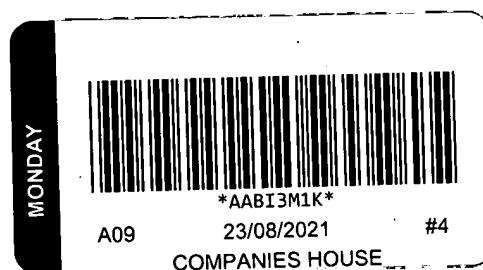


**Company Registration No. 3504198**

**SENSTRONICS LIMITED**

**Report and Financial Statements**

**31 December 2020**



# **SENSTRONICS LIMITED**

## **REPORT AND FINANCIAL STATEMENTS 2020**

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# **SENSTRONICS LIMITED**

## **REPORT AND FINANCIAL STATEMENTS 2020**

### **OFFICERS AND PROFESSIONAL ADVISERS**

#### **DIRECTORS**

H Obermeier – resigned 16<sup>th</sup> March 2021

B Labots – appointed 16<sup>th</sup> March 2021

J Baldwin

N Behrensen

N Blomfield – resigned 23<sup>rd</sup> April 2021

S Lindstedt – appointed 23<sup>rd</sup> April 2021

#### **SECRETARY**

Bird & Bird Company Secretaries Limited

#### **REGISTERED OFFICE**

12 New Fetter Lane  
London  
EC4A 1JP

#### **BANKER**

HSBC plc  
49 Corn Street  
Bristol  
BS99 7PP

#### **SOLICITOR**

Ward Hadaway Solicitors  
Sandgate House  
102 Quayside  
Newcastle Upon Tyne  
NE1 3DX

#### **AUDITOR**

KPMG LLP  
Quayside House  
110 Quayside  
Newcastle upon Tyne  
NE1 3DX

# SENSTRONICS LIMITED

## STRATEGIC REPORT

### PRINCIPAL ACTIVITIES

The company is principally engaged in the design and manufacture of pressure sensors that are sold through the various sales channels of its parent companies. Key markets for the company include Industrial, Mobile Hydraulics and HVAC/R.

### BUSINESS MODEL

The aim of the company is to deliver high quality, low-cost pressure sensors which add value to the customer and enable its parent companies to compete in global markets.

The company continues to focus on driving lean manufacturing practices utilizing the extensive resources of its parent companies. Critical focus areas are safety, quality, on time delivery and cost reduction. These are market differentiators and are critical to becoming the supplier of choice for customers.

### BUSINESS REVIEW AND RESULTS

Turnover for the year increased 6.8% to £20,395,394 (2019: £19,102,469). The directors feel that this performance to market continues to demonstrate the broad appeal for the Senstronics pressure transducer line.

With increased sales volumes in 2020, profitability increased year on year to £1,794,615 (2019: £661,084).

The company procures 67% of its material needs from low-cost regions, primarily China. These purchases are also mainly denominated in US Dollars which the company naturally hedges by invoicing most of its sales in US Dollars.

Source Country	% of Material Purchases
Low Cost Regions	67%
Europe (including the UK)	29%
North America	4%

Senstronics strives to be an environmentally friendly manufacturer seeking new ways to reduce energy consumption, decrease the use of consumable materials in the manufacturing process and increase recycling of packaging and other materials.

### KEY PERFORMANCE INDICATORS (KPIs)

The company sets performance targets in all areas of its business. Performance is measured against a broad range of financial and business metrics. This enables the board of directors to measure year on year progress in the business.

KPIs are measured in safety, quality, yield, on time delivery, procurement costs and variances together with a range of financial performance ratios.

Company financial performance KPI's relating to revenue, EBIT and cash levels were achieved in the year to the satisfaction of the directors.

### FUTURE PROSPECTS

The directors continue to expect to drive growth organically, even with the continued challenges of COVID-19 and expect higher sales volumes in 2021 onwards. New product development will continue to provide increased access to new applications and markets.

# SENSTRONICS LIMITED

## STRATEGIC REPORT

### PRINCIPAL RISKS AND UNCERTAINTIES

The company manufactures products that are sold into different markets by its parent companies. Competition is robust in these markets where performance, cost and sensor package size are key differentiators. The directors feel that our products are well suited to compete globally. Currency exchange volatility can impact operating results significantly. Senstronics continues to actively manage this risk by creating natural hedges between sales currency denomination and procurement currency denomination. Treasury management is considered to be a high priority and is monitored on an ongoing basis to optimise cash flow to continue to fund both new product development as well as investments in manufacturing capacity where necessary.

### COVID-19

We have again started the new financial year in a strong position despite the unprecedented times we are navigating globally with the COVID-19 crisis.

During the COVID-19 crisis the company has ensured the Health and Safety of our employees has been met and production has been able to continue. We have monitored any movement in product demand and have utilised the Government Job Retention Scheme where necessary, adjusting the workforce according to demand.

The full extent to which the COVID-19 pandemic may affect the future results, operations or liquidity remains uncertain, however Management have given serious consideration to the consequences of any potential disruption and our robust business model has allowed us to take all appropriate action to steer the company through this difficult period and will enable us to continue in a favourable position.

On behalf of the Board



N Behrensen

Director

Date: *July 26, 2021*

12 New Fetter Lane  
London  
EC4A 1JP

# **SENSTRONICS LIMITED**

## **DIRECTORS' REPORT**

The directors present their annual report on the affairs of the company, together with the financial statements and independent auditor's report for the company for the year ended 31 December 2020.

### **RESULTS AND DIVIDENDS**

The company's profit for the financial year was £1,794,615 (2019: £661,084). The directors do not recommend the payment of a dividend (2019: £nil).

### **RESEARCH AND DEVELOPMENT**

During the year the company continued its development of high pressure sensors. The associated direct costs amounted to £160,688 (2019: £55,551) and have been charged to the profit and loss account. Continuing investment in Research and Development supports the opening of new market potential which allows Senstronics to maintain its current growth rate.

### **GOING CONCERN**

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Strategic Report on page 2. At the year end the company has £2.6m of cash at bank and in hand, and net current assets of £6.2m.

The directors believe that the company is well placed to successfully manage its business risks. The risks may include economic conditions that could create an element of uncertainty over demand for the company's products and services.

The directors have prepared cash flow forecasts through to December 2023. These forecasts, taking into account reasonably possible changes in trading performance, show that the company is expected to have a sufficient level of financial resources available despite any reasonably possible economic uncertainty that may develop, and the potential impacts of further restrictions and economic volatility caused by the COVID-19 pandemic.

In making the going concern assessment the Directors have considered severe but plausible downside scenarios whereby the company's monthly revenues reduce by 10% compared to the current forecast performance of the company for the entirety of the going concern period, and additional COVID-19 lockdown restrictions are imposed affecting the company's supply chain. The company has also modelled a further scenario involving a more severe reduction in forecast revenues. In both severe downside scenarios, the company does not require new financing and has sufficient cash reserves throughout the forecast period.

The company meets its day to day working capital requirements through cash generated from operations. In addition, the Company and its immediate parent undertaking, Senstronics Holdings Limited, are the subject of a joint venture agreement under which the participating shareholders have agreed to make additional funds available to the group headed by Senstronics Holdings Limited in the event such funds are required.

After making enquiries, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for a period of at least twelve months from the approval of these accounts. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

# SENSTRONICS LIMITED

## DIRECTORS' REPORT

### DIRECTORS

The directors who served during the year, and up to the date of this report, were as follows:

H Obermeier – resigned 16<sup>th</sup> March 2021

B Labots – appointed 16<sup>th</sup> March 2021

J Baldwin

N Behrensen

N Blomfield – resigned 23<sup>rd</sup> April 2021

S Lindstadt – appointed 23<sup>rd</sup> April 2021

### DISCLOSURE OF INFORMATION TO AUDITOR

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

### AUDITOR

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

On behalf of the Board



N Behrensen

Director

Date:

*July 26, 2021*

12 New Fetter Lane  
London  
EC4A 1JP

**STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE STRATEGIC REPORT, THE DIRECTORS' REPORT AND THE FINANCIAL STATEMENTS**

The directors are responsible for preparing the Strategic Report, 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), including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements 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;
- assess the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and 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.

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



## **SENSTRONICS LIMITED**

### **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SENSTRONICS LIMITED**

#### **Opinion**

We have audited the financial statements of Senstronics Limited ("the company") for the year ended 31 December 2020 which comprise the Profit and Loss Account, the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity, the Cash Flow Statement, and related notes, including the accounting policies in Note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

#### **Going concern**

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the company or to cease its operations, and as they have concluded that the company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

In our evaluation of the directors' conclusions, we considered the inherent risks to the company's business model and analysed how those risks might affect the company's financial resources or ability to continue operations over the going concern period.

Our conclusions based on this work:

- we consider that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate;
- we have not identified, and concur with the directors' assessment that there is not, a material uncertainty related to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for the going concern period.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the above conclusions are not a guarantee that the company will continue in operation.

#### **Fraud and breaches of laws and regulations – ability to detect**

##### *Identifying and responding to risks of material misstatement due to fraud*

To identify risks of material misstatement due to fraud ("fraud risks") we assessed events or conditions that could indicate an incentive or pressure to commit fraud or provide an opportunity to commit fraud. Our risk assessment procedures included:

- Enquiring of directors as to the Company's high-level policies and procedures to prevent and detect fraud, as well as whether they have knowledge of any actual, suspected or alleged fraud.
- Reading Board meeting minutes.
- Considering remuneration incentive schemes and performance targets.

## SENSTRONICS LIMITED

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SENSTRONICS LIMITED (CONTINUED)

We communicated identified fraud risks throughout the audit team and remained alert to any indications of fraud throughout the audit.

As required by auditing standards, we perform procedures to address the risk of management override of controls, in particular the risk that management may be in a position to make inappropriate accounting entries. On this audit we do not believe there is a fraud risk related to revenue recognition because of the simplistic nature of the revenue streams and the immaterial level of transactions which take place around year end.

We did not identify any additional fraud risks.

We performed procedures including:

- Identifying journal entries to test based on risk criteria and comparing the identified entries to supporting documentation. These included unexpected revenue journal account pairings.

#### *Identifying and responding to risks of material misstatement due to non-compliance with laws and regulations*

We identified areas of laws and regulations that could reasonably be expected to have a material effect on the financial statements from our general commercial and sector experience and discussed with the directors and other management the policies and procedures regarding compliance with laws and regulations.

We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

The potential effect of these laws and regulations on the financial statements varies considerably.

The Company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related companies legislation), distributable profits legislation and taxation legislation and we assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

Whilst the Company is subject to many other laws and regulations, we did not identify any others where the consequences of non-compliance alone could have a material effect on amounts or disclosures in the financial statements.

#### *Context of the ability of the audit to detect fraud or breaches of law or regulation*

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it.

In addition, as with any audit, there remained a higher risk of non-detection of fraud, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. Our audit procedures are designed to detect material misstatement. We are not responsible for preventing non-compliance or fraud and cannot be expected to detect non-compliance with all laws and regulations.

#### **Strategic report and directors' report**

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF  
SENSTRONICS LIMITED (CONTINUED)**

**Matters on which we are required to report by exception.**

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

We have nothing to report in these respects.

**Directors' responsibilities**

As explained more fully in their statement set out on page 6, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

**Auditor's responsibilities**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities).

**The purpose of our audit work and to whom we owe our responsibilities**

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



**Christopher Vaulks (Senior Statutory Auditor)**  
**for and on behalf of KPMG LLP, Statutory Auditor**  
Chartered Accountants  
Quayside House  
110 Quayside  
Newcastle upon Tyne  
NE1 3DX

Date: 11 August 2021

## **SENSTRONICS LIMITED**

### **PROFIT AND LOSS ACCOUNT**

**For the year ended 31 December 2020**

	<b>Note</b>	<b>2020 £000</b>	<b>2019 £000</b>
TURNOVER	2	20,395	19,102
Cost of sales		<u>(13,712)</u>	<u>(13,822)</u>
GROSS PROFIT		6,683	5,280
Distribution costs		(605)	(416)
Administrative expenses		(4,496)	(4,203)
Other Income	3	<u>213</u>	<u>-</u>
OPERATING PROFIT		1,795	661
Interest payable and similar expenses	5	<u>-</u>	<u>-</u>
PROFIT BEFORE TAXATION		1,795	661
Tax on profit	6	<u>-</u>	<u>-</u>
PROFIT FOR THE FINANCIAL YEAR		<u><u>1,795</u></u>	<u><u>661</u></u>

All of the above comprise continuing operations.

### **STATEMENT OF COMPREHENSIVE INCOME**

**For the year ended 31 December 2020**

During both the current and preceding financial year there has been no income, expenditure, gains and losses other than those recognised in the profit and loss account.

The accompanying notes form an integral part of the financial statements.

# SENSTRONICS LIMITED

Registered number 3504198

## BALANCE SHEET At 31 December 2020

	Note	2020 £000	2019 £000
<b>FIXED ASSETS</b>			
Tangible assets	7	3,337	3,231
		<u>3,337</u>	<u>3,231</u>
<b>CURRENT ASSETS</b>			
Stocks	8	2,903	2,754
Debtors	9	4,506	3,985
Cash at bank and in hand		2,565	1,949
		<u>9,974</u>	<u>8,688</u>
<b>CREDITORS: amounts falling due within one year</b>	10	(3,817)	(4,220)
<b>NET CURRENT ASSETS</b>		<u>6,157</u>	<u>4,468</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>9,494</u>	<u>7,699</u>
<b>NET ASSETS</b>		<u>9,494</u>	<u>7,699</u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	11	7,733	7,733
Share premium account		14,759	14,759
Other reserves		705	705
Profit and loss account		(13,703)	(15,498)
<b>TOTAL SHAREHOLDERS' FUNDS</b>		<u>9,494</u>	<u>7,699</u>

These financial statements were approved by the Board of Directors on 26 July 2021.



N Behrensen

Director

The accompanying notes are an integral part of these financial statements.

**SENSTRONICS LIMITED****STATEMENT OF CHANGES IN EQUITY**  
**Year ended 31 December 2020**

	<b>Share Capital</b>	<b>Share premium account</b>	<b>Other reserves</b>	<b>Profit and loss account</b>	<b>Total equity</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
At 1 January 2019	7,733	14,759	705	(16,159)	7,038
Profit for the year	-	-	-	661	661
At 1 January 2020	7,733	14,759	705	(15,498)	7,699
Profit for the year	-	-	-	1,795	1,795
At 31 December 2020	<u>7,733</u>	<u>14,759</u>	<u>705</u>	<u>(13,703)</u>	<u>9,494</u>

During both the current and preceding financial year, there has been no income, expenditure, gains and losses other than those recognised in the profit and loss account.

The accompanying notes form an integral part of the financial statements.

**SENSTRONICS LIMITED****CASH FLOW STATEMENT****Year ended 31 December 2020**

	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>
<b>Cash flows from operating activities</b>		
Profit for the year	1,795	661
<i>Adjustments for:</i>		
Depreciation, amortisation and impairment	560	368
Foreign exchange losses	29	3
Taxation	-	-
	<u>2,384</u>	<u>1,032</u>
(Increase)/decrease in trade and other debtors	(499)	332
Increase in stocks	(149)	(295)
(Decrease)/increase in trade and other creditors	(426)	518
	<u>1,310</u>	<u>1,587</u>
<b>Net cash from operating activities</b>		
<b>Cash flows from investing activities</b>		
Acquisition of tangible fixed assets	(666)	(1,209)
	<u>(666)</u>	<u>(1,209)</u>
<b>Net cash from investing activities</b>		
Net increase in cash and cash equivalents	644	378
Cash and cash equivalents at 1 January	1,949	1,575
Effect of exchange rate fluctuations on cash held	(28)	(4)
	<u>2,565</u>	<u>1,949</u>
<b>Cash and cash equivalents at 31 December</b>		

The accompanying notes form an integral part of the financial statements.

# **SENSTRONICS LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2020**

### **1. ACCOUNTING POLICIES**

Senstronics Limited (the "Company") is a company limited by shares and incorporated and domiciled in the UK.

These financial statements were prepared in accordance with Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland ("FRS 102"). The presentation currency of these financial statements is sterling. All amounts in the financial statements have been rounded to the nearest £1,000.

The financial statements are prepared in accordance with applicable United Kingdom accounting standards, which have been applied consistently throughout the current and prior periods. The particular accounting policies adopted in dealing with items considered material to the financial statements are described below.

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

#### **Accounting convention**

The financial statements are prepared under the historical cost convention.

#### **Going concern**

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Strategic Report on page 2. At the year end the company has £2.6m of cash at bank and in hand, and net current assets of £6.2m.

The directors believe that the company is well placed to successfully manage its business risks. The risks may include economic conditions that could create an element of uncertainty over demand for the company's products and services.

The directors have prepared cash flow forecasts through to December 2023. These forecasts, taking into account reasonably possible changes in trading performance, show that the company is expected to have a sufficient level of financial resources available despite any reasonably possible economic uncertainty that may develop, and the potential impacts of further restrictions and economic volatility caused by the COVID-19 pandemic.

In making the going concern assessment the Directors have considered severe but plausible downside scenarios whereby the company's monthly revenues reduce by 10% compared to the current forecast performance of the company for the entirety of the going concern period, and additional COVID-19 lockdown restrictions are imposed affecting the company's supply chain. The company has also modelled a further scenario involving a more severe reduction in forecast revenues. In both severe downside scenarios, the company does not require new financing and has sufficient cash reserves throughout the forecast period.

The company meets its day to day working capital requirements through cash generated from operations. In addition, the company and its immediate parent undertaking, Senstronics Holdings Limited, are the subject of a joint venture agreement under which the participating shareholders have agreed to make additional funds available to the group headed by Senstronics Holdings Limited in the event such funds are required.

After making enquiries, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for a period of at least twelve months from the approval of these accounts. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.



# **SENSTRONICS LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2020**

### **ACCOUNTING POLICIES (CONTINUED)**

#### **Turnover**

Turnover represents the value of sales of high pressure sensors to third parties, net of trade discounts and value added tax. Turnover is recognised when the sensors are despatched to third parties.

#### **Research and development**

Expenditure on research activities is recognised in the profit and loss account as an expense as incurred.

#### **Tangible fixed assets**

Tangible fixed assets are stated at acquisition cost less accumulated depreciation and accumulated impairment losses. Depreciation is charged to the profit and loss account so as to write off the cost of tangible fixed assets to their estimated residual value over their estimated useful economic lives using the straight-line method.

Assets under construction are not depreciated until fully complete and productionised, ready for use.

The estimated useful economic lives are as follows:

Plant and machinery	3 to 10 years
Fixtures, fittings and office equipment	3 years

#### **Stocks**

Stocks are stated at the lower of cost and net realisable value and held on a first-in first-out basis. Cost comprises the purchase cost of raw materials plus all directly related conversion costs. Net realisable value is based on estimated selling price, less further costs expected to be incurred to completion and disposal. Provision is made for obsolete, slow-moving or defective items where appropriate.

#### **Foreign currency**

Transactions in foreign currencies are translated to the Company's functional currency at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are retranslated to the functional currency at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the profit and loss account.

#### **Basic financial instruments**

##### *Trade and other debtors / creditors*

Trade and other debtors are recognised initially at transaction price less attributable transaction costs. Trade and other creditors are recognised initially at transaction price plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors.

##### *Cash and cash equivalents*

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose only of the cash flow statement.

# **SENSTRONICS LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS** **Year ended 31 December 2020**

### **ACCOUNTING POLICIES (CONTINUED)**

#### **Government grants**

Government grants are included within the accruals and deferred income in the balance sheet and credited to the profit and loss account over the expected useful lives of the assets to which they relate or in the periods in which the related costs are incurred. Government grants received in the period in respect of the Government's Coronavirus Job Retention Scheme are presented in the Other Income within the Profit and Loss Account.

#### **Operating leases**

Payments (excluding costs for services and insurance) made under operating leases are recognised in the profit and loss account on a straight-line basis over the term of the lease unless the payments to the lessor are structured to increase in line with expected general inflation; in which case the payments related to the structured increases are recognised as incurred. Lease incentives received are recognised in profit and loss over the term of the lease as an integral part of the total lease expense. Rentals under operating leases are charged to the profit and loss account on a straight-line basis over the life of the lease.

#### **Pensions**

The company operates an independently administered money purchase (defined contribution) pension scheme for all of its employees. Pension costs are recognised in the profit and loss account as they fall due.

#### **Taxation**

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided on timing differences which arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in the financial statements. Deferred tax is not recognised on permanent differences arising because certain types of income or expense are non-taxable or are disallowable for tax or because certain tax charges or allowances are greater or smaller than the corresponding income or expense.

Deferred tax is measured at the tax rate that is expected to apply to the reversal of the related difference, using tax rates enacted or substantively enacted at the balance sheet date. Deferred tax balances are not discounted.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

# SENSTRONICS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2020

### 2. TURNOVER

	2020	2019
	£000	£000
<b>Turnover by geographical market</b>		
United Kingdom	3,002	2,684
Rest of Europe	11,788	10,161
North America	3,934	4,912
China	1,367	1,061
Rest of World	304	284
	<u>20,395</u>	<u>19,102</u>

In the opinion of the directors all turnover is attributable to one continuing activity.

### 3. EXPENSES AND AUDITOR'S REMUNERATION

Profit on ordinary activities before taxation is stated after charging:

	2020	2019
	£000	£000
Depreciation of tangible fixed assets - owned	560	368
Operating lease rentals		
- plant and machinery	3	3
- other assets	202	198
Research and development expensed as incurred	161	56
Foreign exchange	<u>29</u>	<u>3</u>
Auditors' remuneration - audit	<u>28</u>	<u>18</u>

The cost of the audit fee in relation to Senstronics Holdings Limited is fully borne by its subsidiary company Senstronics Limited.

Other Income in the period of £212,740 relates to the Government Grant received for Job Retention Scheme.

### 4. STAFF NUMBERS AND COSTS

#### (a) Staff costs

	2020	2019
	£000	£000
<b>Staff costs during the year</b>		
Wages and salaries	4,183	4,093
Social security costs	350	344
Other pension costs	212	228
	<u>4,745</u>	<u>4,665</u>

# SENSTRONICS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2020

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

	2020 No.	2019 No.
<b>Average numbers of persons employed</b>		
Directors	4	4
Finance and administration	11	13
Operations	128	129
	<u>143</u>	<u>146</u>

### (b) Directors' emoluments

	2020 £000	2019 £000
Aggregate emoluments in respect of qualifying services	-	-

Directors of Senstronics Limited are not employed by the company and the costs relating to their services to Senstronics as Directors are borne by the company in which they are employed.

## 5. INTEREST PAYABLE AND SIMILAR EXPENSES

	2020 £000	2019 £000
Bank interest payable	-	-

## 6. TAXATION

### Total tax expense recognised in the profit and loss account

	2020 £000	2019 £000
<i>The tax charge Comprises:</i>		
<b>Current tax - UK</b>		
Corporation tax at the standard rate of 19.00% (2019: 19.00%)	-	-
<b>Total current tax</b>	-	-
<b>Deferred tax</b>		
Origination and reversal of timing differences	-	-
<b>Taxation charge for the year</b>	-	-

# SENSTRONICS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2020

The differences between the total current tax shown above and the amount calculated by applying the rate of UK corporation tax to the profit before tax are as follows:

### Reconciliation of effective tax rate

	2020 £000	2019 £000
Profit for the year	1,795	661
Total tax expense	-	-
Profit excluding taxation	1,795	661
UK Corporation tax at the standard rate of 19.00% (2019: 19.00%)	341	125
Expenses not deductible for tax purposes	2	2
Utilisation of previously unrecognised tax losses (movement in unrecognised deferred tax)	(343)	(127)
Total taxation charge for the year	-	-

### Factors that may affect the future charges

The standard rate of tax for the year, based on the UK standard rate of corporation tax, is 19.00% (2019: 19.00%).

At the balance sheet date, the company had unutilised trading losses of £8,058,000 (2019: £9,123,000) available to carry forward against future taxable profits. As explained in Note 14, the recognition of the deferred tax asset in relation to unutilised tax losses involves estimation, with the directors recognising a deferred tax asset to the extent they consider reasonable based on the timelines of forecast taxable profits against which tax losses will be utilised.

The amounts provided for deferred taxation (assets)/liabilities are as follows:

	Recognised		Not Recognised	
	2020 £000	2019 £000	2020 £000	2019 £000
Fixed Assets	9	-	-	(133)
Trade losses	(302)	(300)	(1,229)	(1,251)
Other	(7)	-	-	(6)
	<u>(300)</u>	<u>(300)</u>	<u>(1,229)</u>	<u>(1,390)</u>

A reduction in the rate of corporation tax from 19% to 17% (effective 1 April 2020) was substantively enacted on 6<sup>th</sup> September 2016. The March 2020 Budget announced that a rate of 19% would continue to apply with effect from 1 April 2020, and this change was substantively enacted on 17 March 2020. The UK deferred tax asset as at 31 December 2020 was calculated at 19% (2019: 17%).

An increase in the UK corporation tax rate from 19% to 25% (effective from 1 April 2023) was substantively enacted on 24 May 2021.

# SENSTRONICS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2020

### 7. TANGIBLE FIXED ASSETS

	Plant & equipment £000	Fixtures, fittings and office equipment £000	Assets under Construction £000	Total £000
<b>Cost</b>				
At 1 January 2020	6,856	166	1,327	8,349
Additions	177	142	347	666
Transfer	1,085	4	(1,089)	-
Disposals	-	-	-	-
At 31 December 2020	8,118	312	585	9,015
<b>Depreciation</b>				
At 1 January 2020	5,019	99	-	5,118
Charge for the year	520	40	-	560
Disposals	-	-	-	-
At 31 December 2020	5,539	139	-	5,678
<b>Net book value</b>				
At 31 December 2020	2,579	173	585	3,337
At 1 January 2020	1,837	67	1,327	3,231

### 8. STOCKS

	2020 £000	2019 £000
Raw materials and consumables	2,330	2,135
Work in progress	390	394
Finished goods	183	225
	<u>2,903</u>	<u>2,754</u>

Raw materials, consumables and changes in finished goods and work in progress recognised as cost of sales in the year amounted to £10,783,718 (2019: £10,954,078).

Stocks are stated after provisions for impairment of £223,648 (2019: £171,300)

### 9. DEBTORS

	2020 £000	2019 £000
Trade debtors	362	308
Amounts owed by related undertakings (see note 17)	3,600	3,076
Amounts owed by parent undertakings (see note 17)	65	65
Prepayments and accrued income	179	236
Deferred tax asset (see note 6)	300	300
	<u>4,506</u>	<u>3,985</u>

# SENSTRONICS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### Year ended 31 December 2020

Bad debt expenses recognised as a charge in the Profit and Loss account of £Nil (2019: £Nil) and the current reserve in the balance sheet is £Nil (2019: £Nil)

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

	2020 £000	2019 £000
Trade creditors	3,222	3,669
Amounts owed to related undertakings (see note 17)	55	29
Other taxation and social security	94	107
Other creditors	145	109
Accruals and deferred income	301	306
	<u>3,817</u>	<u>4,220</u>

#### 11. CALLED UP SHARE CAPITAL

	2020 £000	2019 £000
<b>Called up, allotted and fully paid</b>		
773,318,391 ordinary shares of £0.01 each	7,733	7,733
	<u>7,733</u>	<u>7,733</u>

#### 12. FINANCIAL COMMITMENTS

Contracted capital commitments to purchase tangible fixed assets at the end of the financial year for which no provision has been made are £442,834 (2019: £99,541). Capital expenditure authorised but not contracted at the end of the financial year was £65,635 (2019 £99,181).

Total future commitments under non-cancellable operating leases are as follows:

	Land and buildings 2020 £000	Other 2020 £000	Land and buildings 2019 £000	Other 2019 £000
Payments due date				
- within one year	215	10	197	13
- between two and five years	859	10	786	20
- after five years	-	-	-	-
	<u>1,074</u>	<u>20</u>	<u>983</u>	<u>33</u>

#### 13. PENSIONS

The company contributes to an individual money purchase pension scheme for the benefit of the employees. The assets of the scheme are in funds independent from those of the company. The amount of contributions outstanding as at 31 December 2020 and included in other creditors was £23,132 (2019: £25,183).

## SENSTRONICS LIMITED

### NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2020

#### 14. ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires the directors to make certain estimates which can affect the valuation of assets and liabilities and the result for the year. The directors consider the most significant estimate made in the accounts relates to the recognition and estimation of the deferred tax asset in relation to unutilised losses (note 6).

The directors have applied judgement in determining the functional currency of the Company as transactions are denominated in a number of different currencies. After consideration, as disclosed in note 1, the functional currency is Sterling which the directors consider to be the currency of the primary economic environment in which the Company operates.

#### 15. FINANCIAL INSTRUMENTS

The carrying amounts of the financial assets and liabilities include:

	2020	2019
	£'000	£'000
Assets measured at amortised cost	4,027	3,449
Liabilities measured at amortised cost	3,422	3,807

#### 16. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The company is a 100% subsidiary of Senstronics Holdings Limited, a company incorporated in England and Wales.

The ultimate controlling parties are Danfoss A/S and Fortive Corporation, who each control 50% of the share capital of Senstronics Holdings Limited.

The only group in which the results of the company are consolidated is that headed by Senstronics Holdings Limited. The consolidated financial statements of Senstronics Holdings Limited are available to the public and can be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ.



## **SENSTRONICS LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2020**

#### **17. RELATED PARTY DISCLOSURES**

Included within debtors is £65,040 (2019: £65,040) owed by the immediate parent undertaking, Senstronics Holdings Limited.

Danfoss A/S and Fortive Corporation each control 50% of the share capital of Senstronics Holdings Limited, the company's immediate parent undertaking.

The following related party transactions occurred during the year with companies that are under the control of either Danfoss A/S or Fortive Corporation:

Sales of £2,578,861 (2019: £2,346,121) were made to TGA Industries Limited. At 31 December 2020, a balance of £478,159 (2019: £445,072) was due from TGA Industries Limited.

Sales of £2,979,671 (2019: £3,687,523) were made to Gems Sensors Inc. At 31 December 2020, a balance of £411,981 (2019: £667,174) was owed by Gems Sensors Inc.

Sales of £1,296,472 (2019: £995,358) were made to Fortive Setra-ICG (Tianjin) Co. Limited. The balance outstanding from Fortive Setra-ICG (Tianjin) Co. Limited at 31 December 2020 was £217,003 (2019: £158,916).

Sales of £304,019 (2019: £282,806) were made to Fortive ICG Japan Co. Limited. The balance outstanding at 31 December 2020 was £79,381 (2019: £48,678).

Sales of £954,134 (2019: £1,225,130) were made to Setra Systems Inc. The balance outstanding at 31 December 2020 was £217,451 (2019: £192,525).

Sales of £11,280,751 (2019: £10,138,070) were made to Danfoss A/S. The balance outstanding at 31 December 2020 was £2,117,612 (2019: £1,542,535).

Sales of £421,954 (2019: £335,890) were made to Danfoss Limited. The balance outstanding at 31 December 2020 was £78,337 (2019: £20,621).

Sales of £476,581 (2019: £22,548) were made to Danfoss Sensors GmbH. The balance outstanding at 31 December 2020 was £Nil (2019: £Nil).

Sales of £451 (2019: £628) were made to Danfoss (Tianjin) Limited. The balance due from Danfoss (Tianjin) Limited at 31 December 2020 was £Nil (2019: £136).

Sales of £Nil (2019: £768) were made to Danfoss do Brasil Ind e Com Limited. The balance due from Danfoss (Tianjin) Limited at 31 December 2020 was £Nil (2019: £Nil).

## **SENSTRONICS LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2020**

#### **17. RELATED PARTY DISCLOSURES cont'd**

Purchases of £8,056 (2019: £6,406) were made from Danfoss Limited and a balance of £967 (2019: £1,933) was owed to Danfoss Limited at 31 December 2020

Purchases of £Nil (2019: £736) were made from Danfoss Sensors GmbH and a balance of £Nil (2019: £Nil) was owed to Danfoss Sensors GmbH at 31 December 20

Purchases of £9,304 (2019: £3,648) were made from Tektronix UK Limited and a balance of £Nil (2019: £2,368) was owed to Tektronix UK Limited at 31 December 2020

Purchases of £Nil (2019: £18,383) were made from Gems Sensors Inc and a balance of £Nil (2019: £Nil) was owed to Gems Sensors Inc at 31 December 2020

Purchases of £9,000 (2019: £3,600) were made from Gems Sensors (A Division of TGA) and a balance of £Nil (2019: £2,160) was owed to Gems Sensors (A Division of TGA) at 31 December 2020.

Purchases of £Nil (2019: £Nil) were made from Setra Systems Inc and a balance of £Nil (2019: £Nil) was owed to Setra Systems Inc at 31 December 2020

Purchases of £52,150 (2019: £78,016) were made from West Control Solutions and a balance of £Nil (2019: £22,284) was owed to West Control Solutions at 31 December 2020

Purchases of £202,310 (2019: £Nil) were made from Danfoss A/S and a balance of £54,132 (2019: £Nil) was owed to Danfoss A/s at 31 December 2020

Purchases of £Nil (2019: £Nil) were made to Danfoss do Brasil Ind e Com Limited and a balance of £Nil (2019: £33) was owed to Danfoss do Brasil Ind e Com Limited at 31 December 2020

All amounts due to / from the company by related parties at the balance sheet date, as set out above, are included in amounts owed by / to related undertakings in notes 9 and 10 respectively.