## KANTONE (UK) LIMITED

Report and Financial Statements

30 June 2007

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## REPORT AND FINANCIAL STATEMENTS 2007

| CONTENTS  | Page |
|---|------|
| Officers and professional advisers                                | 1    |
| Directors' report   | 2    |
| Independent auditors' report                                      | 5    |
| Consolidated profit and loss account                              | 6    |
| Consolidated statement of total recognised gains and losses       | 7    |
| Reconciliation of movements in consolidated shareholders' deficit | 7    |
| Consolidated balance sheet  | 8    |
| Company balance sheet   | 9    |
| Consolidated cash flow statement                                  | 10   |
| Reconciliation of net cash flow to movement in net debt           | 10   |
| Notes to the accounts   | 11   |

## REPORT AND FINANCIAL STATEMENTS 2007

## OFFICERS AND PROFESSIONAL ADVISERS

## DIRECTORS

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Paul Man Lok Kan (Chairman) Terry J Miller Anthony Herman Paul M J Kirby

## **SECRETARY**

Anthony Herman

## REGISTERED OFFICE

11 Church Road Tunbridge Wells Kent TN1 1JA

## BANKERS

HSBC Bank plc 8 London Street Basingstoke Hampshire RG21 7NU

## **SOLICITORS**

Olswang Apex Plaza Forbury Road Reading RG1 1AX

## **AUDITORS**

Deloitte & Touche LLP Southampton, United Kingdom

## **DIRECTORS' REPORT**

The directors present their annual report and the audited financial statements for the year ended 30 June 2007.

## BUSINESS REVIEW AND PRINCIPAL ACTIVITY

The principal activity of the company is the holding of an investment in Multitone Electronics Plc, a British manufacturer of specialised radio communication systems for sale and lease.

The principal activity of the group is the design and manufacture of specialised radio communication systems for sale and lease. There have not been any significant changes in the group's principal activities in the year under review. The directors are not aware, at the date of this report, of any likely changes in the group's activities in the forthcoming year.

The company continues to invest in research and development which has resulted in a number of updates to the company's existing products. The directors regard such investment as necessary for the continued success in the medium to long term future of the business.

The detailed results for the year ended 30 June 2007 are set out in the consolidated profit and loss account on page 6. Turnover for the year was £13,696,000 (2006: £13,910,000) a reduction of £214,000 or 1.5%, and the profit on ordinary activities before taxation was £628,000 (2006: £404,000). The profit for the financial year to 30 June 2007 after taxation and minority interests was £711,000 (2006: £257,000).

The decline in turnover during the year was a direct result of the US Federal Government's budgetary constraints following the Iraq conflict and hurricane Katrina. It is anticipated that turnover will recover in this market sector during the next twelve months.

The group's key measure of effectiveness of its operations is calculating gross margin after direct costs. The company achieved a gross margin after direct costs of 23.6% (2006 22.6%).

The consolidated balance sheet on page 8 shows an improvement in the solvency of the group. This has mainly been due to the reduction in the pension scheme deficit.

The group's cash levels have decreased by £675,000 from £1,180,000 at the end of 2006 to £505,000 at the end of the current financial year, and there has been a reduction in the group's loans of £792,000 from £21,209,000 at the end of 2006 to £20,417,000 at the end of the current financial year. This reflects the continued improvements in cash collection and management of the business cycle to ensure cash inflow is maximised. This enabled the group to reduce its interest payments on loans and overdrafts by £45,000 in the current year.

## **FUTURE PROSPECTS**

The directors are satisfied with the continued improvements made to the operating performance of the group and it is anticipated that the group will continue to be profitable in the year ahead.

## PRINCIPAL RISKS AND UNCERTAINTIES

The group operates in a competitive market which is a continuing risk to the group and could result in losing sales to our key competitors. The group manages this risk by providing value added services to its customers, maintaining strong relationships with customers and providing new and innovative solutions to customer needs.

The group's sales to its customers in Europe are in Euros, and to its customers in other countries in US Dollars, therefore the group is exposed to movements in the Euro and US Dollar to Sterling exchange rate. The group also sources products in Euros and US Dollars and therefore minimises the risk of exchange rate fluctuations by the operation of both Euro and US Dollar currency bank accounts.

The group is financed by a long term variable rate loan, and is therefore exposed to adverse movements in interest rates. This is monitored on a monthly basis; over the past four years the balance on the loan has been reduced so as to reduce the actual interest paid and the risk of adverse movements. The rates are reviewed by the directors on a regular basis and we believe they will not rise above the rate used in the group's annual budget.

## **DIRECTORS' REPORT (continued)**

## RESULTS AND DIVIDENDS

The profit for the year after taxation and minority interests was £711,000 (2006: £257,000). The directors do not recommend the payment of a dividend (2006: £nil) and propose that the profit for the year is transferred to reserves.

## DIRECTORS AND THEIR INTERESTS

The present membership of the board is set out on page 1. All directors served throughout the year.

The directors do not have any interest, beneficial or otherwise, in the share capital of the company. The directors' interests in the share capital of the immediate and ultimate parent companies are disclosed in the financial statements of those companies, which are detailed in note 24.

## RESEARCH AND DEVELOPMENT

The group continues to invest in research and development at a level which is consistent with available resources. Total spending during the year was £544,000 (2006 £479,000) of which £409,000 (2006 £405,000) was capitalised in accordance with the group's accounting policy. The research and development expenditure is expected to continue at this level for the foreseeable future.

## PAYMENTS TO SUPPLIERS

The company agrees terms and conditions for its business transactions when orders for goods and services are placed, ensuring that suppliers are aware of the terms of payment, and also by including the relevant terms in contracts where appropriate. These arrangements are adhered to when making payments, subject to the terms and conditions being met by the supplier. The number of outstanding creditors days at the year end stood at 40 days (2006: 47 days).

## STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Annual Report and the financial statements. The directors have chosen to prepare the accounts for the company in accordance with United Kingdom Generally Accepted Accounting Practice.

Company law requires the directors to prepare such financial statements for each financial period which give a true and fair view in accordance with United Kingdom Generally Accepted Accounting Practice of the state of affairs of the company and of the group and of the profit or loss of the group for that period and comply with UK GAAP and the Companies Act 1985. In preparing those financial statements, the directors are required to:

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

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

## **DIRECTORS' REPORT (continued)**

## **AUDITORS**

Each of the persons who is a director at the date of approval of this report confirms that:

- So far as the director is aware, there is no relevant audit information of which the company's auditors are unaware; and
- The director has taken all steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s234ZA of the Companies Act 1985.

Deloitte & Touche LLP have expressed their willingness to continue in office as auditors and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

Terry J Miller Director

9 October 2007

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF KANTONE (UK) LIMITED

We have audited the group and individual company financial statements ("the financial statements") of Kantone (UK) Limited for the year ended 30 June 2007, which comprise the consolidated profit and loss account, the consolidated statement of total recognised gains and losses, the reconciliation of movements in consolidated shareholders' deficit, the consolidated and individual company balance sheets, the consolidated cash flow statement, the reconciliation of net cash flow to movement in net debt and the related notes 1 to 24. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

## Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the statement of directors' responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant United Kingdom 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 and the group have 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 circumstances of the company and the group, 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 United Kingdom Generally Accepted Accounting Practice, of the state of the group's and the individual company's affairs as at 30 June 2007 and of the group's 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.

Deloitte & Touche LLP

Chartered Accountants and Registered Auditors Southampton, United Kingdom

**77** October 2007

# CONSOLIDATED PROFIT AND LOSS ACCOUNT Year ended 30 June 2007

|   | Note | 2007<br>£'000 | 2006<br>£'000 |
|---|------|---------------|---------------|
| TURNOVER: continuing operations   | 2    | 13,696        | 13,910        |
| Cost of sales   |      | (10,461)      | (10,765)      |
| Gross profit  |      | 3,235         | 3,145         |
| Other operating expenses  | 3    | (2,674)       | (2,732)       |
| Other operating income  |      | 183           | 12            |
| OPERATING PROFIT: continuing operations                                     | 4    | 744           | 425           |
| Interest receivable and similar income Interest payable and similar charges | 6    | 382<br>(498)  | 312<br>(333)  |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION                               |      | 628           | 404           |
| Tax credit/(charge) on profit on ordinary activities                        | 7    | 67            | (134)         |
| PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION                                |      | 695           | 270           |
| Minority interests  |      | 16            | (13)          |
| RETAINED PROFIT FOR THE FINANCIAL YEAR                                      | 18   | 711           | 257           |

# CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES Year ended 30 June 2007

|  | Note | 2007<br>£'000 | 2006<br>£'000 |
|--|------|---------------|---------------|
| Profit for the financial year  | 18   | 711           | 257           |
| Defined pension scheme actuarial gain                                |      | 1,275         | 1,391         |
| Currency translation differences on foreign currency net investments | 18   | (20)          | 16            |
| Total recognised gains and losses relating to the year               |      | 1,966         | 1,664         |

# RECONCILIATION OF MOVEMENTS IN CONSOLIDATED SHAREHOLDERS' DEFICIT

Year ended 30 June 2007

|  | 2007<br>£'000 | 2006<br>£'000 |
|--|---------------|---------------|
| Profit for the financial year                          | 711           | 257           |
| Other recognised gains and losses relating to the year | 1,255         | 1,407         |
| Net increase in shareholders' funds                    | 1,966         | 1,664         |
| Opening shareholders' deficit                          | (26,120)      | (27,784)      |
| Closing shareholders' deficit                          | (24,154)      | (26,120)      |

# **CONSOLIDATED BALANCE SHEET** 30 June 2007

|   | Note           | 2007<br>£'000                            | 2006<br>£'000                    |
|---|----------------|--|----------------------------------|
| FIXED ASSETS Tangible assets  | 8              | 2,856                                    | 3,061                            |
| CURRENT ASSETS Stocks Debtors due in less than one year Debtors due after more than one year Cash at bank and in hand | 10<br>11<br>11 | 1,387<br>6,415<br>1,931<br>505<br>10,238 | 1,549<br>5,702<br>1,699<br>1,180 |
| CREDITORS: amounts falling due within one year  | 12             | (29,069)                                 | (29,576)                         |
| NET CURRENT LIABILITIES   |                | (18,831)                                 | (19,446)                         |
| TOTAL ASSETS LESS CURRENT LIABILITIES   |                | (15,975)                                 | (16,385)                         |
| CREDITORS: amounts falling due after more than one year   | 13             | (1,315)                                  | (1,534)                          |
| PROVISIONS FOR LIABILITIES AND CHARGES  | 15             | (118)                                    | (128)                            |
| MINORITY INTEREST   |                | (3)                                      | (19)                             |
| DEFINED BENEFIT LIABILITIES   | 16             | (6,743)                                  | (8,054)                          |
| NET LIABILITIES   |                | (24,154)                                 | (26,120)                         |
| CAPITAL AND RESERVES Called up share capital Revaluation reserve Profit and loss account deficit                      | 17<br>18<br>18 | 5,500<br>255<br>(29,909)                 | 5,500<br>260<br>(31,880)         |
| SHAREHOLDERS' DEFICIT   |                | (24,154)                                 | (26,120)                         |

These financial statements were approved by the Board of Directors on 9 October 2007.

Signed on behalf of the Board of Directors

T-Miller \_Director

## **COMPANY BALANCE SHEET** 30 June 2007

|   | Note     | 2007<br>£'000     | 2006<br>£'000     |
|---|----------|-------------------|-------------------|
| FIXED ASSETS Investments                                | 9        | 9,465             | 9,465             |
| CURRENT ASSETS Debtors                                  | 11       | 100               | 100               |
| CREDITORS: amounts falling due within one year          | 12       | (19,722)          | (19,722)          |
| NET CURRENT LIABILITIES                                 |          | (19,622)          | (19,622)          |
| TOTAL ASSETS LESS CURRENT LIABILITIES                   |          | (10,157)          | (10,157)          |
| CAPITAL AND RESERVES                                    |          | 7.700             | 5 500             |
| Called up share capital Profit and loss account deficit | 17<br>18 | 5,500<br>(15,657) | 5,500<br>(15,657) |
| SHAREHOLDERS' DEFICIT                                   |          | (10,157)          | (10,157)          |

These financial statements were approved by the Board of Directors on 9 October 2007.

Signed on behalf of the Board of Directors

T Miller Director

# CONSOLIDATED CASH FLOW STATEMENT Year ended 30 June 2007

|  | Note | £'000                 | 2007<br>£'000 | £'000               | 2006<br>£'000 |
|--|------|-----------------------|---------------|---------------------|---------------|
| Net cash inflow from operating activities  | 19   |                       | 510           |                     | 1,328         |
| Returns on investments and servicing of finance<br>Interest received<br>Interest paid  |      | 382<br>(498)          | _             | (333)               |               |
| Net cash outflow from returns on investments and servicing of finance  |      |                       | (116)         |                     | (21)          |
| <b>Taxation</b> Taxation paid  |      |                       | -             |                     | ~             |
| Capital expenditure and financial investment Development costs capitalised Payments to acquire tangible fixed assets Sale of tangible fixed assets |      | (409)<br>(103)<br>236 | _             | (405)<br>(90)<br>27 |               |
| Net cash outflow from capital expenditure  |      | _                     | (276)         | <del>-</del>        | (468)         |
| Net cash inflow before financing   |      |                       | 118           |                     | 839           |
| Financing Repayment of other loans Capital element of finance lease repayments   |      | (233)                 | _             | (352)               |               |
| Net cash outflow from financing  |      |                       | (233)         | _                   | (353)         |
| (Decrease)/increase in cash in the year  | 20   | :                     | (115)         | =                   | 486           |

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT Year ended 30 June 2007

|  | Note | 2007<br>£'000 | 2006<br>£'000 |
|--|------|---------------|---------------|
| (Decrease)/increase in cash in the year                |      | (115)         | 486           |
| Cash outflow from decrease in debt and lease financing |      | 233           | 353           |
| Change in net debt resulting from cash flows           |      | 118           | 839           |
| Opening net debt                                       | 20   | (20,030)      | (20,869)      |
| Closing net debt                                       | 20   | (19,912)      | (20,030)      |

## 1. ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable United Kingdom accounting standards. The particular accounting policies adopted, which have been applied consistently throughout the year and preceding year, are described below.

## Accounting convention

The financial statements are prepared under the historical cost convention as modified by the revaluation of certain fixed assets.

### Basis of consolidation

The group financial statements consolidate the financial statements of Kantone (UK) Limited and all of its subsidiaries. The results of subsidiaries acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.

No profit and loss account is presented for Kantone (UK) Limited, the company only, as provided by Section 230 of the Companies Act 1985. Included in the consolidated profit for the financial year is a result of £nil (2006: loss of £12,930,000) which was attributable to the shareholders of Kantone (UK) Limited (see note 18).

## Foreign currencies

In the financial statements of individual companies, transactions denominated in foreign currencies are translated into sterling using the actual exchange rate ruling at the date of each transaction. Monetary assets and liabilities denominated in foreign currencies at the year end are translated at the rates of exchange prevailing at the year end or, where appropriate, at the rate of exchange in related forward exchange contracts. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included as a translation gain or loss in the profit and loss account. For the purposes of consolidation the closing rate method is used, under which translation gains or losses are shown as a movement on reserves.

### Turnove

Turnover principally comprises the invoiced value of goods and services supplied by group companies to third parties and in addition the group makes sales under finance lease terms and receives rental income from equipment hire. Amounts recoverable in respect of finance lease sales are included in the balance sheet on the basis of the net investment in finance leases.

Where the group is engaged in the supply of goods and services under contracts which in total may exceed one year in duration, turnover comprises the invoiced value of work carried out to the accounting date. To the extent that the billings are recorded in advance of the relevant turnover, these are included in deferred income. Turnover is exclusive of VAT and relevant sales taxes and after elimination of all intercompany transactions, and is net of returns, trade discounts and allowances.

Rental income from equipment hire is recognised on a straight line basis over the life of the lease. Interest receivable under finance leases is recognised in the profit and loss account in proportion to the capital amount outstanding.

### Pension costs

In the United Kingdom the group operates a defined contribution pension scheme; the employers contribution are charged directly to the profit and loss account.

In the United Kingdom the group also operates a defined benefit pension scheme; pension costs charged to the profit and loss account relate to the current service costs of employees.

#### ACCOUNTING POLICIES (continued) 1.

## Tangible fixed assets

Land and buildings are shown at original historical cost or at a subsequent revaluation. Other fixed assets are shown at cost less depreciation and provision for any impairment. Equipment on hire is leased to customers under operating lease rental contracts for terms ranging from five to ten years. The equipment is initially recorded in fixed assets at the total cost incurred in bringing the equipment to the point of rental. This includes direct manufacturing costs, installation costs plus an allocation of selling and administration costs.

Depreciation is provided at rates calculated to write off the cost or valuation of each asset on a straight line basis over its expected useful life, as follows:

Freehold land Freehold buildings Long leasehold buildings Equipment on hire

No depreciation 50 years 50 years

Plant and equipment

The term of each contract

3-10 years

### Investments

Fixed asset investments are shown at cost less provision for any impairment in value.

The group enters into operating and finance leases.

Assets held under finance leases are initially recorded at the fair value of the asset with an equivalent liability categorised as appropriate under creditors due within or after one year. The asset is depreciated over its useful economic life, which in practice is the lease term. Finance charges are allocated to accounting periods over the period of the lease to produce a constant rate of return on the outstanding balance. Rentals are apportioned between finance charges and reduction of the liability and allocated to cost of sales and other operating expenses as appropriate.

Rentals under operating leases are charged to the profit and loss account on a straight line basis over the lease term.

## Stocks

Stocks, including work in progress, are valued at the lower of cost and net realisable value. Cost comprises prime costs of materials and direct labour together with a share of overhead expenses relating to manufacture.

Net realisable value is based on estimated selling price, less further costs to be incurred to completion and disposal. Provision is made for obsolete, slow moving or defective items where appropriate.

### Long-term contracts

Amounts recoverable on long-term contracts, which are included in debtors, are stated at the net sales value of the work done less amounts received as progress payments on account. Excess progress payments are included in creditors as payments on account. Cumulative costs incurred net of amounts transferred to cost of sales, less provision for contingencies and anticipated future losses on contracts, are included as long-term contract balances in stock.

## 1. ACCOUNTING POLICIES (continued)

## Research and development

All expenditure on research and development is written off as incurred except for the cost of producing software, pre-production prototypes and test equipment for new products, including associated labour costs, which is included within tangible fixed assets. Such assets are amortised over their estimated useful life up to a maximum of five years, subject to any provision for impairment. No book value is attributable to patents.

### Deferred taxation

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 financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no binding contract to dispose of these assets. 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.

### Revaluation reserve

Land and buildings are revalued at least every five years. Surpluses arising on the revaluation of individual tangible fixed assets are credited to the revaluation reserve (see note 18) which is a non-distributable reserve. Where depreciation charges are increased following a revaluation, an amount equal to such increase is transferred annually from this reserve to the profit and loss account as a movement on reserves. On the disposal of a revalued fixed asset any remaining revaluation surplus corresponding to the item is also transferred to the profit and loss account.

#### 2. **TURNOVER**

|  | 2007<br>£'000 | 2006<br>£'000 |
|--|---------------|---------------|
| Analysis of turnover by destination:<br>United Kingdom | 7,390         | 7,788         |
| North America  | 124           | 185           |
| France and Germany                                     | 3,753         | 3,717         |
| Other European countries                               | 1,124         | 1,179         |
| Rest of world  | 1,305         | 1,041         |
| Total overseas   | 6,306         | 6,122         |
|  | 13,696        | 13,910        |

The group's turnover arises entirely from its principal activity of providing specialised radio communication systems for sale and lease.

The results and net assets by geographical market have not been disclosed as the directors consider this would be seriously prejudicial to the commercial interests of the group.

Sales in respect of finance leases and rental agreements included in turnover above are as follows:

|  | 2007<br>£'000  | 2006<br>£'000  |
|--|----------------|----------------|
| Finance lease sales Income from equipment hire | 1,380<br>1,345 | 1,001<br>1,421 |
|  | 2,725          | 2,422          |

Assets acquired in the year for the purpose of sale under finance leases totalled £1,380,000 (2006: £1,001,000).

#### OTHER OPERATING EXPENSES 3.

|   | 2007<br>£'000 | 2006<br>£'000 |
|---|---------------|---------------|
| Distribution costs<br>Administrative expenses | 159<br>2,515  | 119<br>2,613  |
|   | 2,674         | 2,732         |

## 4. OPERATING PROFIT

Operating profit is stated after charging/(crediting):

|  | 2007<br>£'000 | 2006<br>£'000 |
|--|---------------|---------------|
| Research and development expenditure incurred in the year    | 544           | 479           |
| Expenditure capitalised in relation to tangible fixed assets | (409)         | (405)         |
| Research and development expenditure expensed in the year    | 135           | 74            |
| Depreciation:  |               |               |
| - owned equipment – research and development                 | 340           | 356           |
| - owned equipment – other                                    | 315           | 370           |
| Operating lease rentals:                                     |               |               |
| - plant and equipment  | 301           | 284           |
| - land and buildings   | 114           | 114           |
| (Profit)/loss on foreign exchange                            | (22)          | 77            |
| (Profit)/loss on disposals of fixed assets                   | (181)         | 2             |
| Auditors' remuneration:                                      | , i           |               |
| - audit services – group                                     | 68            | 59            |
| - other services   | 8             | (4)           |
|  |               |               |

The auditors' remuneration for the company has been borne by Multitone Electronics Plc in both years. The auditors' remuneration for the year was £5,000 (2006: £5,000).

## 5. STAFF COSTS

| 2007<br>£2000 | 2006<br>£'000                                   |
|---------------|---|
|               |   |
|               | 5,000<br>714                                    |
| 310           | 487   |
| 6,172         | 6,201   |
|               |   |
| No.           | No.   |
|               |   |
|               | 75  |
|               | 102   |
| 30            | 40  |
| 197           | 217   |
|               | ····  |
| 119           | 123   |
| 78            | 94  |
| 197           | 217   |
|               | \$.000  5,136 726 310  6,172  No.  74 93 30 197 |

Kantone (UK) Limited had no employees and the directors received no remuneration from the company in either year.

## 6. INTEREST PAYABLE AND SIMILAR CHARGES

|  | 2007<br>£'000 | 2006<br>£'000 |
|--|---------------|---------------|
| Interest payable on bank loans and overdrafts    | 260           | 266           |
| Interest on pension scheme liabilities (note 16) | 210           | -             |
| Interest payable on other loans                  | 28            | 67            |
|  | 498           | 333           |

## 7. TAX CREDIT/(CHARGE) ON PROFIT ON ORDINARY ACTIVITIES

## Analysis of tax credit/(charge) on ordinary activities

|   | 2007<br>£'000 | 2006<br>£'000 |
|---|---------------|---------------|
| Current tax: Foreign tax  | (2)           | (3)           |
| Deferred tax: Deferred tax timing differences, origination and reversal | 69            | (131)         |
| Total tax credit/(charge) for the year                                  | 67            | (134)         |

## Factors affecting the tax (credit)/charge for the current year

The tax assessed for the year is lower (2006: lower) than that resulting from applying the standard rate of corporation tax in the UK of 30% (2006: 30%). The differences are explained below:

|   | 2007<br>%        | 2006<br>%       |
|---|------------------|-----------------|
| Standard tax rate for the year as a percentage of profits   | 30               | 30              |
| Expenses not deductible for tax purposes Capital allowances in excess of depreciation Movement in short term timing differences | 2<br>(30)<br>(2) | 2<br>(52)<br>12 |
| Other deferred tax movements  |                  | 8               |
| Current tax rate for the year as a percentage of profits  | <u>.</u>         | -               |

## Factors that may affect future tax charges for the group

Deferred tax has not been provided on revaluations of fixed assets. This tax will only become payable if the assets are sold and rollover relief is not obtained. The estimated amount of tax that would become payable in these circumstances is £120,000 (2006: £127,000).

## 7. TAX CREDIT/ (CHARGE) ON PROFIT ON ORDINARY ACTIVITIES (continued)

A deferred tax asset has not been recognised in respect of timing differences relating to trading losses and depreciation in excess of capital allowances as it is expected that it will take some time for tax losses to be relieved and for the asset to be recovered. The amount of the asset not recognised is £1,712,000 (2006: £1,945,00). The asset would be recovered if future taxable profits were available against which the losses could be relieved.

A deferred tax asset to the sum of £1,332,000 (2006: £1,332,000) has not been recognised in respect of capital losses as in the opinion of the directors there will be no suitable taxable gains in the foresceable future. The asset would be recovered if future gains arise on the sale of chargeable assets.

A deferred tax asset to the sum of £2,405,000 (2006: £2,416,000) has not been recognised in respect of the defined benefit pension scheme liability.

## 8. TANGIBLE FIXED ASSETS

| Group                    | Land and<br>buildings<br>£'000 | Equipment<br>on hire<br>£'000 | Plant and equipment £'000 | Total<br>£'000 |
|--------------------------|--------------------------------|-------------------------------|---------------------------|----------------|
| Cost or valuation        |                                |                               |                           |                |
| At 1 July 2006           | 1,689                          | 6,110                         | 14,301                    | 22,100         |
| Translation adjustment   | (4)                            | (8)                           | (20)                      | (32)           |
| Additions                | -                              | 41                            | 471                       | 512            |
| Disposals                | (17)                           | (621)                         | (658)                     | (1,296)        |
| At 30 June 2007          | 1,668                          | 5,522                         | 14,094                    | 21,284         |
| Accumulated depreciation |                                |                               |                           |                |
| At 1 July 2006           | 65                             | 5,654                         | 13,320                    | 19,039         |
| Translation adjustment   | (2)                            | (3)                           | (20)                      | (25)           |
| Charge for the year      | 18                             | 41                            | 596                       | 655            |
| Disposals                | (4)                            | (594)                         | (643)                     | (1,241)        |
| At 30 June 2007          | 77                             | 5,098                         | 13,253                    | 18,428         |
| Net book value           |                                |                               |                           |                |
| At 30 June 2007          | 1,591                          | 424                           | 841                       | 2,856          |
| At 30 June 2006          | 1,624                          | 456                           | 981                       | 3,061          |

Plant and equipment includes capitalised labour and overhead costs with a net book value of £774,000 (2006: £767,000) incurred in respect of producing software, pre-production prototypes and test equipment for new products.

Equipment on hire is sold by Multitone Electronics Plc to its subsidiary, Multitone Rentals Limited, and the estimated unrealised profit on sale is eliminated on consolidation.

## 8. TANGIBLE FIXED ASSETS (continued)

The net book value of land and buildings comprises:

| Group  | 2007<br>£'000 | 2006<br>£'000 |
|--|---------------|---------------|
| Freehold land and buildings<br>Long leasehold land and buildings | 1,539<br>52   | 1,555         |
|  | 1,591         | 1,624         |

Land and buildings are held at a valuation. The group's freehold properties in the United Kingdom were revalued in June 2005 on the basis of open market value for existing use, by Woodford and Company, Chartered Surveyors. In their opinion, the open market value of the properties at that time was £1,570,000. This compared with an existing net book value of £1,443,000.

The directors are not aware of any material change in value of the properties and therefore the valuation has not been updated as at 30 June 2007.

The net book value of land and buildings determined according to the historical cost convention is as follows:

|  | Group          |                |
|--|----------------|----------------|
|  | 2007<br>£'000  | 2006<br>£'000  |
| Original cost Less: accumulated depreciation | 1,351<br>(150) | 1,365<br>(163) |
| Net book value                               | 1,201          | 1,202          |

## 9. INVESTMENTS

|   | Compa              | Company            |  |
|---|--------------------|--------------------|--|
|   | 2007<br>£'000      | 2006<br>£'000      |  |
| Cost of investment<br>Less: Provisions for impairment | 22,395<br>(12,930) | 22,395<br>(12,930) |  |
| Net book value  | 9,465              | 9,465              |  |

The investment in subsidiary undertakings consists of 100% of the ordinary share capital of Multitone Electronics Plc, a company incorporated in Great Britain and registered in England and Wales. An impairment review was carried out by the directors and no further impairment has been noted during the current year.

The other subsidiary undertakings are wholly owned and are incorporated in the United Kingdom except where otherwise indicated.

| Design, manufacturing & sales | Multitone Electronics Plc   |
|-------------------------------|---|
| Sales                         | Multiton Electronik GmbH (Germany)* BEL-Multitone Limited (India) *** |
| Rental                        | Multitone Rentals Limited*  |
| Manufacturing                 | Multitone Electronics Sdn Bhd (Malaysia)**                            |

## 9. INVESTMENTS (continued)

Non-trading

Multitone Communications Limited\*

Multitone Communication Systems Limited\*

Infopage Limited\*

Paging Systems Limited\*

- Owned by Multitone Electronics Plc.
- \*\* Owned by Multitone Communications Limited.
- \*\*\* On 26 August 1997, Multitone Electronics Plc entered into a joint venture agreement with a third party to set up BEL-Multitone Limited, of which it owns 51% of the ordinary share capital.

The principal country of operation for all trading subsidiaries is the same as their country of incorporation.

## 10. STOCKS

| Group  | 2007<br>£'000     | 2006<br>£'000     |
|--|-------------------|-------------------|
| Raw materials, purchased components and spares Work in progress Finished goods | 757<br>145<br>485 | 897<br>201<br>451 |
| -  | 1,387             | 1,549             |

## 11. DEBTORS

|  | Group |       | Company |   |
|--|-------|-------|---------|---|
|  | 2007  | 2006  | 2007    | 2006                                    |
|  | £'000 | £'000 | £'000   | £'000                                   |
| Amounts falling due in less than one year: |       |       |         |   |
| Trade debtors                              | 2,748 | 2,152 | -       | -                                       |
| Amounts owed by group undertakings         | 2,337 | 2,428 | 100     | 100                                     |
| Amounts receivable under finance leases    | 885   | 759   | -       | -                                       |
| Deferred tax asset                         | 137   | 66    | -       | -                                       |
| Other debtors                              | 85    | 79    | -       | =                                       |
| Prepayments and accrued income             | 223   | 218   |         |   |
|  | 6,415 | 5,702 | 100     | 100                                     |
|  |       |       |         | *************************************** |

|   | Group |       |
|---|-------|-------|
|   | 2007  | 2006  |
|   | £'000 | £'000 |
| Amounts falling due after more than one year: |       |       |
| Corporation tax recoverable                   | 4     | -     |
| Amounts receivable under finance leases       | 1,803 | 1,575 |
| Prepayments and accrued income                | 124   | 124   |
|   | 1,931 | 1,699 |
|   | 1,931 | 1,099 |
|   |       |       |

The aggregate rentals receivable under finance leases as at 30 June 2007 was £2,688,000 (2006: £2,334,000).

Group

137

66

## NOTES TO THE ACCOUNTS Year ended 30 June 2007

## 11. DEBTORS (continued)

## Deferred taxation

| The movement in deferred taxation is as follows: | Group         |               |
|--|---------------|---------------|
|  | 2007          | 2006          |
|  | £'000         | £'000         |
| At 1 July  | 66            | 197           |
| Translation adjustment                           | 2             | -             |
| Credit/(charge)to profit and loss account        | 69            | (131)         |
| At 30 June                                       | 137           | 66            |
| Analysis of deferred taxation:                   |               |               |
| Analysis of deferred taxacion.                   | Group         | 1             |
|  | 2007<br>£'000 | 2006<br>£'000 |

## 12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

Capital allowances in excess of depreciation

|                                     | Group  |        | Compa  |        |      |      |
|-------------------------------------|--------|--------|--------|--------|------|------|
|                                     | 2007   | 2007   | 2007   | 2006   | 2007 | 2006 |
|                                     | £'000  | £'000  | £'000  | £'000  |      |      |
| Bank loans and overdrafts (note 14) | 3,080  | 3,640  | _      | _      |      |      |
| Other loans (note 14)               | 169    | 233    | -      | -      |      |      |
| Trade creditors                     | 1,057  | 1,193  | _      | -      |      |      |
| Amounts owed to group undertakings  | 21,348 | 21,286 | 19,722 | 19,722 |      |      |
| VAT and other sales taxes           | 281    | 238    | -      | _      |      |      |
| Payroll taxes and social security   | 131    | 127    | _      | -      |      |      |
| Other creditors                     | 818    | 775    | •      | -      |      |      |
| Accruals and deferred income        | 2,185  | 2,084  | -      | -      |      |      |
|                                     | 29,069 | 29,576 | 19,722 | 19,722 |      |      |

The borrowings of Multitone Electronics Plc and its subsidiary companies are guaranteed by Kantone Holdings Limited, an intermediate holding company.

## 13. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

| 238    |
|--------|
| _+ -   |
| 1,053  |
| 243    |
| 1,534  |
|        |
| 2006   |
| £,000  |
| 3,640  |
| 471    |
| 17,098 |
| 21,209 |
| 20,971 |
| 238    |
| 21,209 |
| _      |

Amounts owed to group undertakings represent funding provided to the group by its intermediate parent company, Kantone Holdings Limited.

## Other loans

Other loans include a loan facility from finance houses. The loans are secured on current and future receivables under fixed asset rental agreements and finance lease sale agreements. A parent company guarantee has also been given by Kantone Holdings Limited in respect of the loans. The interest rate payable on the other loans ranges from 7.5% to 8.5%.

In June 1999, the group entered into a mortgage agreement in order to purchase the freehold property from which it now operates. The mortgage is over a ten year term and interest is payable at a rate of 1.75% over bank base rate. The mortgage is secured on the property and by way of a guarantee from the parent company. The mortgage has been classified within 'other loans'.

## 14. BORROWINGS (continued)

|                                   | Gr            | oup           |
|-----------------------------------|---------------|---------------|
|                                   | 2007<br>£'000 | 2006<br>£'000 |
| Analysis of other loan repayments |               |               |
| Due within one year               | 169           | 233           |
| Due in one to two years           | 56            | 171           |
| Due in two to five years          | 13            | 67            |
|                                   | 238           | 471           |
|                                   |               |               |

## 15. PROVISIONS FOR LIABILITIES AND CHARGES

| Warranty provision  | Group         |               |  |
|---|---------------|---------------|--|
| Set aside to cover costs in respect of goods supplied under warranty: | 2007<br>£'000 | 2006<br>£'000 |  |
| At 1 July   | 128           | 133           |  |
| Translation adjustment  | (2)           | 1             |  |
| Provided in year  | 165           | 118           |  |
| Utilised in year  | (173)         | (124)         |  |
| At 30 June  | 118           | 128           |  |

The warranty provision is anticipated to be utilised within one year of the balance sheet date.

## 16. PENSIONS DEFICIT

In the United Kingdom the group operates a self-administered, funded pension scheme, which is contracted out of the state pension scheme. The scheme provides defined pension benefits related to service, final earnings and capital sums on death. Membership is optional for all staff paid monthly and over the age of 21. The assets of the scheme are held in a separate trustee administered fund.

The group also operates an insured scheme in an overseas company for certain senior management of that company. The liability of the group at the year end in respect of this pension scheme was £246,000 (2006: £243,000).

The most recent actuarial valuation of the scheme was at 31 December 2005. The valuation used the projected unit method and was carried out by a professionally qualified actuary.

## 16. PENSIONS DEFICIT (continued)

Closing deficit in the scheme

The total assets and liabilities of the scheme and the expected rates of return at 30 June were:

| Group                               | 2007                                       | 2007           | 2006                                       | 2006           | 2005                                       | 2005           |
|-------------------------------------|--|----------------|--|----------------|--|----------------|
|                                     | Long term<br>rate of<br>return<br>expected | Value<br>£'000 | Long term<br>rate of<br>return<br>expected | Value<br>£'000 | Long term<br>rate of<br>return<br>expected | Value<br>£'000 |
| Equities                            | 7.90%                                      | 11,978         | 7.30%                                      | 11,820         | 7.30%                                      | 10,300         |
| Bonds                               | 4.90%                                      | 3,762          | 4.30%                                      | 3,814          | 4.30%                                      | 3,801          |
| Other                               | 5.50%                                      | 15             | 4.75%                                      | 382            | 4.75%                                      | 723            |
| Total market value of assets        |  | 15,755         |  | 16,016         |  | 14,824         |
| Present value of scheme liabilities |  | (22,498)       |  | (24,070)       |  | (24,212)       |
| Deficit in scheme                   |  | (6,743)        |  | (8,054)        |  | (9,388)        |

The figures shown above were calculated on the basis of the following assumptions:

| The figures shown above were carealate                | a on the basis of the follows | ing assumption | 15.              |                  |
|---|-------------------------------|----------------|------------------|------------------|
|   |                               | 2007           | 2006             | 2005             |
| Discount rate   |                               | 5.90%          | 5.30%            | 5.00%            |
| Rate of increase in salaries                          |                               | 3.10%          | 2.80%            | 2.80%            |
| Rate of increase in pensions in payment               | : Pre 1997                    | 0.00%          | 0.00%            | 0.00%            |
|   | Post 1998 GMP                 | 3.00%          | 2.80%            | 2.80%            |
|   | Post 1997                     | 3.10%          | 2.80%            | 2,80%            |
| Inflation assumption                                  |                               | 3.10%          | 2.80%            | 2.80%            |
| Analysis of the movement in the schen                 | ne deficit during the year:   | <del></del>    | 2007<br>£'000    | 2006<br>£'000    |
| Opening deficit in the scheme<br>Current service cost |                               |                | (8,054)<br>(225) | (9,388)<br>(255) |
| Contributions   |                               |                | 471              | 453              |
| Other finance costs                                   |                               |                | (210)            | (255)            |
| Actuarial gains                                       |                               |                | 1,275            | 1,391            |

(8,054)

(6,743)

## 16. PENSIONS DEFICIT (continued)

Analysis of the amount charged to the operating profit in respect of defined benefit scheme:

| Amounts included within operating profit:                                | 2007<br>£'000    | 2006<br>£'000  |
|--|------------------|----------------|
| Current service cost   | (225)            | (255)          |
| Amounts included as other finance costs:                                 | 2007<br>£'000    | 2006<br>£'000  |
| Expected return on scheme assets Interest discount on scheme liabilities | 1,047<br>(1,257) | 948<br>(1,203) |
| Net finance costs  | (210)            | (255)          |

Amounts included within the consolidated statement of total recognised gains and losses are shown below, expressed in monetary amounts and as a percentage of:

- (i) scheme assets at the balance sheet date; and
- (ii) present value of the scheme liabilities at the balance sheet date.

|  | 2007<br>£'000 | 2007<br>% | 2006<br>£'000 | 2006<br>% | 2005<br>£'000 | 2005<br>% | 2004<br>£'000 | 2004<br>% | 2003<br>£'000 | 2003<br>% |
|--|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|
| Difference between actual and expected return on scheme assets (i)                     | (889)         | (6%)      | 301           | 2%        | 606           | 4%        | 960           | 7%        | (1,558)       | (13%)     |
| Experience losses arising on scheme liabilities (ii) Effects of changes in assumptions | (9)           | 0%        | (210)         | (1%)      | (511)         | (2%)      | (880)         | (4%)      | (4)           | 0%        |
| underlying the present value of scheme liabilities (ii)                                | 2,173         | 10%       | 1,300         | 6%        | (2,238)       | (9%)      | 1,336         | 6%        | (609)         | (10%)     |
| Total actuarial (losses)/gains recognised in the STRGL (ii)                            | 1,275         | 6%        | 1,391         | 6%        | (2,143)       | (9%)      | 1,416         | 7%        | (2,171)       | (10%)     |

## 17. CALLED UP SHARE CAPITAL

|  | £'000  | £'000  |
|--|--------|--------|
| Authorised: 10,000,000 ordinary shares of £1 each                        | 10,000 | 10,000 |
| Called up, allotted and fully paid: 5,500,000 ordinary shares of £1 each | 5,500  | 5,500  |

## 18. STATEMENT OF MOVEMENT ON RESERVES

|   | Revaluation reserve £'000 | Profit<br>and loss<br>account<br>£'000 |
|---|---------------------------|--|
| Group   |                           |  |
| At 1 July 2006                                      | 260                       | (31,880)                               |
| Translation adjustment                              | -                         | (20)                                   |
| Amortisation of revaluation surplus                 | (5)                       | 5                                      |
| Retained profit for the year                        | -                         | 711                                    |
| Defined pension scheme actuarial gain               | <del>-</del>              | 1,275                                  |
| At 30 June 2007                                     | 255                       | (29,909)                               |
| Company At 1 July 2006 Retained result for the year |                           | (15,657)                               |
| At 30 June 2007                                     |                           | (15,657)                               |

The revaluation reserve is not distributable. The cumulative amount of goodwill written off against reserves is £14,805,000 (2006: £14,805,000). Goodwill will be charged to the profit and loss account on disposal of the business to which it relates.

The translation adjustment of £20,000 (2006: £9,000) represents an unrealised loss arising on the translation of the net assets of the overseas subsidiaries into sterling at the year end.

## 19. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

|   | 2007<br>£'000 | 2006<br>£'000 |
|---|---------------|---------------|
|   |               |               |
| Operating profit                          | 744           | 425           |
| Depreciation charges                      | 655           | 741           |
| Profit on sale of fixed assets            | (181)         | -             |
| Decrease/(increase) in stocks             | 162           | (82)          |
| (Increase)/decrease in debtors            | (863)         | 689           |
| Increase/(decrease) in creditors          | 11            | (440)         |
| Release of previously unrealised profit   | (4)           | (14)          |
| Exchange differences                      | (14)          | 9             |
| Net cash inflow from operating activities | 510           | 1,328         |
|   |               |               |

## 20. ANALYSIS OF NET DEBT

|                          | At<br>1 July<br>2006<br>£'000 | Cash<br>flow<br>£'000 | Other<br>non-cash<br>changes<br>£'000 | At<br>30 June<br>2007<br>£'000 |
|--------------------------|-------------------------------|-----------------------|---------------------------------------|--------------------------------|
| Cash at bank and in hand | 1,180                         | (675)                 | -                                     | 505                            |
| Overdrafts               | (3,640)                       | 560                   | -                                     | (3,080)                        |
|                          | (2,460)                       | (115)                 | -                                     | (2,575)                        |
| Debt due within one year |                               |                       |                                       |                                |
| Intercompany loans       | (17,098)                      | (1)                   | -                                     | (17,099)                       |
| Other loans              | (233)                         | 64                    | -                                     | (169)                          |
| Debt due after one year  |                               |                       |                                       |                                |
| Other loans              | (239)                         | 170                   | -                                     | (69)                           |
| Net debt                 | (20,030)                      | 118                   | -                                     | (19,912)                       |

## 21. CAPITAL COMMITMENTS

| Group and Company               | 2007<br>£'000 | 2006<br>£'000 |
|---------------------------------|---------------|---------------|
| Contracted for but not provided | -             | -             |

## 22. OPERATING LEASE COMMITMENTS

At 30 June 2006 the group was committed to making the following payments during the next year in respect of operating leases:

| Group                          | 2007<br>Land and<br>buildings<br>£'000 | 2007<br>Plant and<br>equipment<br>£'000 | 2006<br>Land and<br>buildings<br>£'000 | 2006<br>Plant and<br>equipment<br>£'000 |
|--------------------------------|--|---|--|---|
| Operating leases which expire: |  |   |  |   |
| Within one year                | 9                                      | 30                                      | 14                                     | 39                                      |
| In two to five years           | 164                                    | 188                                     | 163                                    | 244                                     |
|                                | 173                                    | 218                                     | 177                                    | 283                                     |

The rentals payable under the operating leases included above relating to certain office and light industrial premises are subject to re-negotiation at various intervals in the leases. In addition, there is a long lease expiring in 2072 at a current annual ground rental of approximately £1,000 (2006: £1,000).

### 23. RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption contained in FRS 8 paragraph 3(c) not to present details of transactions with other group entities as it is a wholly owned subsidiary of Kantone Holdings Limited, whose accounts are publicly available, and such transactions are eliminated on consolidation.

## 24. ULTIMATE PARENT COMPANY

The company is a subsidiary undertaking of Kantone Holdings Limited, a company incorporated in the Cayman Islands and whose principal place of business is in Hong Kong.

The ultimate parent and controlling company is Champion Technology Holdings Limited, a company incorporated in the Cayman Islands and whose principal place of business is in Hong Kong.

The largest group in which the results of Kantone (UK) Limited and its subsidiary undertakings are consolidated is that headed by Champion Technology Holdings Limited. The consolidated financial statements of Champion Technology Holdings Limited are available to the public and may be obtained from Champion Technology Holdings Limited, 9<sup>th</sup> and 10<sup>th</sup> Floors, 1 Ning Foo Street, Chai Wan, Hong Kong.

The smallest group in which they are consolidated is that headed by Kantone Holdings Limited. The consolidated financial statements for Kantone Holdings Limited are available to the public and may be obtained from 9<sup>th</sup> and 10<sup>th</sup> floors, 1 Ning Foo Street, Chai Wan, Hong Kong.