby given that the Annual General Meeting of Northamber plc will be held at 23 Davis Road, Chessington, Surrey KT9 1HS on 10 November 2009 at 12 noon for the following purposes:-

- 1. To receive and adopt the company's accounts for the year ended 30 June 2009 and the directors' and auditors' reports thereon.
- 2. To propose the following ordinary resolution: That the directors remuneration report for the year ended 30 June 2009 be received and approved.
- 3. To declare a dividend on the ordinary shares of the company.
- 4. Re-elect A.L. Caplin as a director.
- 5. Re-elect R. Heath as a director.
- 6. Re-elect H. W. Matthews as a director.
- To re-appoint Grant Thornton UK as auditors and to authorise the directors to fix their remuneration.

### ORDINARY RESOLUTION

- 8 (1) THAT, the directors be generally and unconditionally authorised to allot equity securities (as defined by Section 560 of the Companies Act 2006 ("the Act"), up to an aggregate nominal amount of £193,554 (such amount to be reduced by the nominal amount of any Relevant Securities allotted under paragraph 8.2 below) in connection with an offer by way of a rights issue:
  - (a) to holders of ordinary shares in proportion (as nearly as may be practicable) to their respective holdings; and
  - (b) to holders of other equity securities as required by the rights of those securities or as the directors otherwise consider necessary,

but subject to such exclusions or other arrangements as the board may deem necessary or expedient in relation to treasury shares, fractional entitlements, record dates, legal or practical problems in or under the laws of any territory or the requirements of any regulatory body or stock exchange; and

### SPECIAL RESOLUTIONS

- 8 (2) THAT, in any other case, up to an aggregate nominal amount of £96,777 (such amount to be reduced by the nominal amount of any equity securities allotted under paragraph 8.1 above in excess of £96,777 provided that this authority shall, unless renewed, varied or revoked by the company, expire on the 10 February 2011 or, if earlier, the date of the next Annual General Meeting of the company save that the company may, before such expiry, make offers or agreements which would or might require equity securities to be allotted and the directors may allot equity securities in pursuance of such offer or agreement notwithstanding that he authority conferred by this resolution has expired.:-
- 8 (3) THAT the company be and is hereby unconditionally and generally authorised to make market purchases (within the meaning of Section 693(4) of the Companies Act 2006 of ordinary shares of 1p in the capital of the company, provided that:
  - (a) the maximum number of shares hereby authorised to be acquired is 2,903,310 representing 10 per cent of the present issued share capital;
  - (b) the minimum price which may be paid for such shares is 1p per share (exclusive of all expenses);
  - (c) the maximum price which may be paid for such shares is, in respect of a share contracted to be purchased on any day, an amount (exclusive of expenses) equal to 105 per cent of the average middle market quotations of the ordinary shares of the company as derived from the Daily Official List of The London Stock Exchange on the 10 dealing days immediately preceding the day on which the shares are contracted to be purchased;

### **NOTICE OF MEETING (Continued)**

- (d) the authority hereby conferred shall (subject to sub-clause (e) below) expire on the date of the next Annual General Meeting of the company after the passing of this resolution; and
- (e) the company may make a contract to purchase its own shares under the authority hereby conferred prior to the expiry of such authority which will, or may be, executed wholly or partly after the expiry of such authority, and may make a purchase of its own shares in pursuance of any such contracts.

By Order of the Board

S. Yoganathan ACMA, Secretary

Registered office: 23 Davis Road, Chessington, Surrey, KT9 1HS

### Notes:

- (1) A member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and, on a poll, vote instead of him or her. A proxy need not be a member of the company. Completion and return of a form of proxy will not prevent a member from attending and voting at the meeting.
- (2) The instrument appointing a proxy and the power of attorney (if any) under which it is signed must be deposited at the offices of the registrars of the company, not less than forty-eight hours before the time of the meeting.
- (3) There will be available for inspection at the registered office of the company during normal business hours from the date of this Notice until the date of the Annual General Meeting and, at the place of the Annual General Meeting, from at least fifteen minutes prior to and until the conclusion of the Annual General Meeting:
  - (a) copies of the executive directors' service agreements with the company; and
  - (b) the Register of Directors' Interests.