## **DIRECTORS' REPORT AND FINANCIAL STATEMENTS**

For the year ended 31 December 2006

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### DIRECTORS' REPORT For the year ended 31 December 2006

The directors present their report and the financial statements for the year ended 31 December 2006

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the annual 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). 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,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

So far as each of the directors is aware at the time the report is approved

- there is no relevant audit information of which the company's auditors are 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 auditors are aware of that information

#### **PRINCIPAL ACTIVITIES**

The company's principal activity continues to be the supply of computer hardware and application software

## **BUSINESS REVIEW**

The directors are pleased to report a substantial increase in the sales revenues and profitability for the year, compared to 2005. Significant investment in personnel and infrastructure took place during the previous year and the benefit of this has resulted in the strong growth which is detailed in these accounts. The board have continued to look to the future, with recruitment of experienced sales and technical personnel being a priority. Consquently, the business has continued to grow in 2007 and an excellent result for this next year is anticipated.

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £369,452 (2005 - £137,962)

An interim dividend of £200,200 was paid during the year and the directors do not recommend a final dividend

## DIRECTORS' REPORT For the year ended 31 December 2006

#### **DIRECTORS**

The directors who served during the year and their interests in the company's issued share capital were

	Ordii	nary shares of £1 each
	31/12/06	1/1/06
J R Brooker	67	67
S L Dearn	10	10

## **POLITICAL AND CHARITABLE CONTRIBUTIONS**

During the year the company made charitable donations totaling £1,415 (2005 £150)

## **QUALIFYING THIRD PARTY INDEMNITY PROVISIONS**

The company provides a guarantee for the bank facilities of Storm Procurement Limited, a company in which both directors of Storm Technologies Limited have an interest

#### **ACQUISITION OF OWN SHARES**

In 2005 The company purchased 28 ordinary £1 shares for a consideration of £112,000 when Mr N Gibson and Mr L P Rutter ceased to be members. This represented 27% of the issued share capital

#### **AUDITORS**

The auditors, Newlyn Ware, will be proposed for reappointment in accordance with section 385 of the Companies Act 1985

This report was approved by the board on 11 July 2007 and signed on its behalf

J R Brooker Secretary

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF STORM TECHNOLOGIES LIMITED

We have audited the financial statements of Storm Technologies Limited for the year ended 31 December 2006 set out on pages 5 to 16. These financial statements have been prepared in accordance with the accounting policies set out therein.

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

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

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

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

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

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

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

### **BASIS OF AUDIT OPINION**

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

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

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF STORM TECHNOLOGIES LIMITED

#### **OPINION**

#### In our opinion

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

**Chartered Certified Accountants** 

Registered Auditors

Haughley Suffolk IP14 3RF

11 July 2007

## PROFIT AND LOSS ACCOUNT For the year ended 31 December 2006

	Note	2006 £	2005 £
TURNOVER	1,2	19,835,764	14,751,747
Cost of sales		(16,418,157)	(12,228,443)
GROSS PROFIT		3,417,607	2,523,304
Administrative expenses		(2,900,883)	(2,336,670)
OPERATING PROFIT	3	516,724	186,634
Interest receivable		6,913	867
Interest payable	6	(1,909)	(1,700)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		521,728	185,801
Tax on profit on ordinary activities	7	(152,276)	(47,839)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	15	£ 369,452	£ 137,962

All amounts relate to continuing operations

There were no recognised gains and losses for 2006 or 2005 other than those included in the profit and loss account

The notes on pages 8 to 16 form part of these financial statements

## BALANCE SHEET As at 31 December 2006

	Note	£		2006 £	£		2005 £
FIXED ASSETS		_			_		_
Tangible fixed assets	8			285,347			359,278
CURRENT ASSETS							
Stocks	9	1,153,782			207,736		
Debtors	10	6,583,018			2,901,984		
Cash at bank and in hand		200			65,223		
		7,737,000			3,174,943		
CREDITORS: amounts falling due within one year	11	(7,249,401)			(2,916,111)		
NET CURRENT ASSETS				487,599			258,832
TOTAL ASSETS LESS CURRENT LIABILIT	TIES .			772,946		-	618,110
CREDITORS: amounts falling due after more than one year	12			-			(10,417)
PROVISIONS FOR LIABILITIES							
Deferred tax	13			(17,908)			(21,907)
NET ASSETS			£	755,038		£	585,786
CAPITAL AND RESERVES							
Called up share capital	14			77			77
Profit and loss account	15			754,961			585,709
SHAREHOLDERS' FUNDS	16		£	755,038		£	585,786

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

11 July 2097

J R Brooker

Director

S L Dearn Director

The notes on pages 8 to 16 form part of these financial statements

# CASH FLOW STATEMENT For the year ended 31 December 2006

	Note	2006 £	2005 £
Net cash flow from operating activities	18	144,711	185,106
Returns on investments and servicing of finance	19	5,004	(833)
Taxation		10,344	(48,951)
Capital expenditure and financial investment	19	(27,885)	(83,645)
Equity dividends paid/Share capital redeemed		(200,200)	(112,000)
CASH OUTFLOW BEFORE FINANCING		(68,026)	(60,323)
Financing	19	(25,000)	35,417
DECREASE IN CASH IN THE YEAR		£ (93,026)	£ (24,906)

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT For the year ended 31 December 2006

	2006 £	2005 £
Decrease in cash in the year	(93,026)	(24,906)
Cash outflow/(inflow) from decrease/(increase) in debt and lease financing	25,000	(35,417)
MOVEMENT IN NET DEBT IN THE YEAR	(68,026)	(60,323)
Net funds at 1 January 2006	29,806	90,129
NET (DEBT)/FUNDS AT 31 DECEMBER 2006	£ (38,220)	£ 29,806

The notes on pages 8 to 16 form part of these financial statements

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 1. ACCOUNTING POLICIES

#### 1 1 Basis of preparation of financial statements

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

#### 12 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied, exclusive of Value Added Tax and trade discounts

#### 1 3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases.

Plant & machinery - 25% reducing balance
Motor vehicles - 25% reducing balance
Fixtures & fittings - 25% reducing balance
Office equipment - 25-50% reducing balance

## 14 Leasing and hire purchase

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

#### 1.5 Operating leases

Rentals under operating leases are charged on a straight line basis over the lease term

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate

#### 16 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

## 1 ACCOUNTING POLICIES (continued)

#### 1.7 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are discounted

#### 18 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction

Exchange gains and losses are recognised in the profit and loss account

## 19 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year

#### 2. TURNOVER

The whole of the turnover is attributable to the sale of Information Technology equipment and associated technical services

A geographical analysis of turnover is as follows

	£	£
United Kingdom	19,640,766	14,725,665
Rest of European Union	114,705	26,082
Rest of world	80,293	•
	£ 19,835,764	£ 14,751,747
	19,035,704	2 14,751,747

2005

2006

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

3	OPERATING PROFIT				
	The operating profit is stated after charging/(crediting)				
			2006 £		2005 £
	Depreciation of tangible fixed assets	-	88,776 12,441 10,000 2,435 118,991 (255)		101,234 8,424 10,000 - 73,756 (349)
4	STAFF COSTS				
	Staff costs, including directors' remuneration, were as follows				
			2006 £		2005 £
	Wages and salaries Social security costs Other pension costs		1,693,193 216,772 21,688		1,256,383 150,928 22,081
		£	1,931,653	£	1,429,392
	The average monthly number of employees, including the directors,	during	the year was	as foll	ows
			2006 No		2005 No
	Directors Sales, technical & administration		2 32		2 22
			34	_	24
5	DIRECTORS' REMUNERATION				
			2006 £		2005 £
	Emoluments	£	515,762	£	372,087
	Company pension contributions to money purchase pension schemes	£	8,562	£	8,562
	During the year retirement benefits were accruing to 2 directors (20 pension schemes	05 - 2)	in respect of	mone	y purchase

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

The highest paid director received remuneration of £274,282 (2005 - £150,964)

	Γ PAYABLE

	On bank loans and overdrafts On finance leases and hire purchase contracts	2006 £ 154 1,755		2005 £ 477 1,223
		£ 1,909	£	1,700
7	TAXATION			
		2006 £		2005 £
	Analysis of tax charge in the year			
	Current tax (see note below)			
	UK corporation tax charge on profits for the year	156,275		50,668
	Deferred tax (see note 13)			
	Origination and reversal of timing differences	(3,999)		(2,829)
	Tax on profit on ordinary activities	£ 152,276	£	47,839

## Factors affecting tax charge for the year

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

		2006 £		2005 £
Profit on ordinary activities before tax	£	521,728	£	185,801
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 30% (2005 - 30%)		156,518	_	55,740
Effects of				
Expenses not deductible for tax purposes Capital allowances for year in excess of depreciation		35,276 (35,519)		27,346 (32,418)
Current tax charge for the year (see note above)	£	156,275	£	50,668

## Factors that may affect future tax charges

There were no factors that may affect future tax charges

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

			ant and chinery £		Motor vehicles £	fii e	Furnitu Itings a Iquipm	ınd	Total £
	Cost								
	At 1 January 2006 Additions		6,809		124,690 -		458,2 27,2		589,745 27,286
	At 31 December 2006		6,809	_	124,690	-	485,5	32	617,031
	Depreciation			_		_			
	At 1 January 2006 Charge for the year		4,697 528		27,698 24,248		198,0 76,4		230,467 101,217
	At 31 December 2006		5,225	-	51,946	-	274,5	13	331,684
	Net book value			-	<del> </del>	-			
	At 31 December 2006	£	1,584	£	72,744	£	211,0	19 £	285,347
	At 31 December 2005	£	2,112	£	96,992	£	260,	74 £	359,278
	The net book value of assets held under finance as follows	leases	s or hire	pu	rchase coi	ntra	cts, ınc	luded a	above, are
						:	2006		2005
	Motor vehicles				£	37	£ ,324	£	£ 49,765
								==	
9.	STOCKS								
						:	2006 £		2005 £
							-		~

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

	DEBTORS				
			2006 £		2005 £
	Trade debtors		6,022,698		2,703,658
	Other debtors		487,007		161,352
	Prepayments and accrued income		73,313		36,974
	repayments and accided income	_		_	30,974
		£	6,583,018	£	2,901,984
	Included within other debtors due within one year are loans to the fol Mr J R Brooker £377,784 (2005 £107,042) the maximum outstand repaid in full during April 2007 Mr S L Dearn £30,525 (2005 £nil) the and the loan was repaid in full during April 2007	ing w	as £377,784 a		
11.	CREDITORS Amounts falling due within one year				
			2006 £		200s
	Bank loans and overdrafts		28,003		-
	Payments received on account		1,139,000		9,400
	Net obligations under finance leases and hire purchase contracts		10,417		25,000
	Trade creditors		3,561,999		1,309,706
	Corporation tax		167,234		50,668
	Social security and other taxes		350,522		79,699
	Proceeds of factored debts		1,574,209		1,382,812
	Accruals and deferred income		418,017		58,826
		£	7,249,401	£	2,916,111
		=		-	, """
12	CREDITORS: Amounts falling due after more than one year	=		=	,
12		=	2006 £	=	
12		£		£	1
12	Amounts falling due after more than one year	=	£ -	=	2005 1 10,417 s follows
12	Amounts falling due after more than one year  Net obligations under finance leases and hire purchase contracts	=	£ -	=	10,417

Of the creditors falling due within and after more than one year, the proceeds of factored debt £1,574,209 (2005 £1,382,812) and net obligations under finance leases and hire purchase contracts totaling £10,417 (2005 £35,417) are secured

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

13.	DEFERRED TAXATION	·	<del></del>		
			2006 £		2005 £
	At 1 January 2006 Released during the year		21,907 (3,999)		24,736 (2,829)
	At 31 December 2006	£	17,908	£	21,907
	The provision for deferred taxation is made up as follows				
			2006		2005
	Accelerated capital allowances	£	£ 17,908	£	£ 21,907
14.	SHARE CAPITAL				
			2006 £		2005 £
	Authorised				
	105 Ordinary shares of £1 each	£	105	£	105
	Allotted, called up and fully paid				
	77 Ordinary shares of £1 each	£	<del>77</del>	£	77
15	RESERVES				
					Profit and s account £
	At 1 January 2006				585,709
	Profit retained for the year				369,452
	Dividends Equity capital				(200,200)
	At 31 December 2006			£	754,961
16	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS				
			2006 £		2005 £
	Opening shareholders' funds		585,786		559,824
	Profit for the year Dividends/Redemption of shares (Note 17)		369,452 (200,200)		137,962 (112,000)
	Dividendantedemplion of anales (Note 11)	_	(200,200)		
	Closing shareholders' funds	£	755,038	£	585,786 ———

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

7 DIVIDENDS AND REDEMPTION OF SHARES				
		2006		2005
		£		£
Dividends paid on equity capital/Ordinary Shares Redeemed	£	200,200	£	112,000
18 NET CASH FLOW FROM OPERATING ACTIVITIES				
		2006		2005
		£		£
Operating profit		516,724		186,634
Depreciation of tangible fixed assets		101,217		109,659
Loss/(profit) on disposal of tangible fixed assets		599		(3)
(Increase)/decrease in stocks Increase in debtors	i	(946,046) (3,731,087)		63,102 (302,357)
Increase in debiors	,	4,203,304		128,071
morease in deditors		4,203,304		120,011
Net cash inflow from operations	£	144,711	£	185,106
19. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CAS  Returns on investments and servicing of finance	SH FLOV	V STATEME 2006 £	NT	2005 £
Returns on investments and servicing of finance interest received interest paid	SH FLOV	2006 £ 6,913 (154)	NT	£ 867 (477)
Returns on investments and servicing of finance interest received	SH FLOV	2006 £ 6,913	NT 	£ 867
Returns on investments and servicing of finance interest received interest paid	SH FLOV	2006 £ 6,913 (154)	• £	£ 867 (477)
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and	_	2006 £ 6,913 (154) (1,755) 5,004		867 (477) (1,223) (833)
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance	_	2006 £ 6,913 (154) (1,755) 5,004		£ 867 (477) (1,223) (833)
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance  Capital expenditure and financial investment	_	2006 £ 6,913 (154) (1,755) 5,004		£ 867 (477) (1,223) (833) 2005 £
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance	_	2006 £ 6,913 (154) (1,755) 5,004		867 (477) (1,223) (833)
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance  Capital expenditure and financial investment Purchase of tangible fixed assets	_	2006 £ 6,913 (154) (1,755) 5,004 2006 £		£ 867 (477) (1,223) (833) 2005 £
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance  Capital expenditure and financial investment Purchase of tangible fixed assets Sale of tangible fixed assets	£ =	2006 £ 6,913 (154) (1,755) 5,004 2006 £ (27,286) (599)	£ =	867 (477) (1,223) (833) 2005 £ (97,645) 14,000 (83,645)
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance  Capital expenditure and financial investment Purchase of tangible fixed assets Sale of tangible fixed assets Net cash outflow from capital expenditure	£ =	2006 £ 6,913 (154) (1,755) 5,004 2006 £ (27,286) (599) (27,885)	£ =	£ 867 (477) (1,223) (833) 2005 £ (97,645) 14,000
Returns on investments and servicing of finance Interest received Interest paid Hire purchase interest  Net cash inflow/(outflow) from returns on investments and servicing of finance  Capital expenditure and financial investment Purchase of tangible fixed assets Sale of tangible fixed assets	£ =	2006 £ 6,913 (154) (1,755) 5,004 2006 £ (27,286) (599) (27,885)	£ =	867 (477) (1,223) (833) 2005 £ (97,645) 14,000 (83,645)

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 20 ANALYSIS OF CHANGES IN NET DEBT

		1 January 2006 £	Cash flow £	Other non-cash changes £	31 December 2006 £
Cash at bank and in hand		65,223	(65,023)	-	200
Bank overdraft		-	(28,003)	-	(28,003)
		65,223	(93,026)	-	(27,803)
Debt:					
Debts due within one year Debts falling due after more than one		(25,000)	25,000	(10,417)	(10,417)
year		(10,417)	<u>-</u> .	10,417	
Net funds/(debt)	£	29,806 €	(68,026) £	-	£ (38,220)

## 21 PENSION COMMITMENTS

The company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £21,688 (2005 - £22,081). Contributions totalling £9,819 (2005 - £8,211) were payable to the fund at the balance sheet date and are included in creditors.

## 22 OPERATING LEASE COMMITMENTS

At 31 December 2006 the company had annual commitments under non-cancellable operating leases as follows

	Land a	Other		
	2006	2005	2006	2005
	£	£	£	£
Expiry date:				
Within 1 year	177,000	98,556	•	-
Between 2 and 5 years	•	-	3,654	-