## **COMPANY NO 03510703**

ITRACS (UK) LIMITED

**Financial Statements** 

Year ended 30 September 2009

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# ITRACS (UK) Ltd

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## **Company Information**

Company registration

number

03510703

Registered office

65 Carter Lane

London EC4V 5HF

**Directors** 

P L Pela (resigned 24 February 2010)

J Acrı (resigned 09 April 2009) S Holland (resigned 31 July 2009)

T R Reedy

T Mansheim (appointed 09 April 2009)

Secretary

J Acri (resigned 09 April 2009)

T Mansheim (appointed 09 April 2009)

Bankers

National Westminster Bank

Exchange House

78 Mildsummer Boulevard

Milton Keynes

MK9 2EA

World Wide Web Address

www iTRACS com

Auditor

**Grant Thornton UK LLP** 

Grant Thornton House 202 Silbury Boulevard

Milton Keynes

MK9 1LW

## **Report of the Directors**

The directors present their report and the audited financial statements for the year ended 30 September 2009

### Principal activities

The principal activity of the company is the sale and support of Infrastructure Management Software

#### **Business review**

During the fiscal year the Company undertook a reorganization of its operations to more closely align them with those of its parent, iTRACS Corporation and its focus on the development of software to facilitate the management of data center physical infrastructure. The Company has restructured its distribution and partner sales channels and relocated its principal offices. The Company expects these actions to enable it to maintain and expand its market presence in the future. There was a profit for the year before taxation amounting to £70,451 (2008 loss of £142,479). The directors do not recommend the payment of a dividend (2008 £nil).

#### **Directors**

The present membership of the Board is set out below. All served on the Board throughout the year apart from T Mansheim who was appointed in April 2009.

T R Reedy

T Mansheim

The directors have no interest in the share capital of the company

T R Reedy is a director of the parent company iTRACS Corporation and his respective interest in its share capital is disclosed in the directors' report of that company

### Statement of directors' responsibilities for the financial statements

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

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

### ITRACS (UK) Ltd

The directors are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the directors are aware

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

### **Auditors**

Grant Thornton UK LLP, having expressed their willingness to continue in office, will be deemed reappointed for the next financial year in accordance with section 487(2) of the Companies Act 2006 unless the company receives notice under section 488(1) of the Companies Act 2006

# Small company special provisions

The report of the directors has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies

T Mansheim Director

Date 7/6/2010

### Independent auditor's report to the members of iTRACS (UK) Ltd

We have audited the financial statements of iTRACS (UK) Ltd for the year ended 30 September 2009 which comprise the profit and loss account, the balance sheet, and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

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

## Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on pages 4-5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/UKNP

### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 30 September 2009 and of its profit for the year then ended.
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

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

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

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

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

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

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Subarna Banerjee Senior Statutory Auditor for and on behalf of Grant Thornton UK LLP Statutory Auditor, Chartered Accountants Milton Keynes

15/6/10

## **Profit and Loss Account**

For the year ended 30 September 2009

	Note	2009 £	2008 £
Turnover	2	1,016,661	873,536
Cost of sales		(417,995)	(339,261)
Gross profit		598,666	534,275
Administrative expenses		(594,216)	(694,109)
			<del></del>
Operating profit/( loss) Other Income		4,450 68,992	(159,834) 17,355
Interest payable	3	(2,991)	-
Profit/(loss) on ordinary activities before taxation	2	70,451	(142,479)
Tax on profit/(loss) on ordinary activities	5	(57)	-
Profit/(loss) retained and transferred to/(from) reserves	11	70,394	(142,479)

All transactions arise from continuing operations

There were no recognised gains or losses other than the profit/(loss) for the financial year

The accompanying accounting policies and notes form an integral part of these financial statements

## **Balance Sheet**

## **COMPANY NO: 03510703**

# At 30 September 2009

	Note	2009 £	2008 £
Fixed assets Tangible assets	6	15,677	23,422
Current assets Debtors Cash at bank and in hand	7	673,381 794	1,213,284 14,252
Creditors: Amounts falling due within one year	8	674,175 (1,312,764)	1,227,536 (1,929,534) ————
Net current liabilities		(638,589)	(701,998)
Total assets less current liabilities		(622,912)	(678,576)
Creditors: Amounts falling due after more than one year	9		(14,730)
Net liabilities		(622,912)	(693,306)
Capital and reserves Called up share capital Profit and loss account	10 11	2 (622,914)	2 (693,308)
Equity shareholders' (deficit)	12	(622,912)	(693,306)

The financial statements have been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006

The accompanying accounting policies and notes on pages 10 to 18 form an integral part of these financial statements

The financial statements were approved and authorised by the Board on June, 2010 and signed on its behalf by

T Mansheim - Director

### Notes to the financial statements

## 1. Principal Accounting Policies

### Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with applicable United Kingdom accounting standards

The principal policies of the company have remained unchanged from the previous year and are set out below

### Going Concern

The financial statements have been prepared on a going concern basis which assumes that the company will continue in operational existence for the foreseeable future. The company is a subsidiary of iTRACS Corporation and has significant intercompany debtors with fellow group undertakings. The company may additionally need cash flow support from group undertakings to meet its existing commitments.

The going concern status of the company is therefore dependent on the financial position of the Group headed by iTRACS Corporation (the Group) and the continued support from the parent company and fellow subsidiaries. iTRACS Corporation has provided the directors with a letter of support for a period of 12 months from the date of signing these financial statements.

In July 2009, the parent received a Letter of Intent from an existing Board member/shareholder for a proposed Series C Convertible Redeemable Preferred Stock offering. The parent has closed on \$4.5 million of the Series C preferred and had a final closing at the end of March and received \$525,000 of additional proceeds to the Company. In addition to the equity raise, in September the parent secured \$2 million of mezzanine financing bringing total new financing to \$7 million.

The parent believes that with the new financing raised and forecast sales, it will have adequate facilities to support the ongoing activities of iTracs (UK) Ltd for the foreseeable future

#### Turnover

Turnover is the total amount receivable by the company for goods supplied and services provided, excluding VAT and trade discounts

Turnover is comprised of software fees, training and support services. Turnover relating to software and training is recognised upon sale unless sold with support services, when the entire fee is recognised over the contract term

### **Tangible Fixed Assets and Depreciation**

Depreciation is calculated to write down the cost less estimated residual value of all tangible fixed assets by equal annual instalments over their expected useful lives. The rates generally applicable are

Motor vehicles

3 years

Office equipment

3-5 years

Residual value is calculated on prices prevailing at the date of acquisition

#### ITRACS (UK) Limited

### Cashflow

The company is exempt from publishing a cash flow statement because it is a small sized company, as defined under section 382 of the Companies Act 2006

#### **Leased Assets**

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated over their expected useful lives. The interest element of leasing payments represents a constant proportion of the capital balance outstanding and is charged to the profit and loss account over the period of the lease.

All other leases are regarded as operating leases and payments made under them are charged to the profit and loss account on a straight line basis over the lease term

#### **Deferred Taxation**

Deferred tax is recognised on all timing differences where the transactions or events that give the company an obligation to pay more tax in the future, or a right to pay less tax in the future, have occurred by the balance sheet date. Deferred tax on defined benefit pension scheme surpluses or deficits is adjusted against these surpluses. Deferred tax assets are recognised when it is more likely than not that they will be recovered. Deferred tax is measured using rates of tax that have been enacted or substantively enacted by the balance sheet date.

#### Retirement benefits schemes

#### Defined contribution scheme

The pension costs charged against profits represent the amount of the contributions payable into employees' defined contribution schemes

#### Foreign currencies

Transactions in foreign currencies are recorded at the exchange rate ruling at the date that the transaction occurred. Monetary assets and liabilities denominated in foreign currency are translated into sterling at the rates of exchange ruling at 30th September. Exchange differences are taken to the profit and loss account.

# 2 Turnover and Profit/(loss) on Ordinary Activities Before Taxation

The turnover is attributable to the company's principal activity

An analysis of turnover is given below,

	2009 £	2008 £
United Kingdom Overseas	713,614 303,047	653,850 219,686
	1,016,661	873,536
The profit/(loss) on ordinary activities before taxation is stated after	•	
	2009 £	2008 £
Auditors' remuneration Audit services Non-audit services	18,000 4,750	29,291 7,320
Depreciation Tangible fixed assets owned Tangible fixed assets held under finance leases and hire purchase contracts	3,392 7,860	1,170 9,471
Operating lease rentals	16,095	17,625

Non-audit services relate to the provision of taxation compliance services

# 3. Net Interest Payable

	2009 £	2008 £
Finance lease charges	2,991	-
	2,991	-

# 4 Directors and Employees

	2009 £	2008 £
Staff costs during the year were as follows		
Wages and salaries Social security costs Other Pension costs	350,628 36,242 9,803	385,760 42,709 16,650
	396,673	445,119
Average monthly number of employees, including directors		
	2009 No	2008 No
Sales Administration	5 1	7 1
	6	8
Remuneration in respect of directors was as follows		
Emoluments	2009 £	2008 £
Emoluments	54,731 ———	130,451

## 5 Taxation

Charge for taxation based on the (loss)/profit for the year

Analysis of charge in the period	2009 £	2008 £
Current tax	57	-
Tax on loss/(profit) on ordinary activities	57	-
Factors affecting the tax charge for the period		
The differences between the tax assessed for the period and the standard rate of corporation tax are explained as follows		
Profit / (loss) on ordinary activities before taxation	70,450	(148,932)
Standard rate of corporation tax in the UK	28%	20 5%
Profit on ordinary activities multiplied by the standard rate of corporation tax	19,726	(30,531)
Effects of - expenditure that is non tax deductible - depreciation for the period in excess of capital allowances - (decrease) / increase in tax losses - rounding difference	1,236 972 (21,878) 1	54 (1,650) 32,127
Current charge for the year	57	_

The company has tax losses of approximately £545,030 (2008 approximately £615,746) A deferred tax asset has not been recognised in respect of timing differences relating to trading losses as there is insufficient evidence as to the timing over which the asset will be recovered The amount of the asset not recognised is £154,573 (2008 £123,858)

# 6 Tangible Assets

	Motor Vehicles	Office Equipment	Leasehold improvement s	Total
Cost	£	£	£	£
At 1 October 2008 Additions	23,600 -	14,577 3,507	3,400 -	41,577 3,507
At 30 September 2009	23,600	18,084	3,400	45,084
Depreciation				
At 1 October 2008 Provided in the year	6,545 7,860	9,230 2,711	2,380 681	18,155 11,252
At 30 September 2009	14,405	11,941	3,061	29,407
Net book value At 30 September 2009	9,195	6,143	339	15,677
			<del></del>	
At 30 September 2008	17,055	5,347	1,050	23,422
		<del></del>		

The net book value of the tangible fixed assets includes £9,195 (2008 £17,055) in respect of assets held under finance leases Depreciation charged in the year on those assets amounted to £7,860 (2008 £9,471)

## 7 Debtors

	2009 £	2008 £
Trade debtors	101,496	509,881
Amounts owed by group companies	543,120	646,610
Other debtors	4,146	4,125
Prepayments and accrued income	24,619	52,668
	673,381	1,213,284
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8	Creditors: Amounts Falli	ing Due Within One Year
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•			
		2009 £	2008 £
	Trade creditors	10,927	25,869
	Obligations under finance leases	14,734	4,587
	Accruals and other deferred income	1,285,301	1,894,687
	Corporation tax liability	57	-
	Other taxation and social security	1,745	4,391
		1,312,764	1,929,534
9	Creditors: Amounts Falling Due After More Than One Year		
		2009	2008
		£	£
	Obligations under finance leases		
	Obligations under finance leases - due within two to five years	_	14,730
	due within two to live years		<del></del>
		-	14,730
40	Chara Carrital		
10	Share Capital		
		2009	2008
		£	£
	Authorised		
	1,000 ordinary shares of £1 each	1,000	1,000
	Allotted and fully paid		
	2 shares of £1 each	2	2

### 11 Reserves

	Profit and loss account £
At 1 October 2008 Profit for the year	(693,308) 70,394
At 30 September 2009	(622,914)

## 12 Reconciliation of Movements in Shareholders' Deficit

	2009	2008
	£	£
(Loss) for the financial year	70,394	(142,479)
Shareholders' deficit at 1 October 2008	(693,306)	(550,827)
Shareholders' deficit at 30 September 2009	(622,912)	(693,306)

### 13 Financial Commitments

## **Capital commitments**

The company had no capital commitments at 30 September 2009 or 30 September 2008

# Operating lease commitments

The payments which the company is committed to make in the next year under operating leases are as follows

		2009 £	2008 £
(1)	Land and buildings, leases expiring		
	within one year	16,095	16,095
	two to five years	13,413	29,508
		29,508	45,603

### 14 Contingent Liabilities

There were no contingent liabilities at 30 September 2009 or 30 September 2008

## 15 Transactions With Related Parties

The company has taken advantage of the exemption in Financial Reporting Standard No 8 "related party disclosures" and has not disclosed transactions with group undertakings

## 16 Ultimate Parent Undertaking

The company's ultimate parent company and controlling party and the smallest and largest group to which the company belongs is iTRACS Corporation, a company incorporated in the USA Copies of the financial statements are available from 2215 York Road, Suite 414, Oak Brook, Illinois 60523, USA

Copies of the group financial statements can be obtained from that company's registered office