# REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018 FOR

**BFT AUTOMATION UK LIMITED** 



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### **BFT AUTOMATION UK LIMITED**

# COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2018

DIRECTORS:

F Marin

M Batson K Spinks N Sanco F Billo

**REGISTERED OFFICE:** 

Unit C2-C3

The Embankment Business Park

Vale Road, Heaton Mersey

Stockport Cheshire SK4 3GL

**REGISTERED NUMBER:** 

05116688 (England and Wales)

**AUDITORS:** 

Christian Douglass Accountants Limited

Chartered Accountants

Statutory Auditor 2 Jordan Street Knott Mill Manchester M15 4PY

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present their report with the financial statements of the company for the year ended 31 December 2018.

#### **DIVIDENDS**

An interim dividend of £2,800,508 (2017: £nil) was paid during the year. The directors do not recommend a final dividend.

#### **FUTURE DEVELOPMENTS**

The directors are confident that the company can secure continued future demand for its technology and in its evolving role as a full access specialist.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 January 2018 to the date of this report.

F Marin

M Batson

K Spinks

N Sanco

F Billo

#### FINANCIAL INSTRUMENTS

Our primary risk continues to be the smaller challenger brands who use price to win share and survive as this in turn impacts our top and bottom line growth. We also recognise the uncertainty related to Brexit that still has an unknown role to play in our marketplace. The company has no debt and therefore the directors consider that no specific disclosures are necessary in respect of financial instruments.

#### **BRANCHES**

At no time during the year did the company operate any branches outside of the United Kingdom.

#### STRATEGIC REPORT

The directors have taken advantage of the exemption conferred by section 414A(2) of the Companies Act 2006 not to prepare a strategic report.

#### 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 the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 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 judgements and accounting estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and 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.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2018

### **AUDITORS**

The auditors, Christian Douglass Accountants Limited, were appointed during the year and are deemed to be reappointed under section 487(2) of the Companies Act 2006.

### ON BEHALF OF THE BOARD:

K Spinks - Director

22 May 2019

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BFT AUTOMATION UK LIMITED

#### Opinion

We have audited the financial statements of BFT Automation UK Limited (the 'company') for the year ended 31 December 2018 which comprise the Statement of Comprehensive Income, Balance Sheet, Statement of Changes in Equity and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

The directors are responsible for the other information. The other information comprises the information in the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Directors has been prepared in accordance with applicable legal requirements.

# Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Report of the Directors.

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

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

# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BFT AUTOMATION UK LIMITED

### Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page two, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

### Use of our report

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 a Report of the Auditors 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.

Mrs Deborah Burton F.C.A. (Senior Statutory Auditor)

for and on behalf of Christian Douglass Accountants Limited

Chartered Accountants

Statutory Auditor

2 Jordan Street Knott Mill

Manchester

M15 4PY

Date: 4 June 2019

# STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes	31.12.18 £	31.12.17 £
TURNOVER	3	7,191,525	6,666,824
Cost of sales		5,628,064	4,915,408
GROSS PROFIT		1,563,461	1,751,416
Administrative expenses		1,034,658	1,017,436
OPERATING PROFIT	5	528,803	733,980
Interest receivable and similar income	6	19,483	14,041
PROFIT BEFORE TAXATION		548,286	748,021
Tax on profit	7	107,116	145,815
PROFIT FOR THE FINANCIAL YEAR		441,170	602,206
OTHER COMPREHENSIVE INCOME			
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	₹	441,170	602,206

# BALANCE SHEET 31 DECEMBER 2018

		31.12.	18	31.12	.17
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	9		-		-
Tangible assets	10		20,120		35,670
Investments	11		6,510		6,510
			26,630		42,180
CURRENT ASSETS					
Stocks	12	666,849		601,556	
Debtors	13	1,279,058		3,320,061	
Cash at bank and in hand		108		2,047	
		1,946,015		3,923,664	
CREDITORS					
Amounts falling due within one year	14	1,063,142		694,796	
NET CURRENT ASSETS			882,873		3,228,868
TOTAL ASSETS LESS CURRENT					
LIABILITIES			909,503		3,271,048
PROVISIONS FOR LIABILITIES	16		2,590		4,797
NET ASSETS			906,913		3,266,251
•					
CAPITAL AND RESERVES					
Called up share capital	17		100,000		100.000
Retained earnings	18		806,913		3,166,251
SHAREHOLDERS' FUNDS			906,913		3,266,251

The financial statements were approved by the Board of Directors on 22 May 2019 and were signed on its behalf by:

K Spinks - Director

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

	Called up share capital £	Retained earnings £	Total equity £
Balance at 1 January 2017	100,000	2,564,045	2,664,045
Changes in equity Total comprehensive income	·	602,206	602,206
Balance at 31 Décémber 2017	100,000	3,166,251	3,266,251
Changes in equity Dividends Total comprehensive income		(2,800,508) 441,170	(2,800,508) 441,170
Balance at 31 December 2018	100,000	806,913	906,913

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

#### 1. STATUTORY INFORMATION

BFT Automation UK Limited is a company limited by shares and registered in England and Wales. The company's registered number is 05116688 and its registered office is at Unit C2-C3 The Embankment Business Park, Vale Road, Heaton Mersey, Stockport, Cheshire, SK4 3GL.

The principal activity of the Company is the retail of automated gate equipment and associated products.

The financial statements are presented in Sterling, which is also the functional currency of the company.

#### 2. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

#### Financial Reporting Standard 102 - reduced disclosure exemptions

The company has taken advantage of the following disclosure exemption in preparing these financial statements, as permitted by FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

the requirements of Section 7 Statement of Cash Flows.

#### Turnover

Turnover represents the value of goods sold, less returns received, at selling price less value added tax. Sales are recognised when the company considers that it has fulfilled its obligations to the customer which in respect of the sale of goods is on despatch.

#### Intangible assets

Intangible assets are initially measured at cost. After initial recognition, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

Goodwill, being the amount paid in connection with the acquisition of a business in 2007 with an estimated useful life of one year, has been fully amortised in prior periods.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Improvements to property

- 25% on cost

Plant and machinery

- 33% on cost and 10% on cost

Fixtures and fittings

- 10% on cost

Computer equipment

33% on cost

#### Stocks

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

In general, cost is determined on a first in first out basis and includes transport and handling costs where applicable.

Net realisable value is the price at which stocks can be sold in the normal course of business after allowing for the cost of realisation and, where appropriate, the cost of conversion from their existing state to a finished condition.

Provision is made where necessary for obsolete, slow-moving and defective stocks.

#### **Taxation**

Taxation for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Page 9 continued...

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

#### 2. ACCOUNTING POLICIES - continued

#### Taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

# Hire purchase and leasing commitments

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

#### Investments

Investments are stated at cost less any permanent diminution in value.

#### Financial instruments

Financial instruments are considered to comprise bank balances and trade debtors and creditors, plus group balances, which are all included on a non-discounted basis, at transaction price less any necessary impairment.

### 3. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by geographical market is given below:

·	£.	£
United Kingdom	7,152,934	6,565,723
Europe	38,591	99,363
Rest of the world		1,738
	7,191,525	6,666,824

Turnover can be categorised as arising from the sale of goods and the recharge of carriage and other charges. Turnover from the sale of goods amounted to £7,012,791 (2017: £6,498,809) and from the recharge of costs £178,734 (2017: £168,015).

### 4. EMPLOYEES AND DIRECTORS

	020	Q <u>_</u>
	£	£
Wages and salaries	698,852	699,720
Social security costs	75,093	76,314
Other pension costs	31,558	28,148
	<del></del> _	
	805,503	804,182
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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

# 4. EMPLOYEES AND DIRECTORS - continued

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EMPLOYEES AND DIRECTORS - continued		
The average number of employees during the year was as follows:		
	31.12.18	31.12.17
Direct and sales	12	11
Management and administration	5	5
		16
The average number of employees exclude 4 (2017: 4) directors who a company.	are not remunera	ted through this
Other pension costs represent the company's expense for payments to defir Pensions contributions unpaid at the balance sheet date amounted to £4,583	ned contribution pe (2017: £4,240).	ension schemes.
Directors' remuneration includes benefits in kind.		
	31.12.18 £	31.12.17 £
Directors' remuneration	120,084	114,019
Directors' pension contributions to money purchase schemes	5,346	5,031
		<del></del>
The number of directors to whom retirement benefits were accruing was as fol	lows:	
Money purchase schemes	1	1
		===
OPERATING PROFIT		
The operating profit is stated after charging:		
	31.12.18	31.12.17
	£	£
Leases charged as an expense	127,450	119,014
Depreciation - owned assets	23,440	20,776
Loss on disposal of fixed assets Auditors' remuneration	5.450	98 5 165
Remuneration payable to the company's auditors for non-audit, including	5,450	5,165
taxation, services	4,295	4,150
Cost of inventories recognised as an expense	5,265,125	4,564,314
Net loss/(gain) from trade debt instruments	22,875	3,828
The cost (gamy work associated moral among	====	====
INTEREST RECEIVABLE AND SIMILAR INCOME		
· · · · · · · ·	31.12.18	31.12.17
	£	£
Deposit account interest	18,758	13,908
Interest on corporation tax	725	133

14,041

19,483

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

# 7. TAXATION

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Analysis of the tax charge		
The tax charge on the profit for the year was as follows:	31.12.18	31.12.17
Current tax:	£	£
UK corporation tax	109,551	149,095
UK corporation tax prior year adjustment	(228)	(546)
Total current tax	109,323	148,549
Deferred tax	(2,207)	(2,734)
Tax on profit	107,116	145,815
Reconciliation of total tax charge included in profit and loss The tax assessed for the year is higher than the standard rate of corporation explained below:	n tax in the UK. T	he difference
	31.12.18	31.12.17
Profit before tax	£ 548,286	£ 748,021
Profit multiplied by the standard rate of corporation tax in the UK of 19%	<del></del>	
(2017 - 19.250%)	104,174	143,994
Effects of:		
Depreciation in excess of capital allowances	1,849	523
Adjustments to tax charge in respect of previous periods	(228)	(546)
Disallowable expenses	1,321	1,844
Total tax charge	107,116	145,815
DIVIDENDS	04.40.40	04 40 47
	31.12.18 £	31.12.17 £
Ordinary shares of £100 each		_
Interim	2,800,508	
INTANGIBLE FIXED ASSETS		Goodwill
		£
COST		
At 1 January 2018 and 31 December 2018		70,000
AMORTISATION At 1 January 2018		
and 31 December 2018	•	70,000
NET BOOK VALUE		-
NET BOOK VALUE At 31 December 2018		-
		====
At 31 December 2017		-

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

10.	TANGIBLE	FIXED	<b>ASSETS</b>

I ANGIDLE FIXED ASSETS					
	Improvements to property £	Plant and machinery £	Fixtures and fittings £	Computer equipment f	Totals £
COST	~	~	~	~	~
At 1 January 2018 Additions	19,119 6,057	16,920 	8,565	87,200 1,833	131,804 7,890
At 31 December 2018	25,176	16,920	8,565	89,033	139,694
DEPRECIATION	<del> </del>				
At 1 January 2018 Charge for year	8,577 10,504	13,145 906	5,022 844	69,390 11,186	96,134 23,440
At 31 December 2018	19,081	14,051	5,866	80,576	119,574
NET BOOK VALUE	<del></del>				
At 31 December 2018	6,095	2,869	2,699	8,457	20,120
At 31 December 2017	10,542	3,775	3,543	17,810	35,670

#### 11. FIXED ASSET INVESTMENTS

11.	FIXED ASSET INVESTMENTS		Unlisted investments £
	COST At 1 January 2018 and 31 December 2018		6,510
	NET BOOK VALUE At 31 December 2018		6,510
	At 31 December 2017		6,510
12.	STOCKS	31.12.18 £	31.12.17 £
	Finished goods and goods for resale	666,849	601,556
13.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	31.12.18	31.12.17

	L	ž.
Trade debtors	1,209,037	1,169,342
Amounts owed by group undertakings	· <u>-</u>	2,122,856
Tax	41,174	-
Prepayments	28,847	27,863
	1,279,058	3,320,061

# 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

31.12.18	31.12.17
£	£
156,404	164,902
519,815	116,113
-	19,905
24,349	26,265
275,994	249,268
86,580	118,343
1,063,142	694,796
	£ 156,404 519,815 - 24,349 275,994 86,580

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

#### 15. LEASING AGREEMENTS

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willimum lease payments under non-cancellable operating leases fall due	5 a5 10110W5.	
	31.12.18 £	31.12.17 £
Within one year	118,648	101,350
Between one and five years	81,502	123,914
	200,150	225,264
PROVISIONS FOR LIABILITIES		
	31.12.18 £	31.12.17 £
Deferred tax Accelerated capital allowances	2,590	4,797
		Deferred
		tax
D.1		£
Balance at 1 January 2018		4,797
Credit to Statement of Comprehensive Income during year		(2,207)
Balance at 31 December 2018		2,590
		===

#### 17. CALLED UP SHARE CAPITAL

Allotted,	issued	and 1	fully	paid:
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Number:	Class:	Nominal 31.12.18 value: £	31.12.17 £
1,000	Ordinary	£100 100,000	100,000

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the company. All ordinary shares rank equally with regard to the Company's residual assets.

### 18. RESERVES

	Retained earnings £
At 1 January 2018 Profit for the year Dividends	3,166,251 441,170 (2,800,508)
At 31 December 2018	806,913

### 19. ULTIMATE PARENT COMPANY

The immediate parent company is BFT SpA, a company registered in Italy and the ultimate parent company is Somfy SA, a company incorporated in France.

Somfy SA prepares consolidated financial statements including the results of the company and the financial statements of Somfy SA are available from 50 Avenue du Nouveau Monde, 74307 Cluses Cedex, France.

### 20. RELATED PARTY DISCLOSURES

The company has taken advantage of the exemptions available in Financial Reporting Standard 102 "The Financial Reporting Standard in the UK and Republic of Ireland" from disclosing transactions with wholly owned group members.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2018

# 21. ULTIMATE CONTROLLING PARTY

The directors consider that there is no ultimate controlling party.