# McLaren Automotive Limited

Directors' report and financial statements Registered number 01967717 31 December 2006

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# Officers and professional advisers

**Directors** R Dennis

A Myers

A Ojjeh (Saudi Arabian) A Sheriff (American) D Vitoux (Swiss)

T Weber

Secretary T Murnane

Registered office McLaren Technology Centre

Chertsey Road Woking Surrey GU21 4YH

Auditors KPMG LLP
1 Forest Gate
Brighton Road

Crawley RH11 9PT

# **Directors** report

#### **Enhanced Business Review**

The principal activity of the company is the design, development and manufacture of high performance sports cars. The primary product is the Mercedes SLR McLaren for which the sole customer is DaimlerChrysler.

The directors consider turnover, profit before tax and cash flow to be the principal KPIs to assess progress towards achieving the company's strategies over the medium term and performance against these measures is reviewed regularly

Overall turnover has fallen from £111m to £80m largely as a result of falling orders for the SLR (2005 650 units, 2006 261 units) However, Engineering project revenues have increased by £5m to £21m following successful programme approval for the Mercedes SLR McLaren 722 Edition and subsequent projects Engineering revenues now make up 28% of total turnover (2005 14%) and demonstrate that the company is able to maintain sources of revenue other than car production

In the year, the company made a profit before tax of £8 97m, representing a net profit margin of 11 2% Despite a fall in turnover, this compares favourably to the net profit margin of 10 6% (£11 83m) achieved in 2005 and is attributed to improvements in overhead cost control and strong performance within Engineering and F1 Customer Care programmes

The company also generated positive cash flows during the year which were enhanced through a continuing focus on optimisation of working capital and a critical review of all capital expenditure

In 2007 the company expects to build a similar number of vehicles to that built in 2006 and will continue with its Engineering programmes, both contracted and internally funded. The market for SLRs remains buoyant and the company believes the recent launch of the "722 Edition" has re-invigorated interest in the vehicle. A major launch is planned for 2007 and this is likely to further strengthen sales.

As the mix of Engineering programmes moves from externally to internally funded, the company predicts that turnover will fall in the short term from its current position. For the same reason the company expects profit before tax to fall over the short term planning period.

The company operates in an international environment with sales denominated primarily in Sterling (£59m) with the balance in Euros. Purchases are transacted primarily in sterling and Euros. All treasury operations are carried out by McLaren Group Limited with whom we contract at a fixed dollar and Euro exchange rate annually.

#### Principal risks and uncertainties

The business's results are significantly affected by SLR sales volume. Future volumes represent both risk and opportunity for the company

Additionally, at the end of the financial year the company was continuing to invest in internal development programmes, designed to secure future vehicle production. At the time of writing, the Company had not taken a firm decision as to whether it wished to continue this level of investment in those programmes.

As the company operates principally in two currencies (Sterling & Euro) there is inherent exposure to exchange risk

Interest exposure is limited to the internal borrowing rate set by the Group

# **Directors report** (continued)

#### **Directors and Directors' interests**

The directors who held office during the year were

Mr R Dennis

Mr A Sheriff

Mr A Myers

Mr A Ojjeh

Mr D Vitoux

Mr T Weber

The Company Secretary is Mr T Murnane

At the end of 2006, Mr R Dennis held 30% of the shares of the McLaren Group, the parent company of McLaren Automotive None of the other directors who held office at the end of the financial year had any disclosable interest in the shares of the company

#### **Employment policies**

The company is committed to ensuring that its people are actively engaged in the ongoing management and future direction of the business Regular formal, and informal, briefings are held with all sections of the workforce

The company takes reasonable steps to ensure that all employees, existing and prospective, are given fair and equal opportunity regardless of sex, race, ethnicity, religion or disability

#### Disclosure of information to auditors

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

#### Auditors

In accordance with Section 384 of the Companies Act 1985, a resolution for the re-appointment of KPMG LLP as auditors of the company is to be proposed at the forthcoming Annual General Meeting

T Murnane

Company Secretary

Date

29 00000 2007

# Statement of directors' responsibilities in respect of the Directors' Report and the financial statements

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

Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period

In preparing these financial statements, the directors are required to

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

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that its financial statements comply with the Companies Act 1985

They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company, and to prevent and detect fraud and other irregularities

# Independent auditors' report to the members of McLaren Automotive Limited

We have audited the financial statements of McLaren Automotive Limited for the year ended 31 December 2006 which comprise the Profit and Loss Account, the Balance Sheet, and the related notes These financial statements have been prepared under the accounting policies set out therein

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

The directors' responsibilities for preparing the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 4

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

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you, if in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed

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

#### Basis of audit opinion

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

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

## Opinion

#### In our opinion

- the financial statements give a true and fair view, in accordance with UK Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2006 and of its profit for the year then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 1985 and
- the information given in the Directors' Report is consistent with the financial statements

KPMG LLP

Chartered Accountants Registered Auditor

29/10/07

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1 Forest Gate Brighton Road Crawley, RH11 9PT

# Profit and loss account

for the year ended 31 December 2006	Note	2006 £000	2005 £000
Turnover	1	79,963	111,402
Cost of sales		(42,427)	(72,741)
Gross profit		37,536	38,661
Administrative expenses		(27,172)	(24,453)
Operating profit		10,364	14,208
Interest receivable and similar income Interest payable and similar charges	3 4	(1,394)	(2,398)
Profit on ordinary activities before taxation	5	8,970	11,829
Tax on profit on ordinary activities	6	(1,713)	(1,966)
Profit on ordinary activities after taxation	14	7,257	9,863

The company made no acquisitions in the year

In both the current year and preceding period, the company had no discontinued operations

There were no recognised gains or losses in either the current or preceding year other than those disclosed in the profit and loss account, and therefore no separate statement of total recognised gains and losses has been presented

There is no material difference between the result reported in the profit and loss account and the result on an unmodified historical cost basis

# Balance sheet

as at 31 December 2006	Note		2006		2005
	ivote	£000	£000	£000	£000
Fixed assets					
Tangible assets	7		12,243		12,225
Current assets					
Stocks	8	8,240		12,885	
Debtors	9	10,952		22,900	
Cash at bank and in hand		14		426	
		19,206		36,211	
Creditors amounts falling due within one year	11	(30,708)		(54,952)	
Net current liabilities			(11,502)		(18,741)
Net assets/(liabilities)			741		(6,516)
Capital and reserves					
Called up share capital	13		10		10
Profit and loss account	14		731		(6,526)
Equity shareholders' funds/(deficit)	15		741		(6,516)

These financial statements were approved by the board of directors on 2000 box and were signed on their behalf by

B Dennis Director

#### Notes

(Information part of the financial statements)

#### 1 Accounting policies

#### Basis of preparation

The financial statements have been prepared in accordance with applicable United Kingdom accounting standards, and under the historical cost accounting rules. The particular accounting policies adopted are described below, and have been applied consistently throughout the current and preceding period.

#### Cash flow statement

The company is a wholly owned subsidiary of McLaren Group Limited and is included in the consolidated financial statements of McLaren Group Limited, which are publicly available Consequently, the company has taken exemption from preparing a cash flow statement as permitted under FRS 1 (revised 1996)

#### Turnover

Turnover represents the value of goods sold and services provided in the year, exclusive of value added tax Revenue recognition is explained in the Long-term contracts accounting policy below. The company operates one class of business based in the United Kingdom

#### Long-term contracts

Long-term contract balances represent costs incurred on specific contracts, net of amounts transferred to cost of sales in respect of work recorded as turnover, less foreseeable losses and payments on account not matched with turnover. Contract work in progress is recorded as turnover on the following bases. On contracts which provide for delivery of own manufactured units or components, turnover is recorded when deliveries are made to customers. In respect of initial research and development contracts, turnover is determined by reference to the value of work carried out to date. No profit is recognised until the contract has advanced to a stage where the total profit can be assessed with reasonable certainty. Provision is made for the full amount of foreseeable losses on contracts.

#### Research and development

Research and development expenditure is written off in the period it is incurred

## Tangible fixed assets

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment Depreciation is provided over the estimated useful lives of the assets at the following rates

Leasehold premises and improvements

- written off over the life of the lease

Motor vehicles

- 25% of reducing balance

Plant, machinery, tools and equipment

- 20% of reducing balance

Fixtures, fittings and office equipment

- 20% of reducing balance

No depreciation is provided until the assets are brought into use

#### Stocks

Stocks are valued at the lower of cost and net realisable value — Cost is determined on a first in first out basis and includes expenditure incurred to bring the stock to its current location and condition. For work in progress and finished goods manufactured by the Company, cost is taken as production cost which includes an appropriate proportion of attributable overheads based on normal operating capacity.

#### Leases

Rental costs under operating leases are charged to the profit and loss account on a straight-line basis over the lease term

#### 1 Accounting policies (continued)

#### Taxation

Current taxation, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using tax rates and laws that have been enacted or substantively enacted by the balance sheet date

Deferred taxation is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

#### Foreign currencies and financial instruments

Transactions denominated in foreign currencies are recorded at the rate ruling on the date of the transaction, unless matching forward foreign exchange contracts have been entered into, in which case the rate specified in the relevant contract is used. At the balance sheet date unhedged monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at that date. All foreign currency differences are dealt with through the profit and loss account.

Derivative instruments utilised by the company are forward exchange contracts. The company does not enter into speculative derivate contracts. All such instruments are used for hedging purposes to alter the risk profile of an existing underlying exposure of the company in line with the company's risk management policies.

#### Pensions

The company pays contributions to personal pension schemes of certain employees, with the costs being charged to the profit and loss account

## 2 Information regarding directors and employees

	Year to	Year to
	31 December	31 December
	2006	2005
	£000	£000
Directors emoluments Highest paid director s emoluments		350

R Dennis and A Myers are also directors of the holding company McLaren Group Limited and their remuneration for services to the group have been borne by the holding company. A Sheriff is an employee of McLaren Group Limited. The share of the total emoluments of these directors allocated in respect of services to this company is £916,000 (2005 £836,000). £611,000 has been charged to McLaren Automotive Limited in a management charge.

# 2 Information regarding directors and employees (continued)

	Year to 31 December 2006 £000	Year to 31 December 2005 £000
Employees costs during the period (including directors) Wages and salaries Social security costs Other pension costs	12,243 1,293 231	13,696 1,535 214
	13,767	15,445
Average number of persons employed	Number	Number
Production Engineering Administration	189 83 133	264 69 115
	405	448
3 Interest receivable and similar income		
	Year to 31 December 2006 £000	Year To 31 December 2005 £000
Other interest receivable		19
4 Interest payable and similar charges		
	Year to 31 December 2006 £000	Year to 31 December 2005 £000
Group company loans Bank loans and overdrafts	1,394	2,397 1
	1,394	2,398

# 5 Profit on ordinary activities before taxation

		Year to 31 December 2006 £000	Year to 31 December 2005 £000
Profit/Loss on ordinary and Depreciation Operating lease rentals Auditors' remuneration (Profit)/Loss on disposal	ctivities before taxation is stated after charging/(crediting) - owned - other - audit of company - tax services of fixed assets	2,174 2,890 30 7 (2)	3,472 2,763 25 13 26
6 Tax on profit	on ordinary activities	Vegrto	Vegrto

	Year to 31 December 2006 £000	Year to 31 December 2005 £000
United Kingdom corporation tax at 30% (2005 30%) Adjustments in respect of prior years	(2,878) (301)	(3,252)
Total current tax	(3,179)	(3,252)
Deferred taxation Origination and reversal of timing differences	662	433
Adjustments in respect of prior years	804	853
	(1,713)	(1,966)

## 6 Tax on profit on ordinary activities (continued)

# Factors affecting tax charge for the current year

The current tax charge for the year is higher (2005 lower) than the standard rate of corporation tax in the UK of 30% (2005 30%) The differences are explained below

30% (2003-30%) The differences are	explained below				
			3	Year to 1 December 2006	Year to 31 December 2005
				£000	£000
Profit on ordinary activities before taxation				8,970	11,829
Tax at 30% thereon				(2,691)	(3,549)
Effects of					
Expenses not deductible for tax purposes				(7)	(59)
Depreciation in excess of capital allowances Utilisation of tax losses	•			(677)	(610)
Movement in short term timing differences				-	469 (1)
Tax Incentives				_	450
Credits not taxable				497	48
Prior period adjustments				(301)	-
Total actual amount of current tax				(3,179)	(3,252)
7 Tangible fixed assets					
	Leasehold premises and improvements	Motor vehicles	Plant and machinery, tools and equipment	Fixtures, Fittings and office Equipment	Total
Cost	£	£	£	£	£
At I January 2006	3,204	203	15,748	2,917	22,072
Additions	125	107	1,686	306	2,224
Disposals	•	(82)	~	-	(82)
At 31 December 2006	3,329	228	17,434	3,223	24,214
Accumulated depreciation	<del></del>				
At 1 January 2006	875	149	6,791	2,032	9,847
Charge for the year	111	22	1,852	189	2,174
Disposals	•	(50)	•	•	(50)
At 31 December 2006	986	121	8,643	2,221	11,971
Net book value			<del></del>	<u>-</u>	<del></del>
At 31 December 2006	2,343	107	8,791	1,002	12,243
At 31 December 2005	2,329	54	8,957	885	12,225

Included in the above are assets held under finance leases with net book values of £nil (2005 £nil)

The deferred tax asset consists of

Short term timing differences

Depreciation in excess of capital allowances

5
5

	2006 £000	2005 £000
Raw materials Work in progess Finished goods	4,852 3,000 388	6,531 3,547 2,807
	8,240 ——	12,885
9 Debtors		
y Deptors		
	2006 £000	2005 £000
Trade debtors	110	103
Amounts owed by group undertakings	43	123
Amounts owed by related parties	7,798	20,724
Other debtors  Deformed to a season (note 10)	13	442
Deferred tax assets (note 10) Prepayments and accrued income	2,579 409	1,113 395
	10,952	22,900
10 Deferred tax asset		
		£000
Opening balance		1,113
Credit to profit and loss account		1,466
Closing balance		2,579
	2006	2005

A deferred tax asset in the prior year of £1,375,000 was not recognised in respect of timing differences relating to losses carried forward as there was insufficient evidence that the asset would be recovered. In the current year, all carried forward tax losses have been utilised

£000

925

188

1,113

£000

2,390

2,579

189

It has been announced that the corporation tax rate applicable to the company is expected to change from 30% to 28% from 1 April 2008. The deferred tax asset recognised above has been calculated at 30% in accordance with FRS 19. Any timing differences which reverse before 1 April 2008 will be relieved at 30%, any timing differences which exist at 1 April 2008 will reverse at 28%. The group expects that there will be a charge to the profit and loss account in the region of £172,000.

## 11 Creditors: amounts falling due within one year

	2006	2005
	000£	£000£
Trade creditors	4,155	6,523
Amounts owed to group companies	9,969	39,343
Amounts owed to related parties	8,059	3,215
Taxation and social security	2,510	2,144
Other creditors	393	7
Accruals and deferred income	5,622	3,720
	30,708	54,952

#### 12 Commitments

Annual commitments under non-cancellable operating leases are as follows

	20 Land and buildings £000	006 Other £000	Land and Buildings £000	2005 Other £000
Operating leases which expire Within one year In the second to fifth years inclusive Over five years	108 115 2,805	41 59	230 2,446	47 33 24
	3,028	100	2,676	104

# 13 Called up share capital

Authorised, allotted, called up and fully paid 10,000 ordinary shares of £1 each	2006 £000	2005 £000
	10	10
	<del></del>	_ <del></del>
14 Profit and loss account		
		£000
At 1 January 2006 Profit for the year		(6,526) 7,257
At 31 December 2006		731
15 Reconciliation of movement in shareholders' deficit		
	2006 £000	2005 £000
Profit for the year Dividends	7,257	9,863
Net change in shareholders' funds Opening shareholders' deficit	7,257 (6,516)	9,863 (16,379)
Closing shareholders' funds/(deficit)	741	(6,516)

# 16 Contingent liability

McLaren Automotive Limited is party to an unlimited cross company guarantee securing all monies due, or to become due, in respect of the overdraft and loan facility provided to the McLaren Group by its bankers. As at 31 December 2006 the balance guaranteed was £nil (2005 £69,200,000)

#### 17 Related party transactions

Transactions with related companies during the period were as follows

	Year to 31 December 2006 £000	Year to 31 December 2005 £000	Balance outstanding at 31 December 2006 £000	Balance Outstanding at 31 December 2005 £000
Related party sales DaimlerChrysler AG R Dennis A Oyeh	78,847 1	110,147 1 (2)	7,798	20,724
	Year to 31 December 2006 £000	Year to 31 December 2005 £000	Balance outstanding at 31 December 2006 £000	Balance Outstanding at 31 December 2005 £000
Related party purchases DaimlerChrysler AG	6,212	12,876	8,059	3,215
	<del></del>	<del></del>		

There are no other directors' loans Pursuant to the exemptions granted by FRS 8 'Related Party Disclosures', transactions with other undertakings within the McLaren Group have not been disclosed within these financial statements

# 18 Events after the balance sheet date

Since the year end the ownership of McLaren Group Limited changed to 40% DaimlerChrysler AG (incorporated in Germany), 30% Bahrain Mumtalakat Holding Company, 15% Mr R Dennis and 15% TAG Group (Holdings) SA (incorporated in Luxembourg)

## 19 Ultimate parent company

In the opinion of the directors, the company's controlling entity is McLaren Group Limited, a company registered in England and Wales This is also the parent undertaking of the largest and only group which includes the company and for which group financial statements are prepared

Copies of the group financial statements of McLaren Group Limited are available from Companies House, Crown Way, Cardiff CF14 3UZ

Ownership of McLaren Group Limited at 31 December 2006 was as follows 40% DaimlerChrysler AG (incorporated in Germany), 30% Mr R Dennis and 30% TAG Group (Holdings) SA (incorporated in Luxembourg)