Registered Number: 3817489

## **DESIGNPLAN MANAGEMENT SERVICES LIMITED**

## REPORT AND FINANCIAL STATEMENTS

**31 DECEMBER 2009** 

TUESDAY

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## **31 December 2009**

## **CONTENTS**

	Page
Directors' report	1 & 2
Statement of directors' responsibilities	3
Independent auditor's report	4
Consolidated profit and loss account	5
Consolidated statement of total recognised gains and losses	6
Consolidated balance sheet	7
Company balance sheet	8
Consolidated cashflow statement	9
Notes on financial statements	10 - 28

#### **DIRECTORS' REPORT**

#### 31 December 2009

The directors present their report and the audited financial statements for the year ended 31 December 2009

#### Principal activity

The principal activity of the group is the design, manufacture and sale of light fittings both in the home and export markets and the design, manufacture and sale of steel kitchens and lighting control systems in the home market

#### **Business review**

Most markets during the year held up well despite the economic troubles experienced in most areas of the economy Volatility in costs in both energy and materials were avoided somewhat by buying forward assisting the annual results. Generally a very satisfactory performance considering the uncertainty in the markets

#### Research and Development

The company continues its research and development program to both improve existing product ranges and to create new products for the future

#### Profit, dividends and appropriations

The results for the year are shown in the consolidated profit and loss account on page 5

The directors paid a dividend of £300,000 during the year

### **Future developments**

The continued economic uncertainty will effect business as orders are delayed in being placed. The General Election and change in Government brings with it a period where the economic position will be faced up to with the result that governmental expenditure will be under serious pressure. It is likely that this will have a significant affect in the short and medium term while this process settles down and therefore with reduced actual gross profit (but not margin), net profit will be under serious pressure. Basic infrastructure however will still have to be maintained in the long term and therefore the long term future of the group is still good.

#### Directors

The directors of the company during the year were as follows

D A Cumper M J Cumper

P Williamson (appointed 20 October 2009)

#### Charitable donations

During the year the group made political donations totalling £600 to the Conservative Party

#### Auditor

Baker Tilly UK Audit LLP has indicated its willingness to continue in office

#### **DIRECTORS' REPORT**

31 December 2009 (continued)

#### Statement as to disclosure of information to auditor

The directors who were in office on the date of approval of these financial statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditors are unaware. Each of the directors have confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves tware of any relevant audit information and to establish that it has been communicated to the auditor

on behalf of the board

M J Cumper

Director

29 July 2010

Wealdstone Road Kimpton Industrial Estate Sutton Surrey

SM3 9RW

## DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

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

Company law requires the directors to prepare financial statements for each financial year. Under that law 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)

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 group and the company and of the profit or loss of the group for that period

In preparing those financial statements, the directors are required to

- a select suitable accounting policies and then apply them consistently,
- b make judgements and accounting estimates that are reasonable and prudent,
- c prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and the company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group's and the company's transactions and disclose with reasonable accuracy at any time the financial position of the group and 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 group and the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### INDEPENDENT AUDITOR'S REPORT

## Independent auditor's report to the members of Designplan Management Services Limited

We have audited the group and parent company financial statements (the "financial statements") on pages 5 to 28. 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 more fully explained in the Directors' Responsibilities Statement set out on page 3, 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

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 the financial statements

In our opinion the financial statements

- give a true and fair view of the state of the group's and parent company's affairs as at 31 December 2009 and of the group's 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 matters 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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us, or
- · the parent company financial statements 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

JONATHAN ERICSON (Senior Statutory Auditor)

below Telly va Avier LLS

For and on behalf of BAKER TILLY UK AUDIT LLP, Statutory Auditor

**Chartered Accountants** 

12 Gleneagles Court

Crawley, West Sussex, RH10 6AD

30 July 2010

## CONSOLIDATED PROFIT AND LOSS ACCOUNT

## for the year ended 31 December 2009

	Note	2009 £	2008 £
Turnover	2	19,972,639	18,899,953
Cost of sales		(9,733,352)	(9,686,093)
Gross profit		10,239,287	9,213,860
Distribution costs		(2,103,112)	(2,260,618)
Administrative expenses (including foreign exchange gains £64,109 (2008 £507,858) and impairment of goodwill £284,989 (2008 £nil))		(7,051,901)	(5,514,617)
Other operating income	4	167,129	193,771
Operating profit	5	1,251,403	1,632,396
Profit on disposal of subsidiaries		-	433,021
Profit on ordinary activities before interest		1,251,403	2,065,417
Interest receivable	7	4,415	75,642
Interest payable	8	(52,043)	(142,854)
Profit on ordinary activities before taxation		1,203,775	1,998,205
Tax on profit on ordinary activities	9	(481,740)	(507,357)
Profit on ordinary activities after taxation		772,035	1,490,848
Minority interest in profit (equity)		(389,217)	(261,389)
Profit for the year	20	332,818	1,229,459

The company is exempt from publishing the parent's profit and loss account under section 408 of the Companies Act 2006

The profit for the year arises from the group's continuing activities

There were no historical cost profits or losses, other than included in the profit and loss account, in either year

## CONSOLIDATED STATEMENT OF TOTAL

## RECOGNISED GAINS AND LOSSES

## for the year ended 31 December 2009

	2009 £	2008 £
Profit for the financial year	332,818	1,229,459
Currency transaction differences on foreign currency net investments	(23,580)	41,651
Total gains and losses recognised relating to the year	309,238	1,271,110

## (Company registration no. 3817489) CONSOLIDATED BALANCE SHEET

## at 31 December 2009

	Note	£	2009	£	2008
Fixed assets	Note	£	£	£	£
Intangible assets	10		51,979		103,957
Tangible assets	11		3,142,041		3,274,521
			3,194,020		3,378,478
Current assets					
Stocks	13	3,426,264		3,459,357	
Deferred tax	18	327,702		339,432	
Debtors due within one year	14	3,954,910		4,501,620	
Cash at bank and in hand		2,663,879		1,814,702	
Creditors: amounts falling due		10,372,755		10,115,111	
within one year	15	3,826,327		4,567,167	
Net current assets			6,546,428		5,547,944
Total assets less current liabilities			9,740,448		8,926,422
Creditors: amounts falling due after					
more than one year	16	1,192,852		1,056,658	
Provisions for liabilities	17	609,328		595,457	
			1,802,180		1,652,115
			7,938,268		7,274,307
Carital and manager					
Capital and reserves					
Called up share capital	19		360,400		360,400
Merger capital			214,575		214,575
Profit and loss account	20		6,220,286		6,211,048
Shareholders' funds	21		6,795,261		6,786,023
Minority interest (equity)			1,143,007		488,284
Shareholders' funds			7,938,268		7,274,307

The financial statements on pages 5 to 28 were approved and authorised for issue by the board of directors on 29 valy 2010 and signed on its behalf by

M J Cumper

Director

## (Company registration no. 3817489) COMPANY BALANCE SHEET

## at 31 December 2009

			2009		2008
	Note	£	£	£	£
Fixed assets					
Tangible assets	11		2,503,438		2,558,686
Investments	12		1,000,565		1,000,509
			3,504,003		3,559,195
Current assets					
Deferred tax asset	18	124,415		123,057	
Debtors due within one year	14	415,902		199,394	
Cash at bank and in hand		1,620,614		1,215,713	
Cm-114 1		2,160,931		1,538,164	
Creditors: amounts falling due					
within one year	15	1,500,667		1,061,859	
Net current assets			660,264		476,305
Total assets less current liabilities			4,164,267		4,035,500
Creditors: amounts falling due					
after more than one year	16	1,103,370		1,056,658	
Provisions for habilities	17	440,000		435,000	
			1,543,370		1,491,658
			2,620,897		2,543,842
Capital and reserves					
Called up share capital	19		360,400		360,400
Profit and loss account	20		2,260,497		2,183,442
- 10111 0.10 1000 00000110	20				
			2,620,897		2,543,842

The financial statements on pages 5 to 28 were approved and authorised for issue by the board of directors on 20 July 2010 and are signed on its behalf by

M J Cumper Director

## CONSOLIDATED CASH FLOW STATEMENT

## for the year ended 31 December 2009

		2009			2008	
	Note	£	£	£	£	
Net cash inflow from operating activities	23		2,475,141		1,047,820	
Returns on investment and servicing of finance						
Interest received Interest paid Interest element of finance lease rental		4,415 (52,043)		75,642 (136,976) (5,878)		
Net cash outflow from returns on investment and servicing of finance			(47,628)		(67,212)	
Taxation						
Net corporation tax paid			(545,292)		(243,263)	
Capital expenditure and financial investment						
Payments to acquire tangible fixed assets Receipts from sale of tangible		(167,934)		(233,214)		
fixed assets		11,892		10,996		
Acquisitions and disposals			(156,042)		(222,218)	
Purchase of shares in subsidiary undertained Sale of subsidiary	akıng		(56) -		- 56	
Dividends						
Equity dividends paid			(300,000)		•	
Net cash inflow before financing			1,426,123		515,183	
Financing						
Advance on bank and other loans Repayment of borrowings		302,764 (150,241)		(375,172)		
Net cash inflow/ (outflow) from finance	ıng	<u> </u>	152,523		(375,172)	
Increase in cash in the year	25		1,578,646		140,011	

## DESIGNPLAN MANAGEMENT SERVICES LIMITED NOTES ON FINANCIAL STATEMENTS

#### 31 December 2009

## 1 Principal accounting policies

#### Basis of accounting

The financial statements have been prepared in accordance with applicable accounting standards and under historical cost convention. All the group's activities are classed as continuing.

#### Basis of consolidation

The consolidated financial statements incorporate the financial statements of all other subsidiary companies on an acquisition basis. Subsidiaries acquired during the year are consolidated from the date control of share capital was transferred. Subsidiary companies are those where there is a dominant influence exercised and/or a unified management structure. The difference between cost of acquisition of the shares in subsidiaries and the fair value of the separate net assets acquired is capitalised and written off on a straight line basis over its estimated economic life. Provision is made for impairment. All financial statements are made up to 31 December 2009. As a consolidated profit and loss account is published, a separate profit and loss account for the parent company is omitted from the group financial statements by virtue of section 408 of the Companies Act 2006.

#### Goodwill

Goodwill arising on consolidation and purchased goodwill (prior to the introduction of FRS 10) are written off directly against reserves. Since the introduction of FRS 10, goodwill, representing the excess of the purchase price compared with the fair value of net assets acquired, is capitalised and written off evenly over 5 years, subject to provision made for impairment, as in the opinion of directors this presents the period over which goodwill is effective.

#### **Investments**

Investments in Designplan Management Services Limited company balance sheet are included at cost less provision for diminution in value

#### **Turnover**

Turnover represents the amount derived from the provision of goods and services to third parties which fall within the group's ordinary activities, stated net of value added tax

#### NOTES ON FINANCIAL STATEMENTS

## 31 December 2009

(continued)

## 1 Principal accounting policies (continued)

#### **Depreciation**

Depreciation of tangible fixed assets is charged by equal annual instalments commencing with the year of acquisition at rates estimated to write off their cost less any residual value over the expected useful lives, which are as follows -

Freehold property - 40 years

Leasehold property - Over period of lease

Computerised plant and machinery - 3 years

Other plant, machinery and tools - 3 - 10 years

Office equipment, fixtures and fittings - 5 - 10 years

Motor vehicles - 5 years

### Finance leases and hire purchase contracts

Tangible fixed assets acquired under finance leases and hire purchase contracts are capitalised at the cost at the date of inception of each lease or contract. The total finance charges are allocated over the period of the lease in accordance a reducing balance method and charged to the profit and loss account

Rentals paid under operating leases are charged to the profit and loss account as incurred

#### Stocks

Stocks, including work in progress, are valued at the lower of cost, including an addition for production overheads, where appropriate, and net realisable value Allowance has been made for obsolete or slow moving items

#### Investment income

Income from lease of properties is included in the profit and loss as they accrue

#### Research and development

Expenditure on research and development in the year is charged to the profit and loss account on an accruals basis

### Foreign currencies

Transactions expressed in foreign currencies are translated into sterling and recorded at rates of exchange ruling at the date of the transaction. Adjustments due to currency fluctuations arising in the normal course of business are dealt with in the profit and loss account.

The financial statements of overseas subsidiary companies are translated into sterling at the closing rates of exchange at the balance sheet date and the difference arising from the translation of opening net investment at the closing rate is taken direct to reserves

All other translation differences are dealt with in the profit and loss account

#### Defined contribution pension fund

Contributions to the pension fund are charged to the profit and loss account as they become payable in accordance with the rules of the fund

## NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

### 1 Principal accounting policies (continued)

#### **Deferred taxation**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results are stated in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted at the balance sheet date. Deferred tax is measured on a non-discounted basis

#### Constructive obligations under various onerous contracts

Obligations are recognised under various onerous contracts on the date an onerous obligation liability becomes probable. This is an estimation by the directors and is based on contracts and actual claims experience to date

#### Liquid resources

Treasury deposits on the Money Market are classed within the cashflow statement as cash movements when they relate to short term deposits repayable within 24 hours — Treasury deposits between 2 days and one year are included within liquid resources as net cash inflows or outflows

#### Share based payments

The Company issued equity-settled share based payments to certain employees and has applied the disclosure requirements of FRS 20 "share based payments". As disclosed in note 27 no provision is made for the charge in the year due to the amount being immaterial to the results of the company

#### 2 Turnover

_	A 4 2 11 V 1 V 1	2009	2008
		£	£
	United Kingdom	14,348,279	13,158,559
	Europe	1,290,519	1,247,366
	North America	4,062,099	4,463,035
	Far East	265,891	27,106
	Other	5,851	3,887
		19,972,639	18,899,953
3	Dividends	***************************************	
		2009	2008
		£	£
	Dividends paid on ordinary shares in the year - 83 2639 pence		
	per share (2008 nil)	300,000	-
4	Other operating income	2009	2008
	· · · · ·	£	£
	Rent receivable	167,129	193,771

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

		2009 £	2008 £
5	Operating profit		
	Operating profit is stated after charging/(crediting) Depreciation		
	- owned assets	251,366	377,210
	Amortisation of goodwill	51,978	51,978
	Goodwill impairment	284,989	
	(Profit)/loss on fixed asset disposal	(1,500)	(5,179)
	Operating leases	(-,,	(-,,
	- plant and machinery hire	22,185	10,917
	- other assets	323,002	336,144
	Net foreign exchange gains	(64,109)	(507,858)
	Group auditors' remuneration		
	- audit	38,000	38,000
6	Directors and employees	2009 No	2008 No
	The average number of persons employed by the group		
	(including executive directors) during the year was		
	Production	142	137
	Sales	65	69
	Administration	27	25
		234	231
	The aggregate staff costs were	£	£
	Wages and salaries	5,865,806	5,450,492
	Social security costs	547,467	518,661
	Other pension costs	160,405	141,025
		6,573,678	6,110,178

## NOTES ON FINANCIAL STATEMENTS

## 31 December 2009

6	Directors and employees (continued)	2009 £	2008 £
	Directors		
	Directors' emoluments - emoluments - pension contributions	604,007 44,833 648,840	417,984 44,000 461,984
	Highest paid director - emoluments - pension contributions	292,544 22,000	216,879 22,000
		314,544	238,879

### Defined contribution pension funds

The group operates three types of defined contributions pension scheme. Two of these are funded defined contribution group personal pension plans where the assets are held separately for individual members and are not available generally to all members. One director (2008 nil) benefitted from these plans at the year end. The total contributions to these plans were £116,405 (2008 £97,025)

The group's other scheme is a defined contribution pension fund. The assets of the fund are held separately from those of the company in an independently administered fund. Two directors (2008 two) benefited from this fund as at the year end. The pension cost charge payable by the group to the pension scheme amounted to £44,000 (2008 £44,000)

	(2112 211,411)	2009 £	2008 £
7	Interest receivable	_	_
	Bank interest	4,415	74,456
	Other interest	-	1,186
		4,415	75,642
8	Interest payable	<del></del>	
	Bank loan and overdrafts	36,908	98,198
	Hire purchase contracts	-	5,878
	Directors' loan account interest	11,549	38,778
	Other interest	3,586	-
		52,043	142,854
		<del></del>	

#### NOTES ON FINANCIAL STATEMENTS

## 31 December 2009

			(continuea)		
)		Taxation		2009 £	2008 £
	a)	Analysis of change in year		-	•
		Current UK tax			
		- Corporation tax on profits of the year		487,416	460,793
		- Adjustment in respect of prior years		(920)	(871)
				486,496	459,922
		Current foreign tax			
		- Foreign tax (credit)/charge for the year		(7,472)	43,476
		Total current tax charge for the year		479,024	503,398
		Deferred tax			
		- Origination of UK timing differences		13,263	(9,744)
		- Origination of overseas timing difference	es	(10,547)	13,703
		o . B			
		Total deferred tax charge for the year		2,716	3,959
		Tax on profit on ordinary activities		481,740	507,357

## b) Factors that may affect future tax changes

9

Based on current capital investment plans, the group expects to be able to claim capital allowances in excess of depreciation in future years but at a slightly different level than in the current year.

The group has brought and carried forward capital losses of £160,948 (2008 £160,948) and trading losses carried forward which could significantly reduce tax payments in future years

The group's overseas tax rates are different from these in the UK and the group expects an increase in the future rates charged overseas

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

9	Taxation (continued)	2009 £	2008 £
c)	Factors affecting tax charge for the year		
	The current tax assessed for the year is higher than the effective standard rate of corporation tax in the United Kingdom of 28% (2008 28 5%) as explained below		
	Profit on ordinary activities before tax	1,203,775	1,998,205
	Profit on ordinary activities multiplied by the effective standard rate of UK corporation tax of 28% (2008 28 5%)	337,057	569,488
	Effects of		
	- Net expenses not deductible for tax purposes	60,812	59,771
	- Income not taxable	-	(135,259)
	- Capital allowances in (excess)/deficit of depreciation	(14,559)	12,000
	- Impairment of goodwill not allowable	79,797	-
	- Unrelieved tax losses	17,609	7,114
	- Overseas earnings	11,266	(48,748)
	- Marginal relief	(4,717)	(885)
	<ul> <li>Short term timing differences</li> <li>Other adjustments</li> </ul>	151	3,167 (5,855)
		487,416	460,793
	Adjustments in respect of prior years	(920)	(871)
	Current UK tax	486,496	459,922
10	Intangible fixed assets	Goodwill	
	Cost	£	
	At 1 January 2009	259,891	
	Additions	284,989	
		,,	
	At 31 December 2009	544,880	
	Amortisation	<del>_</del>	
	At 1 January 2009	155,934	
	Charge for the year	51,978	
	Impairment charge for the year	284,989	
	At 31 December 2009	492,901	
	Net book value		
	31 December 2009	51,979	
	31 December 2008	103,957	
		<del></del>	

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

## 11 Tangible fixed assets

Group	Land and buildings £	Plant, machinery and tools £	Computer, furniture and fittings	Motor vehicles £	Total £
Cost	£	L	L	£	
At 1 January 2009	3,870,705	4,246,858	1,287,148	76,884	9,481,595
Additions	-	98,704	44,430	24,800	167,934
Disposals	-	(01.000)	- (10.000)	(23,094)	(23,094)
Exchange movement	(42,171)	(31,992)	(10,220)	•	(84,383)
At 31 December 2009	3,828,534	4,313,570	1,321,358	78,590	9,542,052
Accumulated depreciation					<del></del>
At I January 2009	968,077	4,049,598	1,153,145	36,254	6,207,074
Charged for the year	63,799	137,966	37,468	12,133	251,366
Disposals	-	-	-	(12,702)	(12,702)
Exchange movement	(8,654)	(30,101)	(6,972)	-	(45,727)
At 31 December 2009	1,023,222	4,157,463	1,183,641	35,685	6,400,011
Net book value 31 December 2009	2,805,312	156,107	137,717	42,905	3,142,041
31 December 2008	2,902,628	197,260	134,003	40,630	3,274,521
The net book value of land and buildings includes				ccumulated lepreciation £	Net book value £
Freehold property and leasehold	improvements		390,624	88,730	301,894
Long leaseholds	-		2,166,405	361,333	1,805,072
Short leaseholds			1,271,505	573,159	698,346
			3,828,534	1,023,222	2,805,312

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

## 11 Tangible fixed assets (continued)

Company			
. ,			Land and buildings
Cost At 1 January 2009 Additions			3,437,910
31 December 2009			3,437,910
Accumulated depreciation At 1 January 2009 Charged for the year At 31 December 2009			879,224 55,248 934,472
Net book value 31 December 2009			2,503,438
31 December 2008			2,558,686
The net book value of land and buildings includes	Cost £	Accumulated depreciation	Net book value £
Long leaseholds Short leaseholds	2,166,405 1,271,505	361,333 573,139	1,805,072 698,366
	3,437,910	934,472	2,503,438

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

## 12 Fixed asset investments

Company Shares in group undertakings	Subsidiaries £
Cost At 1 January 2009 Additions Disposals	1,260,400 56
At 31 December 2009	1,260,456
Provisions At 1 January 2009 Charged for the year Disposals	259,891
At 31 December 2009	259,891
Net book value 31 December 2009	1,000,565
31 December 2008	1,000,509

#### NOTES ON FINANCIAL STATEMENTS

## 31 December 2009

(continued)

## 12 Fixed asset investments (continued)

#### Company

The company holds the equity share capital of the following

Name of undertaking	Country of incorporation	Class of share	Proportion held	Nature of business
Subsidiaries Designplan Lighting Limi	ted England	Ordinary	100%	Design and manufacture of light fittings, uplighters and luminaires
Richmond Plastics Limite	d England	Ordinary	100%	Dormant
Aether Lighting Limited	England	Ordinary	100%	Design and manufacture of architectural lighting
One 2 See Signs Limited	England	Ordinary	56 5%	Illuminated roadsigns

## Group

The group holds the equity share capital (in addition to the above) of the following companies via its subsidiary undertakings

Name of undertaking	Country of incorporation	Class of share	Group equity held	Nature of business
Designplan International Limited	England	Ordinary	821/2%	Lighting wholesaler
Designplan Lighting Inc	USA	Ordinary	62%	Design, manufacture and sale of lighting fittings
FP Realty LLP	USA	Ordinary	55%	Property
Designplan Leuchten	Germany	Ordinary	100%	Dormant

In addition the group has consolidated the following entities as it operates a dominant influence on these entities and they are managed on a unified basis

Richmond Lighting Limited	England	Ordinary	0%	Design and manufacture of lighting controls
Steelplan Kitchens Limited	England	Ordinary	0%	Design and manufacture of Kitchens
Sparta Ventures Limited	England	Ordinary	0%	Dormant

All the above subsidiary undertakings are included in the consolidated financial statements

On 10 December 2009 Designplan Management Services Limited acquired a 56.5% interest in One 2 See Signs Limited from D A Cumper and M J Cumper

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

		•	Group	Co	ompany
		2009 £	2008 £	2009 £	2008 £
13	Stocks				
	Raw materials	2,143,213	1,724,730	_	-
	Work in progress	560,890	610,028	-	_
	Finished goods	722,161	1,124,599	-	-
		3,426,264	3,459,357		
14	<b>Debtors:</b> amounts falling due within one year				
	Trade debtors Amounts due from group	3,615,173	4,163,292	-	-
	undertakings	-	-	413,536	177,913
	Other debtors	34,628	52,634	, . _	, <u>-</u>
	Prepayments and accrued income	305,109	285,694	2,366	21,481
		3,954,910	4,501,620	415,902	199,394
15	Creditors: amounts falling due within one year				
	Bank loans and overdrafts	702,216	1,463,773	51,634	47,002
	Trade creditors	1,493,858	1,616,120	<b>-</b>	<b>-</b>
	Amounts owed to group undertakings	•	•	1,039,062	640,209
	Corporation tax	327,417	380,793	14,673	82,922
	Overseas taxation	-	21,906	-	•
	Other taxation and social security	449,908	349,041	16,960	8,960
	Directors' loan accounts	200,000	160,000	200,000	160,000
	Other creditors	11,659	11,144	-	-
	Accruals and deferred income	641,269	564,390	178,338	122,766
		3,826,327	4,567,167	1,500,667	1,061,859

The bank loans and overdrafts are secured against the group and company's leasehold properties and the assets thereof

## NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

Group Company 2009 2009 2008 2008 £ £. £ £ 16 Creditors: amounts falling due after more than one year Bank loans and overdrafts 572,122 541,736 482,640 541,736 514,922 Directors' loan account 620,730 514,922 620,730 1,056,658 1,192,852 1,056,658 1,103,370 Bank loans are repayable In the next year 101,296 133,384 51,634 47,002 In the second to fifth year 312,526 205,547 223,044 205,547 259,596 In more than 5 years 259,596 336,189 336,189 673,418 675,120 534,274 588,738

There are 2 bank loans both of which are secured on the group's freehold property. One loan is at an interest rate of 2.75% per annum above the bank's US\$ bank base rate. The other is at an interest rate of 1.60% above the bank's UK base rate. Both loans are repayable by equal monthly instalments.

### 17 Provisions for liabilities and charges

Group	1 January 2009 £	Profit and loss account charge £	31 December 2009 £
Unfunded pensions to former employees Constructive obligations under	435,000	5,000	440,000
various onerous contracts	160,457	8,871	169,328
	595,457	13,871	609,328
	Table 271		<u></u>
	1 January 2009	Transfer to group undertaking	31 December 2009
Company	£	£	£
Unfunded pensions to former employees	435,000	5,000	440,000
	<del></del>		

A provision has been recognised for the unfunded pension costs payable to former employees. These costs are expected to be incurred over the next 10 years. The provision has been calculated with reference to present value annuity costs.

A provision has also been recognised for obligations due to employees regarding potential claims under EEC directives for commission payments

## NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

18	Deferred tax		
		2009 £	2008 £
	Group asset	*	~
	Accelerated capital allowances	(107,190)	(122,005)
	Former employees pension	(123,200)	(121,800)
	Short term timing differences	(3,264)	(3,112)
		(233,654)	(246,917)
	Foreign tax timing differences	(94,048)	(92,515)
		(327,702)	(339,432)
	Company asset		
	Accelerated capital allowances	(1,215)	(1,257)
	Former employees pension	(123,200)	(121,800)
		(124,415)	(123,057)
	Deferred tax asset	Group	Company
		£	£
	Asset at 1 January 2009	(339,432)	(123,057)
	Deferred tax charge in the profit and loss account for the year	2,716	42
	Exchange movements	9,014	-
	Transfer from group undertakings	-	(1,400)
	Asset at 31 December 2009	(327,702)	(124,415)

The deferred tax asset is based on a corporation tax rate of 28% (2008 28%)

The deferred tax asset on unused capital tax losses of £160,948 carried forward at 31 December 2009 within the Group, amounting to £45,065 (2008 £48,300), are not included in the balance sheet as there is presently no likelihood of the capital losses being utilised

## NOTES ON FINANCIAL STATEMENTS

# 31 December 2009 (continued)

19	Called up share capital	

			2009 £	2008 £
Authorised				
500,000 ordinary shares of £1 each			500,000	500,000
Allotted, called up and fully paid				
360,400 ordinary shares of £1 each			360,400	360,400
Profit and loss account				
	G	roup	Co	mpany
	2009	2008	2009	2008
	£	£	£	£
Group				
Balance at 1 January 2009	6,211,048	4,939,938	2,183,442	2,042,540
Profit for the financial year	332,818	1,229,459	377,055	140,902
Dividends	(300,000)	-	(300,000)	-
Exchange adjustments on translation of	•			
opening balances of overseas subsidiary	(23,580)	41,651	-	-
At 31 December 2009	6,220,286	6,211,048	2,260,497	2,183,442
	500,000 ordinary shares of £1 each  Allotted, called up and fully paid 360,400 ordinary shares of £1 each  Profit and loss account  Group  Balance at I January 2009 Profit for the financial year Dividends Exchange adjustments on translation of opening balances of overseas subsidiary	Allotted, called up and fully paid 360,400 ordinary shares of £1 each  Profit and loss account  Group  Balance at I January 2009 Brofit for the financial year Dividends Exchange adjustments on translation of opening balances of overseas subsidiary  500,000 ordinary shares of £1 each  2009 £ 3209 £ 332,818 (300,000) (23,580)	Allotted, called up and fully paid 360,400 ordinary shares of £1 each  Profit and loss account  Group  2009 2008 £ £ £ Group  Balance at I January 2009 Profit for the financial year Dividends Exchange adjustments on translation of opening balances of overseas subsidiary  (23,580)  Allotted, called up and fully paid 360,400 ordinary shares of £1 each  Group  2009 2008 £ £ £ £ £ (300,000) - (300,000) - (23,580)  41,651	Authorised 500,000 ordinary shares of £1 each  Allotted, called up and fully paid 360,400 ordinary shares of £1 each  Profit and loss account  Group  2009 2008 £ £ £ £  Group  Balance at I January 2009 Balance at I January 200

The profit after taxation for the parent company was £377,055 (2008 £140,902)

Consolidated goodwill arising on acquisitions prior to the introduction of FRS 10 have been written off against reserves amounted to £124,000 (2008 £124,000)

## 21 Reconciliation of shareholders' funds

	2009	2008
Group	£	£
Profit for the year Dividends	332,818 (300,000)	1,229,459
	32,818	1,229,459
Other recognised gains and losses relating to the year	(23,580)	41,651
Net addition to shareholders' funds Opening shareholders' funds	9,238 6,786,023	1,271,110 5,514,913
Closing shareholders' funds	6,795,261	6,786,023

#### NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

### 22 Related parties transactions

The company has taken advantage of the exemption from reporting transactions with wholly owned group companies conferred by Financial Reporting Standard No 8 on the grounds that the shares in these companies are 100% owned by Designplan Management Services Limited ("Management")

D A Cumper and M J Cumper hold a controlling interest in the group by virtue of their shareholding in Management

During the year to 31 December 2009 the following transactions took place between them

- (1) D A Cumper and M J Cumper received £11,549 (2008 £38,778) in directors loan interest during the year At the balance sheet date the company owed £820,730 (2008 £674,922) in respect of these directors loans
- (11) The company acquired 56 5% of the share capital of One 2 See Signs Limited ("One 2 See") from D A Cumper and M J Cumper in equal proportions for total consideration of £56 50
- (III) D A Cumper and M J Cumper received dividends totalling £300,000 from Management during the year (2008 £nil)

Designplan Lighting Limited ("Designplan") (a 100% owned subsidiary of Management) has an 82 5% share of Designplan International Limited ("International") The following transactions took place

International was charged a management fee of £278,550 (2008 £143,708) and interest of £1,261 (2008 £nil) by Management The amount due to International at the year-end was £148,199 (2008 £nil)

International purchased goods for £909,157 (2008 £659,228) and received commission of £87,570 (2008 £65,397) from Designplan The balance due to International from Designplan at the year-end was £55,303 (2008 due from International £164,464)

Steelplan Kitchens Limited ("Steelplan") is under common control and unified management with Management Steelplan was charged a management fee of £102,311 (2008 £20,000) by Management The amount due to Management at the year-end was £400,000 (2008 £389,162)

One 2 See Signs Limited ("One 2 See") is a 56 5% owned subsidiary of Management. The following transactions took place

During the year One 2 See recharged costs totalling £23,153 to Designplan (2008 £60,353) At 31 December 2009 One 2 See owed Designplan £588,698 (2008 £19,964)

During the year Management charged One 2 See interest amounting to £15,786 (2008 £nil) At the balance sheet date One 2 See owed Management £13,536 (2008 £nil)

MSW Associates ("MSW") is a company owned by M Walters, who is a director and shareholder of One 2 See During the year consultancy fees totalling £33,000 (2008 £27,500) and other expenses of £465 (2008 £1,263) were charged by MSW to One 2 See There was no balance due to or from MSW at either year end

Battery Technology ("Technology") is a company owned by B Gustar, who is a director and shareholder of One 2 See. During the year consultancy fees totalling £12,857 (2008 £11,285) were charged by Technology to One 2 See. There was no balance due to or from Technology at either year end

Designplan Lighting Inc is a 75% subsidiary of International which is an 82 5% owned subsidiary of Management Designplan Lighting Inc purchased goods for £162,018 (2008 £302,640) from International Designplan Lighting Inc also paid interest to International of £14,915 (2008 £16,135) The gross amount due to International by Designplan Lighting Inc at the year-end was £710,625 (2008 £939,591)

## NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

## 22 Related parties transactions (continued)

Richmond Lighting Limited ("Richmond") is under common control and unified management with Management During the year ended 31 December 2009 the following transactions took place

- (1) Richmond was charged a management fee of £30,000 (2008 £30,000) by Management Richmond was charged rent of £16,596 (2008 £16,596) by Management. There was no balance due between Richmond and Management at either year end
- (11) The balance due to Designplan by Richmond at the year-end was £49,247 (2008 £45,414)

23	Reconciliation of operating profit to net Cash inflow from operating activities	2009 £	2008 £
	Operating profit	1,251,403	1,632,396
	Depreciation	251,366	377,211
	Profit on disposal	(1,500)	(5,179)
	Amortisation and impairment	336,967	51,978
	Net exchange variations	(12,768)	(108)
	Decrease/ (increase) in stocks	33,093	(260,316)
	Decrease/ (increase) in debtors	546,710	(1,032,240)
	Increase in creditors	55,999	291,831
	Increase/ (decrease) in provisions	13,871	(7,753)
	Net cash inflow from operating activities	2,475,141	1,047,820

#### 24 Changes in net debt

	Brought forward £	Cash flows £	Exchange movements £	Other changes £	Carried forward £
Cash at bank and in hand Overdrafts	1,814,702 (1,330,389)	849,177 729,469	-	-	2,663,879 (600,920)
	484,313	1,578,646	•		2,062,959
Debts due within one year Debts due in more than one year	(293,384) (1,056,658)	150,241 (302,764)	8,417 -	(166,570) 166,570	(301,296) (1,192,852)
	(865,729)	1,426,123	8,417		568,811

#### NOTES ON FINANCIAL STATEMENTS

## 31 December 2009 (continued)

25	Reconciliation of net cash flow to movement in net debt	2009 £	2008 £
	Increase in cash in the period	1,578,646	140,011
	Cash (inflow)/outflow from (increase)/decrease in debt financing	(152,523)	375,172
	Exchange movements	8,417	(51,223)
	Movement in net debt	1,434,540	463,960
	Net debt brought forward	(865,729)	(1,329,689)
	Net funds carried forward	568,811	(865,729)

## 26 Guarantees and other financial commitments

Financial commitments under non-cancellable operating leases will result in the following payments falling due in the year to 31 December 2010

Group		2008		
Expiring	Land & buildings £	Other £	Land & buildings £	Other £
Within one year	-	37,397	-	37,146
In two to five years	-	117,258	-	115,566
After five years	156,180	-	156,180	•
	156,180	154,655	156,180	152,712

The company has a cross guarantee with the following companies given to National Westminster Bank plc against advances by the bank to these companies The advance at 31 December 2009 totalled £591,320 (2008 £1,330,389)

Richmond Lighting Limited Designplan Lighting Limited Designplan International Limited

#### NOTES ON FINANCIAL STATEMENTS

31 December 2009 (continued)

#### 27 Share options

In November 2009 a new EMI share option scheme was adopted This discretionary scheme permits the grant of options to all eligible employees of the group. The options are exercisable upon a contingent sales price of the group at an unspecified future date, and expire 10 years after the date of the grant.

On 25 November 2009 18,968 options were granted over ordinary £1 shares and at 31 December 2009 these were all outstanding

All the share options are exercisable for £1, the same as the par value of the shares

The weighted average contractual life of the options as at 31 December 2009 was 8.92 years

The exercise price and date is contingent on the sale of the group, no provision has been made for valuing the cost of the options under FRS 20 as the annual charge that would be applicable in the accounts is not material either to the subsidiary, where the charge would fall, or to the group results for the year

All of the options have been granted to a director of the company

#### 28 Contingent liabilities

The company is part of a group VAT election and is therefore jointly and severally liable for the VAT liability of other group companies. The liability at the year end is £275,228 (2008 £207,261)