FINANCIAL STATEMENTS

FOR THE YEAR ENDED

31 DECEMBER 2001

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Company no 4038252

# ANNUAL REPORT AND ACCOUNTS

# For the year ended 31 December 2001

Company registration number:

4038252

Registered office:

Laytons

Carmelite

50 Victoria Embankment

Blackfriars London EC4Y 0LS

Directors:

J K Laurie M S Lawson R R Woolley D C McBee

Secretary:

R Willcock

Bankers:

HSBC Bank Plc 65 Commarket Street

Oxford OX1 3HY

RBC Centura

3201 Beechleaf Court

Suite 700 Raleigh NC 27604 USA

Solicitors:

Laytons

Carmelite

50 Victoria Embankment

Blackfriars London EC4Y 0LS

Auditors:

Grant Thornton

Registered auditors Chartered accountants Central Milton Keynes

# ANNUAL REPORT AND ACCOUNTS

For the year ended 31 December 2001

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### CHAIRMAN'S STATEMENT

For the year ended 31 December 2001

I present the first Annual report and Accounts for the new SunTech Medical Group Limited (SMG), following the reconstruction of Newport Technology Group Limited (NTG) at the end of the year 2000. Because of the reconstruction, it is now two years since you have received detailed information on the progress of SMG and on the last occasion it was as a division of NTG. I am therefore delighted to report two years of substantial progress to you.

Joining me on the new Group Board is Dayn McBee, Chief Executive Officer (CEO) of the main operating subsidiary of SMG, SunTech Medical Instruments Inc (SunTech), headquartered in Raleigh, North Carolina. Dayn is a qualified electrical engineer who has worked for the company in various capacities since 1985, progressing to becoming CEO at the beginning of 2000. The non executive directors comprise Shaun Lawson and Russell Woolley. Shaun, previously a director of NTG, has substantial experience in corporate finance and venture capital. Russell, previously Finance Director of NTG, was also closely involved with the restructuring and development of SunTech over the three years prior to the group reconstruction. Over the last year we have been progressively adding to and strengthening the operating management of SunTech. I am confident that we now have a team of people in place who will maintain the momentum of the business and grow it to become an industry leader in its chosen markets.

Turning to the financial performance of SMG for last year, consolidated sales at £3.57 million grew by 44% over the previous year. Gross profit at £2.31 million was 65% of sales, up 9 points from the 56% achieved in the previous year. The improvement reflects a full year of sales of our new Oscar 2 ambulatory blood pressure (ABP) monitor and increased sales of Advantage modules. The cost of goods of both these products had a beneficial effect on consolidated margins as did the changes that were made to bring in-house final assembly and testing which was previously carried out by a third party. Operating profit at £350,000 was 10% of sales and compares very favourably with the year 2000 when break-even was achieved following losses incurred in the previous years while the company was restructured and refocused on new products and markets. The tax charge at £12,000 reflects UK taxation of £7,000 and the balance of £5,000 in the United States. We had considerable tax losses brought forward from previous years in the USA however that were available for offset, which explains the low overall charge. Further losses, estimated at in excess of \$2.3 million remain available to carry forward for offset in future years. Profits generated during the year, and close attention to working capital management, have resulted in an improvement in our cash position of £348,000. At the end of the year we had £500,000 of cash in the bank, partially offset by a bank term loan of £85,000, giving a strong net surplus position of £415,000.

The outlook for the current year is encouraging. While we noted a marked downturn in ordering and call-off following the tragic events of September 11<sup>th</sup>, we have seen a slow recovery in the first quarter of the current year. At the end of March this year our order book stood at over £1.8 million. The further plans we have in place for the development of the business, detailed in the following Review of Operations, provide a sound basis for believing that this year will see further growth in both sales and profitability.

Finally, on my behalf, and that of the Board, I would like to express my thanks to all SunTech employees for their hard work and commitment in making 2001 such a successful year for the company.

J K Laurie Chairman

9 April 2002

#### **REVIEW OF OPERATIONS**

For the year ended 31 December 2001

### Sales & Marketing

Our sales growth and profitability in 2001 was a direct result of the focus that we have maintained on our three product categories (ABP, stress test BP and OEM BP modules) and our continued investment in new products.

OEM BP modules continue to be our fastest growing market, experiencing over 200% growth in 2001 and constituting 43% of our total sales. Our modules have been incorporated into a range of customer products that require a BP measurement component and include patient defibrillators, multi-parameter patient monitors, impedance cardiography systems, anaesthesia delivery systems, telemetry monitors, etc. Our sales base for OEM BP modules is rapidly expanding and now includes customers throughout the USA, Europe and Japan.

Ambulatory BP also experienced strong growth in 2001 for both sales of SunTech labelled products (Oscar 2 and Accutracker) and private labelled sales to our industry partners. In 2001, ABP sales were up 93% over the previous year. We expect to see a continued increase in sales of ABP products in 2002 with Medicare / Medicaid reimbursement for specific ABP use starting in the USA in April 2002.

Our Tango monitor continues to be the market leader in the Stress BP market. We have developed links to all of the leading ECG Stress manufacturers and continue to develop OEM relationships with these companies.

North America was our largest overall market in 2001, constituting 46% of total sales. This was followed closely by sales into the European market. We devoted considerable attention towards improving our dealer relations and establishing new dealers throughout Europe and the Pacific Rim. Western Europe continues to be an excellent market for us and we have begun to establish our position in the Eastern European market as well. After continued efforts and support, Japan has now become a significant market for us, both for SunTech labelled products as well as OEM opportunities.

During the course of the year we strengthened all aspects of our marketing department and have seen some immediate benefits through improved expertise in Product Management and the implementation of some innovative marketing campaigns.

#### **Product Development**

2001 was another busy year for the Engineering department with the development of two new oscillometric ambulatory BP monitors (*Pressure Trak* and a custom device for a major private label customer). Significant enhancements were made to our *Advantage* OEM module, including field reprogram-ability and developing an improved motion tolerance algorithm to permit greater patient mobility while still providing accurate blood pressure readings. A smaller version of the *Advantage*, termed the *Advantage Mini*, was also developed and is the world's smallest OEM BP module. Initial indications from the OEM marketplace have shown a very high level of interest in the new *Advantage* features and the *Advantage Mini*.

Continued product improvements are planned in 2002 for all of our products with special emphasis on *Tango* and improved motion tolerant algorithms.

### Production

Our decision to bring final product assembly and testing in-house at the end of 2000 resulted in significantly improved delivery times and product quality in 2001. All products undergo rigorous testing to ensure each product meets customer requirements. Custom automated test equipment, developed in-house, provided product cost reductions by reducing test times and improving production yields.

We are well positioned to increase our production capacity in 2002 as our sales levels increase and new products are released to the market.

#### The Future

We expect 2002 to be another year of solid growth in sales and profits. Our plans for 2002 are to continue to focus on the development of our core product categories, improve customer service, and gain market intelligence and market share. We believe these efforts will enable us to continue to develop innovative and profitable products and maintain and develop our position as "The motion tolerant BP company".

Dayn McBee Chief Executive Officer SunTech Medical Instruments Inc.

9 April 2002

### REPORT OF THE DIRECTORS

The company was incorporated on 27 July 2000. The directors present their report together with the audited financial statements for the period from incorporation to 31 December 2001. The financial statements have been prepared using merger accounting rules as though the group of companies existed from 1 January 2000.

### Principal activity

The group is principally engaged in the sale of medical instruments.

### **Business** review

There was a profit for the year after taxation amounting to £338,976 (2000: loss of £29,755). The directors do not recommend the payment of a dividend.

#### **Directors**

The present membership of the Board is set out below. The interests of the directors and their families in the shares of the company as at 31 December 2001 and at the date of incorporation (or appointment if later) were as follows:

	Ordinary shares of £1 each 2001	Share Options 2001
J K Laurie (appointed 13 November 2000)	107,782	-
J R Pickin (resigned 8 May 2001)	· •	_
M S Lawson (appointed 6 March 2001)	5,950	_
R R Woolley (appointed 2 April 2001)	6,160	_
D C McBee (appointed 17 July 2001)	1,100	87,500

## Directors' responsibilities for the financial statements

Company law requires the directors to prepare financial statements for each financial year which 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 those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently
- make judgements and estimates that are reasonable and prudent
- 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 maintaining proper accounting records, for safeguarding the assets of the company and for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Auditors

Grant Thornton were appointed as first auditors to the company. A resolution to reappoint Grant Thornton as auditors will be proposed at the Annual General Meeting.

BY ORDER OF THE BOARD

R Willcock

Company Secretary

9 April 2002

#### PRINCIPAL ACCOUNTING POLICIES

#### BASIS OF PREPARATION

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

The principal accounting policies of the group are set out below.

#### BASIS OF CONSOLIDATION

Suntech Medical Group Limited was incorporated on 27 July 2000. As part of a group reconstruction, it acquired, on a share-for-share exchange, the group headed by Newport Technology (USA) Inc from Newport Technology Group Limited on 13 December 2000. This reorganisation has been accounted for by merger accounting. This means that the profit and loss accounts for the years ended 31 December 2001 and 2000 and the balance sheets at those dates have been prepared as if the merger took place on 1 January 2000.

#### TURNOVER

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

#### TANGIBLE FIXED ASSETS AND DEPRECIATION

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

Freehold buildings 2%
Plant and machinery 15%
Fixtures, fittings and equipment 20-50%
Motor vehicles 15%

#### LEASED ASSETS

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

### INVESTMENTS

Investments are included at cost.

### **STOCKS**

Stocks are stated at the lower of cost and net realisable value.

# **DEFERRED TAXATION**

Deferred tax is provided for using the tax rates estimated to arise when the timing differences reverse and is accounted for to the extent that it is probable that a liability or asset will crystallise. Unprovided deferred tax is disclosed as a contingent liability.

### PRINCIPAL ACCOUNTING POLICIES

### FOREIGN CURRENCIES

Transactions in foreign currencies are translated at the exchange rate ruling at the date of transaction. Monetary assets and liabilities in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. Fixed assets purchased in foreign currencies are retranslated at each balance sheet date. All other exchange differences are dealt with through the profit and loss account.

### RESEARCH AND DEVELOPMENT

Research and development expenditure is charged to profits in the period in which it is incurred.

### CONTRIBUTIONS TO PENSION SCHEMES

### **Defined Contribution Schemes**

The pension costs charged against profits represent the amount of the contributions payable to the schemes in respect of the accounting period.

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

For the year ended 31 December 2001

		· · · · · · · · · · · · · · · · · · ·	
	Note	2001 £	2000 £
Turnover	1	<b>3,570,554</b> 2,	,479,827
Cost of sales		<b>(1,258,830)</b> (1,	,086,422)
Gross profit		2,311,724	,393,405
Other operating charges	2	(1,961,807) (1	,393,627)
Operating profit/(loss)		349,917	(222)
Net interest	3	848	5,714
Profit on ordinary activities before taxation	1	350,765	5,492
Tax on profit on ordinary activities	5	(11,789)	(35,247)
Profit/(loss) retained and transferred to/(from) reserves	15	338,976	(29,755)

There were no recognised gains or losses other than the profit for the financial year.

# BALANCE SHEETS AT 31 DECEMBER 2001

		Gr	oup	Company	pany
	Note	2001	2000	2001	2000
		£	£	£	£
Fixed assets					
Tangible assets	7	284,489	142,522	-	-
Investments	8			115,948	115,948
		284,489	142,522	115,948	115,948
Current assets					
Stocks	9	485,294	535,511	_	-
Debtors	10	514,676	532,905	-	-
Cash at bank and in hand		500,087	151,764	-	-
		1,500,057	1,220,180		-
Creditors: amounts falling due within one					
year	11	(220,642)	(276,260)		
Net current assets		1,279,415	943,920		
Total assets less current liabilities		1,563,904	1,086,442	115,948	115,948
Creditors: amounts falling due after more					
than one year	12	(79,290)	-	_	-
		1,484,614	1,086,442	115,948	115,948
Capital and reserves					
Called up share capital	14	115,948	115,948	115,948	115,948
Profit and loss account	15	1,368,666	970,494		-
Shareholders' funds	16	1,484,614	1,086,442	115,948	115,948

The financial statements were approved by the Board of Directors on 9 April 2002 and signed on its behalf by

J K Laurie Director

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

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

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# 1 TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

The turnover and profit on ordinary activities before taxation is attributable to the sale of medical instruments.

The profit on ordinary activities before taxation is stated after:

	2001 £	2000 £
Auditors' remuneration: Audit services Non-audit services	18,646 13,893	14,413 3,334
Depreciation: Tangible fixed assets owned	47,266	37,374
Operating lease rentals Research and development expenditure	69,959 346,036	64,059 273,235
OTHER OPERATING CHARGES		
	2001 £	2000 £
Distribution costs Administration expenses Other operating income	399,543 1,663,035 (100,771) 1,961,807	372,279 1,075,727 (54,379) 1,393,627
NET INTEREST		
	2001 £	2000 £
On bank loans and overdrafts Interest receivable	1,300 (2,148) (848)	(5,714) (5,714)
DIRECTORS AND EMPLOYEES		
Staff costs during the year were as follows:		
	2001 £	2000 £
Wages and salaries Social security costs Other pension costs	1,190,939 106,565 27,750 1,325,254	767,033 61,197 16,945 845,175

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

The average number of employees of the group during the year was:

	2001 Number	2000 Number
Production	23	16
Administration	13	12
	36	28
Remuneration in respect of directors was as follows:		
	2001	2000
	£	£
Emoluments	72,172	_
Pension contributions to money purchase pension schemes	1,226	
	73,398	-

During the year one (2000: none) director participated in a money purchase pension scheme.

## 5 TAX ON PROFIT ON ORDINARY ACTIVITIES

The tax charge is based on the profit for the period and represents:

	2001	2000
	£	£
Corporation tax at 22% (2000: 30%)	5,875	3,990
Group relief re related undertakings	~	32,000
Overseas tax	4,961	(743)
Adjustments in respect of prior year	953	
	11,789	35,247

# 6 PROFIT FOR THE FINANCIAL PERIOD

The parent company has taken advantage of section 230 of the Companies Act 1985 and has not included its own profit and loss account in these financial statements. The parent company's profit for the year was £nil.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

# 7 TANGIBLE FIXED ASSETS

	Freehold land and buildings £	Plant and machinery	Fixtures, fittings and equipment £	Motor vehicles £	Total ₤
Cost					
At 1 January 2001	•	98,231	235,190	19,575	352,996
Additions	107,496	25,656	50,041	-	183,193
Exchange rate differences		3,949	7,867	787	12,603
At 31 December 2001	107,496	127,836	293,098	20,362	548,792
Depreciation					
At 1 January 2001	-	36,177	159,504	14,793	210,474
Provided in the year	815	14,742	29,876	1,833	47,266
Exchange rate differences	(11)	1,259	4,745	570	6,563
At 31 December 2001	804	52,178	194,125	17,196	264,303
Net book amount at 31 December 2001	106,692	75,658	98,973	3,166	284,489
31 December 2000		62,054	75,686	4,782	142,522

# 8 FIXED ASSETS INVESTMENTS

	Company	Company
	2001	2000
	£	£
Cost At 1 January 2001 and at 31 December 2001	115,948	115,948

# At 31 December 2001 the group held interests in the following subsidiaries:

		Proportion held by			
Name	Country of incorporation	Class of share n capital held	paren company	the group	Nature of business
SunTech Medical Instruments Inc	USA	Common stock		100%	Sale of medical instruments
SunTech Medical Instruments Ltd	England and Wales	Ordinary		100%	Sale of medical instruments
Newport Technology (USA) Inc	USA	Common stock	100%		Non-trading
Newport Technology Inc	USA	Common stock		100%	Non-trading
SunTech Software Systems Inc	USA	Common stock		100%	Non-trading

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

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9	STOCKS
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	Group 2001 £	Company 2001 £	Group 2000 £	Company 2000 £
Raw materials and consumables	324,077	_	207,648	-
Work in progress	63,707	-	115,904	-
Finished goods and goods for resale	97,510	-	211,959	
	485,294	-	535,511	-

## 10 DEBTORS

	Group 2001	Company 2001	Group 2000 £	Company 2000 £
Trade debtors	471,557	_	461,403	-
Amounts owed by related undertakings	1,168	_	22,079	_
Prepayments and accrued income	16,484	_	26,104	-
Other debtors	25,467	-	23,319	-
	514,676	-	532,905	_

# 11 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group 2001	Company 2001	Group 2000 £	Company 2000 £
Bank loan	5,565	-	-	-
Trade creditors	63,523	-	134,287	_
Amounts owed to related undertakings	6,259	~	32,000	-
Corporation tax	5,875	-	4,000	-
Other taxation and social security	5,492	-	866	-
Accruals and deferred income	126,562	_	94,470	_
Other creditors	7,366		10,637	-
	220,642	-	276,260	

The bank loan is secured.

# 12 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group	Company	Group	Company
	2001	2001	2000	2000
	£	£	£	£
Bank loan	79,290	-		<u>-</u>

The bank loan is secured.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

# 13 BORROWINGS

Borrowings are repayable as follows:

	Group 2001 £	Company 2001 £	Group 2000 £	Company 2000 £
Within one year	5,565	-	-	-
After one and within two years	5,565	-	-	_
After two and within five years	73,725			
	84,855	-	-	<u> </u>

## 14 SHARE CAPITAL

	2001 £	2000 £
Authorised 100,000,000 Ordinary shares of 10p each	10,000,000	10,000,000
Allotted, called up and fully paid 1,159,480 Ordinary shares of 10p each	115,948	115,948

## 15 PROFIT AND LOSS ACCOUNT

	Group £
At 1 January 2001	970,494
Exchange adjustment	59,196
Profit for the year	338,976
At 31 December 2001	1,368,666

## 16 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	Group 2001 £	Group 2000 £	Company 2001	Company 2000 £
Issue of shares	-	115,948	-	115,948
Exchange adjustment	59,196	(189)	-	-
Profit/(loss) for financial year	338,976	(29,755)	-	-
Shareholders' funds at 1 January 2001	1,086,442	1,000,438	115,948	
Shareholders' funds at 31 December 2001	1,484,614	1,086,442	115,948	115,948

## 17 CAPITAL COMMITMENTS

The company had no capital commitments at 31 December 2001.

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 December 2001

## 18 CONTINGENT LIABILITIES

There were no contingent liabilities at 31 December 2001.

#### 19 PENSIONS

**Defined Contribution Schemes** 

The company operates defined contribution pension schemes for the benefit of certain employees. The assets of the schemes are administered by trustees in funds independent from those of the group. The pension cost charge for the year was £27,750 (2000: £16,945).

### 20 LEASING COMMITMENTS

Operating lease payments are due within one year as set out below. The leases to which these amounts relate expire as follows:

	2001 Land and	2001	2000 Land and	2000
	buildings	Other	buildings	Other
	£	£	£	£
In one year or less		714	-	463
Between one and five years	58,886	4,674	49,982	7,061
In five years or more		<u> </u>		
	58,886	5,388	49,982	7,524

### 21 RELATED PARTY TRANSACTIONS

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.

During the year the group undertook transactions with NDSL Group Limited and its subsidiaries, a group related by being under common ownership and control. The group incurred charges in respect of building rentals and administration services of £44,411 during the year and received income in respect of the same matters of £23,475

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF

### SUNTECH MEDICAL GROUP LIMITED

We have audited the financial statements of Suntech Medical Group Limited for the period ended 31 December 2001 which comprise the consolidated profit and loss account, the balance sheets and notes 1 to 21. These financial statements have been prepared under the accounting policies set out therein.

### Respective responsibilities of the directors and auditors

The directors' responsibilities for preparing the directors' report and the financial statements in accordance with applicable law and United Kingdom accounting standards 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 United Kingdom auditing standards.

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 if, in our opinion, the directors' report is not consistent with the financial statements, if 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 transactions with the company is not disclosed.

We read other information contained in the Annual Report and Accounts, and consider whether it is consistent with the audited financial statements. This other information comprises the Chairman's statement, Review of Operations and the report of the directors. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

### Basis of opinion

We conducted our audit in accordance with United Kingdom auditing standards 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 judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group'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 irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

### **Opinion**

In our opinion the financial statements give a true and fair view of the state of the affairs of the company and the group as at 31 December 2001 and of the profit for the group for the period then ended and have been properly prepared in accordance with the Companies Act 1985.

GRANT THORNTON
REGISTERED AUDITORS
CHARTERED ACCOUNTANTS

CENTRAL MILTON KEYNES

9 April 2002

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