

# Financial Statements Maclaren Europe Limited

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**For the year ended 31 December 2009**

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**Company No. 4144247**

## Company information

**Company registration number:** 4144247

**Registered office:** Station Works  
Station Road  
LONG BUCKBY  
Northamptonshire  
NN6 7PF

**Directors:** G Kafi  
C Norgate-Hart

**Auditor:** Grant Thornton UK LLP  
Chartered Accountants  
Statutory Auditor  
Grant Thornton House  
Kettering Parkway  
Kettering Venture Park  
KETTERING  
Northants  
NN15 6XR

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## Report of the directors

The directors present their report together with the financial statements for the year ended 31 December 2009

### Principal activities

The Group's principal activities throughout the year continued to be the distribution and sale of pushchairs and products for parenting

### Results and dividends

The trading results for the year and the group's financial position at the end of the year are shown in the attached financial statements and are discussed further in the business review below

The group has not paid any dividends during the year

### Business review

The Directors report a Group profit before taxation of £3,739k (2008 loss of £3,666k) on continuing operations for the year ended 31 December 2009

The directors are pleased with the performance during the year and believe that the Group is in a strong position to continue to expand its market share

### Financial performance

Financial performance for the year is analysed as follows

	2009 £'000	2008 £'000	Change £'000	%
Turnover	37,928	35,794	2,134	6
Gross profit	14,099	10,420	3,679	35
Profit/(Loss) before tax	3,739	(3,666)	7,405	202

### Strategy

Due to management's two-fold strategy of sales growth and product development, the Maclaren brand remains the market leader for 2<sup>nd</sup> age buggies across Europe. The brand continues to build its product portfolio with the introduction of mother & baby, wellbeing and nursery furniture.

As the brand increases its strong market position management continues to focus on quality, innovation and health and safety. As part of the focus toward health and safety, 2009 and 2010 saw the introduction of new manufacturing techniques. The group continues to develop its distribution network, while seeking new opportunities to establish subsidiaries in key growth markets across Europe.

### Turnover

Like-for-like sales have achieved growth over the year of 6%. The improved sales are in part due to management's decision to cease using the Spanish distribution network and to sell directly in Spain via a Spanish subsidiary, and the continued sales growth in Italy.

### Gross profit

Gross Profit has increased by 35% year on year resulting in additional margin of £3.7m being generated. This is due to significant increases in the sales price with no equivalent increase in the purchase price. In addition favourable exchange rate movements between the USD & European currencies also impact the groups gross margin. Freight costs have also reduced by approximately 2% in 2009 compared to 2008.

### **Operating costs**

As part of the group cost reduction project, operating costs have fallen from £13.9m to £11.0m. The cost reduction includes savings in labour costs, renegotiation of facility related contracts and reduced expenditure on external legal and consultancy services.

### **Research and development**

The company recognises the importance of high quality products, product safety and strong design. The directors will continue to invest in the quality and design of the product range, believing that continuing investment in research and development is fundamental to the continuing growth of the business.

### **Summary of key performance indicators**

The group monitors sales, stock, debtors, creditors and cash on a weekly basis and compares to annual budgets and revised forecasts as appropriate. Based on these indicators the group implements appropriate actions plans to ensure that the group performs in line with other companies in the same industry sector.

### **Future outlook**

Continued investment in the product range, with particular emphasis on quality, design and employing people with the relevant expertise to enable the company to improve its strong market position is a critical part of the company's strategy.

### **Principal risk and uncertainties**

Management of the business and the nature of the group's strategy are subject to a number of risks.

The directors have set out below the principal risks facing the business.

The directors are of the opinion that a thorough risk management process is adopted which involves the formal review of all the risks identified below. Where possible, processes are in place to monitor and mitigate such risks.

### **Operating subsidiaries profitability**

The group is dependent on the financial performance of its trading subsidiaries. The risks faced by these subsidiaries will effect the investment and profitability of the group.

### **Financial risk management objectives and policies**

The group uses various financial instruments including loans, cash, and various items such as trade debtors and trade creditors that arise from its operations. The main purpose of these financial instruments is to raise finance for the group's operations.

The existence of these financial instruments exposes the group to a number of financial risks which are described in more detail below.

The main risks arising from the group's financial instruments are market risk, cash flow interest rate risk, credit risk and liquidity risk. The directors review and agree policies for managing each of these risks and they are summarised below. These policies have remained unchanged from previous years.

**Market risk**

Market risk encompasses three types of risk, being currency risk, fair value interest rate risk and price risk. In this instance both interest rate risk and price risk have been ignored as they are not considered a material risk to the business.

**Currency risk**

The group is exposed to translation and transaction foreign exchange risk. In relation to translation risk, as far as possible the assets held in the foreign currency are matched to an appropriate level of borrowings in the same currency. Whilst the aim is to achieve an economic hedge the group does not adopt an accounting policy of hedge accounting for these financial statements.

The financial statements reveal the extent to which the group has residual financial assets and liabilities, in currencies other than sterling. Foreign exchange differences on retranslation of these assets and liabilities are taken to the profit and loss account of the group.

**Liquidity risk**

The group seeks to manage financial risk by ensuring sufficient liquidity is available to meet foreseeable needs and to invest cash assets safely and profitably.

The group arranges its borrowings to meet expected operational liquidity requirements. This is achieved through short term borrowings.

**Credit risk**

The group's principal financial assets are cash and trade debtors. The principal credit risk arises from the group's trade debtors.

In order to manage credit risk the directors set limits for customers based on a combination of payment history and third party credit references. Credit limits are reviewed by the credit controller on a regular basis in conjunction with debt ageing and collection history.

**Research and development**

Expenditure incurred in respect of research and development arises solely from the development of new products.

**Insurance of directors**

Insurance is maintained for the directors of the company in respect of their duties as a director.

**Directors**

Mr G Kafi was appointed a director on 1 January 2009.

Ms C Norgate-Hart was appointed a director on 1 January 2009.

**Charitable donations**

During the year the group made charitable donations of £nil (2008 - £22,327).

### **Statement of directors' responsibilities**

The directors are responsible for preparing the Report of the Directors 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 financial statements in accordance with United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice). The financial statements are required by law to give a true and fair view of the state of affairs of the group and parent company and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to

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

The directors are responsible for keeping adequate 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 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as each of the directors are aware

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

### **Auditor**

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

BY ORDER OF THE BOARD



G Kafi  
Director

14 DECEMBER 2010



Report of the independent auditor to the members of  
Maclaren Europe Limited  
(registered number 4144247)

**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

A handwritten signature in black ink that reads "John Corbishley".

John Corbishley  
Senior Statutory Auditor  
for and on behalf of Grant Thornton UK LLP,  
Statutory Auditor, Chartered Accountants  
Kettering

16 DECEMBER 2010



## Principal accounting policies

### **Basis of preparation**

The financial statements have been prepared under the historical cost convention, and in accordance with the Companies Act 2006 and applicable UK accounting standards (United Kingdom Generally Accepted Accounting Practice)

The company's accounting policies are unchanged compared with the prior year

### **Turnover**

Turnover is the revenue arising from the sales of goods and services. It is stated at the fair value of the consideration receivable, net of value added tax, rebates and discounts.

Revenue from the sale of goods is recognised when the significant risks and benefits of ownership of the product have transferred to the buyer, which may be upon shipment, completion of the product or the product being ready for delivery, based on specific contract terms.

### **Basis of consolidation**

The consolidated financial statements include the financial statements of the company and its subsidiary undertakings made up to 31 December 2009. The acquisition method of accounting has been adopted. Under this method, the results of subsidiary undertakings acquired or disposed of in the period are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.

Under section 230(4) of the Companies Act 1985 the company is exempt from the requirement to present its own profit and loss account. The amount of the profit for the financial period dealt with in the financial statements of Maclaren Europe Limited is disclosed in note 14 to the financial statements.

### **Going concern**

The directors have reviewed the financial position of the company and the budgets and forecasts produced by management. Based on these, and the facilities in place with the company's key supplier, they believe the group will have sufficient resources to meet their liabilities as they fall due and as such these financial statements have been prepared on a going concern basis.

### **Intangible assets**

#### **Research and development**

Research and development expenditure is charged to profits in the period in which it is incurred. Development costs incurred on specific projects are capitalised when recoverability can be assessed with reasonable certainty and amortised in line with the expected sales arising from the projects. All other development costs are written off in the year of expenditure.

#### **Goodwill**

Purchased goodwill arising on acquisitions is the difference between the fair value of the purchase consideration and the fair value of the group's share of the identifiable assets and liabilities of the acquired business at the date of acquisition. Positive goodwill is capitalised and classified as an asset on the balance sheet and amortised over its estimated useful life up to a maximum of 20 years. Goodwill is reviewed for impairment at the end of the first full financial year following each acquisition and subsequently when necessary if circumstances indicate that its carrying value may not be recoverable.

### **Tangible fixed assets and depreciation**

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment

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

Leasehold improvements	Over the period of the lease
Plant and equipment	4 – 5 years
Office equipment	4 – 5 years
Computer equipment	3 years

### **Stocks**

Stocks are stated at the lower of cost and net realisable value, after provisions are made in respect of obsolete and slow moving items, based on historical experience of utilisation on a category-by-category basis

### **Current tax**

The current tax charge is based on the result for the year and is measured at the amounts expected to be paid based on the tax rates and laws substantively enacted by the balance sheet date. Current and deferred tax is recognised in the profit and loss account for the period except to the extent that it is attributable to a gain or loss that is or has been recognised directly in the statement of total recognised gains and losses

### **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 have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more, tax, with the following exceptions

- deferred tax assets are recognised only to the extent that the director considers that it is 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 is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date

### **Company as lessee**

#### **Operating lease agreements**

Leases where substantially all of the risks and rewards of ownership are not transferred to the company are treated as operating leases. Rentals under operating leases are charged against profits on a straight-line basis over the period of the lease

### **Foreign currencies**

Profit and loss accounts of foreign subsidiary companies are translated into sterling at the average rate for the period. Assets and liabilities are translated at the exchange rate ruling at the end of the financial period. Gains or losses arising from normal trading are included in the profit and loss account, except for amounts relating to the retranslation of the opening net investment in foreign branches or subsidiaries, which are adjusted against reserves. Where exchange differences result from the translation of foreign currency borrowings raised to fund foreign assets, including equity investments, they are taken to reserves and offset against the differences arising from the translation of those assets.

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction or, if hedged forward, at the rate of exchange under the related forward currency contract.

Monetary assets and liabilities denominated in foreign currencies are translated using the rate of exchange ruling at the balance sheet date and the gains or losses on translation are included in the profit and loss account.

### **Provisions for liabilities and charges**

Provisions (other than provisions for post retirement benefits and deferred taxation) are recognised when the company has a present legal or constructive obligation as a result of past events, it is more likely than not that an outflow of resources will be required to settle the obligation and the amount can be estimated reliably.

A contingent liability arises where the company has a possible obligation as a result of past events, or where the company has a present obligation as a result of past events, but where the transfer of economic benefit to settle the obligation is not probable, or the amount of the liability cannot be measured with sufficient reliability. Contingent liabilities are disclosed in the notes to the financial statements.

### **Retirement benefits**

#### **Defined contribution pension scheme**

The pension costs charged against operating profits are the contributions payable to the scheme in respect of the accounting period. The company accounts for its contributions to the company pension scheme as a defined contribution scheme.

### **Financial instruments**

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

## Consolidated profit and loss account

	Note	Group 2009 £000	Group 2008 £000
<b>Turnover</b>			
Continuing operations	1	37,928	35,794
Cost of sales		<u>(23,829)</u>	<u>(25,374)</u>
<b>Gross profit</b>		<b>14,099</b>	<b>10,420</b>
Other operating income and charges		<u>(10,954)</u>	<u>(13,865)</u>
<b>Operating profit/(loss)</b>		<b>3,145</b>	<b>(3,445)</b>
Net interest	3	<u>594</u>	<u>(221)</u>
<b>Profit/(loss) on ordinary activities before taxation</b>		<b>3,739</b>	<b>(3,666)</b>
Tax charge on ordinary activities	5	<u>(433)</u>	<u>(4)</u>
<b>Profit/(loss) for the financial year</b>	15	<u><b>3,306</b></u>	<u><b>(3,670)</b></u>

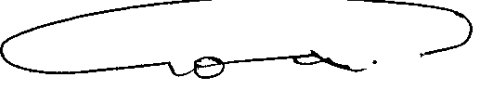
All operations are continuing

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

## Consolidated and company balance sheet

	Note	Group 2009 £000	Group 2008 £000	Company 2009 £000	Company 2008 £000
<b>Fixed assets</b>					
Tangible assets	7	349	255	110	199
Intangible assets	8	30	-	-	-
Investments	9	-	-	78	42
		<u>379</u>	<u>255</u>	<u>188</u>	<u>241</u>
<b>Current assets</b>					
Stocks	10	6,387	9,247	4,211	8,789
Debtors	11	10,600	8,875	9,873	6,824
Cash at bank and in hand		<u>1,812</u>	<u>471</u>	<u>1,182</u>	<u>397</u>
		<u>18,799</u>	<u>18,593</u>	<u>15,266</u>	<u>16,010</u>
<b>Creditors: amounts falling due within one year</b>	12	<u>(19,807)</u>	<u>(24,353)</u>	<u>15,586</u>	<u>(21,618)</u>
<b>Net current liabilities</b>		<u>(1,008)</u>	<u>(5,760)</u>	<u>(320)</u>	<u>(5,608)</u>
<b>Total assets less current liabilities</b>		<u>(629)</u>	<u>(5,505)</u>	<u>(132)</u>	<u>(5,367)</u>
<b>Creditors: amounts falling due after more than one year</b>		-	-	-	-
<b>Provisions for liabilities and charges</b>	13	<u>(855)</u>	<u>(140)</u>	<u>(497)</u>	<u>(54)</u>
		<u>(1,484)</u>	<u>(5,645)</u>	<u>(629)</u>	<u>(5,421)</u>
<b>Capital and reserves</b>					
Called up share capital	14	955	105	955	105
Profit and loss account	15	<u>(2,439)</u>	<u>(5,750)</u>	<u>(1,584)</u>	<u>(5,526)</u>
<b>Shareholders' funds</b>	16	<u>(1,484)</u>	<u>(5,645)</u>	<u>(629)</u>	<u>(5,421)</u>

These financial statements were approved and authorised for issue by the directors on 14 DECEMBER 2010 and are signed on their behalf by

  
G G Kafi  
Director  
C. No: 4144247

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

## Consolidated cash flow statement

	Note	Group 2009 £000	Group 2008 £000
Net cash inflow from operating activities	16	267	235
<b>Returns on investments and servicing of finance</b>			
Interest received		-	5
Interest paid		<u>(21)</u>	<u>(59)</u>
<b>Net cash outflow from returns on investments and servicing of finance</b>		<u>(21)</u>	<u>(54)</u>
<b>Taxation</b>		(19)	1
<b>Capital expenditure and financial investment</b>			
Purchase of tangible fixed assets		<u>(21)</u>	<u>(60)</u>
<b>Net cash outflow from capital expenditure and financial investment</b>		<u>(21)</u>	<u>(60)</u>
<b>Acquisitions</b>			
Purchase of subsidiary undertaking		<u>(36)</u>	<u>-</u>
<b>Net cash outflow from acquisitions</b>		<u>(36)</u>	<u>-</u>
<b>Increase in cash in the year</b>	17	<u><u>170</u></u>	<u><u>122</u></u>

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

## Notes to the financial statements

### **1 Turnover and profit/(loss) on ordinary activities before taxation**

The turnover is attributable to the activity stated in the Report of the Director

An analysis of turnover by geographical market is given below

	2009 £000	2008 £000
United Kingdom	11,023	7,448
Europe	25,482	26,856
Rest of World	1,423	1,490
	<u>37,928</u>	<u>35,794</u>

### **2 Operating profit/(loss)**

	2009 £000	2008 £000
Auditor's remuneration		
Statutory audit services	35	24
Non-audit services	3	18
Depreciation		
Tangible fixed assets, owned	87	87
Operating lease rentals	341	328
Research and development expenditure	-	44
	<u>-</u>	<u>44</u>

### **3 Net interest**

	2009 £000	2008 £000
On bank loans and overdrafts	(20)	(10)
On loans from parent	614	(216)
Interest receivable and similar income	-	5
	<u>594</u>	<u>(221)</u>

#### **4 Director and employees**

Staff costs during the year were as follows

	2009 £000	2008 £000
Wages and salaries	3,159	2,473
Social security costs	521	498
Pension costs	127	127
	<u>3,807</u>	<u>3,098</u>

The average number of employees of the company in the year was as follows

	2009 Number	2008 Number
Logistics, including warehouse, repairs and customer services	18	16
Office management	20	6
Sales and marketing	31	38
New product development	11	11
	<u>80</u>	<u>71</u>

Payments amounting to £nil (2008 - £12k) were made to Blue Creek Enterprises LLC for the services of Mr Jahanshad

#### **5 Taxation on profit/(loss) on ordinary activities**

The tax credit represents

	2009 £000	2008 £000
UK corporation tax @ 28% (2008 - 28.5%)	95	-
Overseas tax	<u>338</u>	<u>7</u>
Total current year tax charge	433	7
Adjustment in respect of prior year	<u>-</u>	<u>(3)</u>
Tax charge on profit/(loss) on ordinary activities	<u>433</u>	<u>4</u>



**Taxation on profit/(loss) on ordinary activities (continued)**

**Factors affecting the tax credit for the year**

The tax assessed for the year is lower than the standard rate of corporation tax in the UK of 28 % (2008 - 28.5%) The differences are explained as follows

	2009 £000	2008 £000
Profit/(loss) on ordinary activities before tax	3,739	(3,666)
Profit/(loss) on ordinary activities multiplied by the standard rate of corporation tax in the UK of 28% (2008 - 28.5%)	1,047	(1,045)
Effect of		
Expenses not deductible for tax purposes	5	29
Differences between capital allowances and depreciation	4	5
Other timing differences	309	116
Adjustment to tax charge in respect of prior years	-	(3)
Foreign tax	44	(45)
Utilisation of losses	(703)	757
Group relief (claimed)/surrendered	(273)	190
	<u>433</u>	<u>4</u>
Current tax credit for the year		

**6 Profit/(loss) for the year**

The parent company has taken advantage of section 408 of the companies act 2006 and has not included its own profit and loss accounts in these financial statements. The group profit for the year includes a profit of £3,942k (2008 - Loss of £3,622k) which is dealt with in the financial statements of the company.

**7 Tangible fixed assets**

The group	Leasehold improvements £000	Plant and equipment £000	Office equipment £000	Computers £000	Motor Vehicles £000	Fixtures & Fittings £000	Total £000
Cost							
At 1 January 2009	81	81	137	447	63	-	809
Exchange differences	-	-	(1)	-	(6)	-	(7)
Transfer to group	208	(6)	34	16	-	1	253
Additions in year	-	-	4	15	-	3	22
Disposals	-	-	-	-	(33)	-	(33)
At 31 December 2009	289	75	174	478	24	4	1,044
Depreciation							
At 1 January 2009	14	61	103	362	14	-	554
Exchange differences	-	-	-	-	(1)	-	(1)
Provided in year	7	9	17	53	-	1	87
Disposals	-	-	-	-	(6)	-	(6)
Transfer to group	47	(1)	6	9	-	-	61
At 31 December 2009	68	69	126	424	7	1	695
Net book amount at 31 December 2009	221	6	48	54	17	3	349
at 31 December 2008	67	20	34	85	49	-	255

**Tangible Fixed Assets (continued)**

<b>The Company</b>	<b>Leasehold improvements fittings £000</b>	<b>Plant and equipment £000</b>	<b>Office equipment £000</b>	<b>Computers £000</b>	<b>Total £000</b>
<b>Cost</b>					
At 1 January 2009	81	80	126	447	734
Transfer to group	-	(6)	(16)	(11)	(33)
Additions in year	-	-	-	8	8
At 31 December 2009	81	74	110	444	709
<b>Depreciation</b>					
At 1 January 2009	14	61	99	361	535
Transfer to group	-	(1)	(4)	(3)	(8)
Provided in year	7	8	7	50	72
At 31 December 2009	21	68	102	408	599
<b>Net book amount at 31 December 2009</b>	<b>60</b>	<b>6</b>	<b>8</b>	<b>36</b>	<b>110</b>
at 31 December 2008	67	19	27	86	199

**8 Goodwill**

<b>Intangible assets</b>	<b>Goodwill arising on consolidation £000</b>
Cost at 1 January 2009	-
Additions	30
At 31 December 2009	30

On 31 December the group acquired Maclaren Services France SAS

**9 Investments**

**The Company**

	Shares in subsidiary undertakings £000
Cost at 1 January 2009	42
Additions	36
At 31 December 2009	<u>78</u>

At 31 December 2009 the company owned 20% or more of the allotted share capital of the following:

Subsidiary	Country of incorporation	Class of share	Proportion	Nature of business
Maclaren France SAS	France	Ordinary	100%	Distribution and sale of pushchairs and ancillary products
Maclaren GMBH	Germany	Ordinary	100%	Distribution and sale of pushchairs and ancillary products
Maclaren UK Limited	England	Ordinary	100%	Non-trading
Maclaren Europe Services SAS (formerly Acela France Limited)	France	Ordinary	100%	Management services
Maclaren Articulos De Puericultura	Spain	Ordinary	100%	Distribution and sale of pushchairs and ancillary products

**10 Stocks**

	Group 2009 £000	Group 2008 £000	Company 2009 £000	Company 2008 £000
Finished goods and spare parts (including goods in transit)	<u>6,387</u>	<u>9,247</u>	<u>4,211</u>	<u>8,789</u>

**11 Debtors**

	<b>Group</b> <b>2009</b> <b>£000</b>	<b>Group</b> <b>2008</b> <b>£000</b>	<b>Company</b> <b>2009</b> <b>£000</b>	<b>Company</b> <b>2008</b> <b>£000</b>
Trade debtors	9,287	6,201	1,424	3,190
Amounts due from group undertakings	26	96	8,201	2,340
Other debtors	1,156	1,741	137	1,153
Prepayments and accrued income	131	837	111	141
	<b>10,600</b>	<b>8,875</b>	<b>9,873</b>	<b>6,824</b>

Included within trade debtors is an amount of £1,273k (2008 - £1,447k) relating to factored debts in the United Kingdom

**12 Creditors: amounts falling due within one year**

	<b>Group</b> <b>2009</b> <b>£000</b>	<b>Group</b> <b>2008</b> <b>£000</b>	<b>Company</b> <b>2009</b> <b>£000</b>	<b>Company</b> <b>2008</b> <b>£000</b>
Bank overdrafts and loans	1,847	669	501	498
Trade creditors	13,286	18,716	11,162	17,709
Amounts due to group undertakings	437	1,473	3,001	1,330
Corporation tax	441	8	110	-
Social security and other taxes	1,048	520	170	66
Other creditors	749	975	122	27
Accruals	1,999	528	536	524
Loans from parent undertaking	-	850	-	850
Interest on loans from parent undertaking	-	614	-	614
	<b>19,807</b>	<b>24,353</b>	<b>15,602</b>	<b>21,618</b>

Included within bank loans and overdrafts is an amount of £501k (2008 - £498k) due to Lloyds TSB Commercial Finance Limited. This is secured by way of an all assets debenture.

The loan from the parent undertaking Spring Meadow Holdings Limited, is classified as a subordinate loan and bears imputed interest at 9% per annum, compounded twice yearly. The loan was originally scheduled to be redeemed in full on 14 February 2008 but the company exercised an option to extend the term and from that date the loan attracted interest at 12%. On 30 April 2009 the loan was settled via an issue of share capital, and the accrued interest charge was waived by the parent.

**13 Provisions for liabilities and charges**

	Warranty £000	Liability Claims £000	Redundancy £000	Inspection £000	Total £000
At 1 January 2009	54	-	-	87	141
Provided during the year	24	473	237	120	854
Utilised during the year	(54)	-	-	(78)	(132)
Currency adjustment	-	-	-	(8)	(8)
At 31 December 2009	<u>24</u>	<u>473</u>	<u>237</u>	<u>121</u>	<u>855</u>

The warranty provisions relate to the group and company

The liability provision is the group's best estimate of the cost to satisfy future liability claims against the company

The warranty provision is the group's best estimate of the cost of fulfilling this obligation based upon the underlying claims rate by product line

The redundancy provision is the group's estimate of the costs likely to be incurred

The provision for inspection costs relates to the group's liability under ongoing French tax investigations

No deferred taxation liability existed at 31 December 2009 or 31 December 2008

**14 Share capital**

	2009 £000	2008 £000
Authorised 955,061 ordinary shares of £1 each	<u>955</u>	<u>105</u>
Allotted, called up and fully paid Ordinary shares of £1 each	<u>955</u>	<u>105</u>

On 19 January 2009 the company issued 850,000 ordinary shares of £1 each The consideration payable was the forgiveness of a loan from the group's parent undertaking

**15 Profit and loss account**

	The Group £000	The company £000
At 1 January 2009	(5,750)	(5,526)
Profit for the year	3,306	3,942
Foreign exchange movement	<u>5</u>	<u>-</u>
At 31 December 2009	<u>(2,439)</u>	<u>(1,584)</u>

**16 Reconciliation of movements in shareholders' debt**

	<b>The Group £000</b>	<b>The Company £000</b>
Loss for the year and net decrease in shareholders' funds	3,306	3,942
Foreign exchange movement	5	-
Issued share capital	850	850
	<hr/>	<hr/>
Net increase in shareholders' funds	4,161	4,752
Shareholders' debt at 1 January 2009	(5,645)	(5,421)
	<hr/>	<hr/>
Shareholders' debt at 31 December 2009	<b>(1,484)</b>	<b>(629)</b>
	<hr/>	<hr/>

**17 Net cash inflow from operating activities**

	<b>2009 £000</b>	<b>2008 £000</b>
Operating loss	3,145	(3,444)
Depreciation	87	103
Exchange movements	2	(27)
Decrease/(Increase) in stocks	2,860	(3,421)
Decrease/(Increase) in debtors	287	(4,750)
(Decrease)/Increase in creditors	(6,626)	11,700
Increase in provisions	484	74
Profit on sale of fixed assets	28	-
	<hr/>	<hr/>
Net cash inflow	<b>267</b>	<b>235</b>
	<hr/>	<hr/>

**18 Reconciliation of net cash flow to movement in net debt**

	2009 £000	2008 £000
Increase in cash in the year	<u>170</u>	<u>122</u>
Cash and cash equivalents acquired with subsidiary undertakings	170	122
Non cash items	(7)	-
	<u>850</u>	<u>-</u>
Net increase in funds	<u>1,013</u>	<u>122</u>
Net funds at 1 January 2009	<u>(1,048)</u>	<u>(1,170)</u>
Net funds at 31 December 2009	<u>(35)</u>	<u>(1,048)</u>

**19 Analysis of changes in net debt**

	At 1 January 2009 £000	Cash flow £000	Cash acquired with subsidiary £000	Non cash items £000	At 31 December 2009 £000
Cash at bank and in hand	471	1,341	-	-	1,812
Overdrafts	(669)	(1,171)	(7)	-	(1,847)
	(198)	170	(7)	-	(35)
Debt	(850)	-	-	850	-
Total	<u>(1,048)</u>	<u>170</u>	<u>(7)</u>	<u>850</u>	<u>(35)</u>

**20 Non-cash items**

On 30 April 2009 the company transferred the debt to equity via a share issue of 850,000 shares at par £1

**21 Capital commitments**

The company had no capital commitments at 31 December 2009 or 31 December 2008

**22 Contingent liabilities**

There were no contingent liabilities at 31 December 2009 or 31 December 2008



## **23 Pensions**

### **Defined Contribution Pension Scheme**

The pension costs charged against operating profits are the contributions payable to the scheme in respect of the accounting period

## **24 Leasing commitments - Group**

Operating lease payments amounting to £289k (2008 - £190k) are due within one year. The leases to which these amounts relate expire as follows

	<b>2009</b>		<b>2008</b>	
	<b>Land and buildings £000</b>	<b>Other £000</b>	<b>Land and buildings £000</b>	<b>Other £000</b>
Within one year	-	-	-	-
Between one and five years	190	7	190	-
More than five years	92	-	-	-
	<u>282</u>	<u>7</u>	<u>190</u>	<u>-</u>

## **25 Acquisitions**

On the 31 December 2009 the company acquired the entire ordinary share capital of Maclaren Services France SAS (formerly Acela France SAS) for a consideration of £36,178, satisfied wholly by cash. Goodwill arising on the acquisition has been capitalised.

The purchase of Maclaren Services France SAS has been accounted for by the acquisition method of accounting.

The consolidated profit of Maclaren Services France SAS for the period from 1 January 2009, the beginning of the subsidiary's financial year, the date of acquisition was £54,627. During this period, turnover amounted to £3,056,212, operating profit amounted to £85,555 and the tax charge amount to £30,928.

**Acquisitions (continued)**

The assets and liabilities of Maclaren Services France SAS at acquisition were as follows

	Book value £,000	Adjustments £,000	Fair value £,000
<b>Fixed assets:</b>			
Tangible	192	-	192
<b>Current assets:</b>			
Debtors	2,087	(76)	2,011
Cash			-
<b>Total assets</b>	<u>2,279</u>	<u>(76)</u>	<u>2,203</u>
<b>Creditors:</b>			
Bank overdraft	7	-	7
Trade creditors	73	-	73
Social Security and other taxation	208	-	208
Other creditors	198	-	198
Accruals and deferred income	1,421	-	1,421
Corporation tax	19	-	19
Amounts due to group undertakings	34	-	34
Provisions	237		237
<b>Total liabilities</b>	<u>2,197</u>	<u>-</u>	<u>2,197</u>
<b>Nett assets</b>	<u>82</u>	<u>(76)</u>	<u>6</u>
Goodwill capitalised			<u>30</u>
			<u>36</u>
Satisfied by			
Cash			<u>36</u>

The fair value adjustment relates to the reversal of trade debtor balances not considered to be recoverable

Analysis of net outflow of cash in respect of the purchase of the subsidiary undertakings

	2009 £000
Bank overdraft at acquisition	(7)
Cash consideration	<u>(36)</u>
	<u>(43)</u>

**26 Transactions with related parties**

As Maclaren Europe Limited is the parent company of the group and its financial statements are included within these consolidated statements, the company has taken advantage of the exemption contained in Financial Reporting Standard 8 and has not disclosed transactions or balances with entities which form part of the group

**Other related party transactions**

At 31 December 2008, included within amounts due to parent is an amount of £nil (2008 - £850,000) owed to Spring Meadow Holdings Limited. Accrued interest on this loan is a total of £nil (2008 - £613,746). During the year the capital element was converted to ordinary shares at a par value of £1. The accrued interest charge was waived by the parent and has been written back to the profit and loss account.

During the year management charges were due to Spring Meadow Holdings Limited amounting to £45,000 (2008 - £45,000). The balance of management charges outstanding at the year end owed to Spring Meadow Holdings Limited amounted to £225,000 (2008 - £180,000).

The company made sales in the year of £nil (2008 - £120) to Laser Performance (Europe) Limited. Purchases from this company amounted to £nil (2008 - £15,754). The balance outstanding at the year end owed to Laser Performance (Europe) Limited amounted to £nil (2008 - £1,662). Laser Performance (Europe) Limited is a member of the group headed by Spring Meadow Holdings Limited.

The group made purchases in the year of £25,560 (2008 - £nil) to Laser Sailboats Limited. The balance outstanding at the year end owed to Laser Sailboats Limited amounted to £25,560 (2008 - £nil). Laser Sailboats Limited is a member of the group headed by Spring Meadow Holdings Limited.

The group made sales in the year of £nil (2008 - £632) to Acela Limited and service charges from this company amounted to £1,120,416 (2008 - £1,224,610). At the year end an amount of £123,718 (2008 - £198,765) was due to Acela Limited. Acela Limited is a member of the group headed by Spring Meadow Holdings Limited.

During the year the group made purchases of £32,841 (2008 - £24,014) from The Garda Company LLC. The balance outstanding at the year end owed to Garda LLC amounted to £32,841 (2008 - £24,014). Garda Company LLC is under the common control of Spring Meadow Holdings Limited.

**27 Ultimate parent company and controlling related party**

The directors consider that Spring Meadow Holdings Limited, a company registered in the British Virgin Islands, is the ultimate parent undertaking and controlling related party by virtue of shareholding.

