# **Tunstall Group Holdings Limited**

Directors' report and consolidated financial statements Registered number 05459713 For the year ended 30 September 2010

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Tunstall Group Holdings Limited Directors' report and consolidated financial statements For the year ended 30 September 2010

## **Contents**

	Page
Directors' report	1
Statement of directors' responsibilities in respect of the Directors' Report and the financial statements	7
ndependent auditors' report to the members of Tunstall Group Holdings Limited	8
Consolidated profit and loss account	11
Consolidated balance sheet	12
Company balance sheet	14
Consolidated cash flow statement	16
Consolidated statement of total recognised gains and losses	21
Reconciliation of movements in equity shareholders' funds	21
Notes to the financial statements	22

## Directors' report

The directors present their annual report and the audited financial statements for the year ended 30 September 2010

#### Principal activities

The company is a parent company and the principal activities of its subsidiary undertakings are the development, manufacture, marketing, installation, monitoring and service of telecare, telehealth and hospital systems

#### **Business Review**

The group has increased its turnover by 4 3% to £147 9m, in a year of difficult market and economic conditions

UK revenues reduced by 7% to £66 7m as a result of delayed spending decisions amongst the customer base following the run up to the General Election, the uncertainty of a Coalition Government and the subsequent Comprehensive Spending Review (CSR) Volume of sales of base units to new users increased by 8% as the market continues to recognize the benefits of telecare, but replacement unit volume reduced by 44% as customers delayed product replacement decisions. UK Telehealth revenues have increased by 10%, and included a strategic deployment for care pathway redesign and telehealth implementation. The Assisted Living market saw a decline in revenues from £21 0m to £19 0m as customers chose to maintain existing installations in the face of the economic downturn. This has consequently had a beneficial impact on our Service revenues, which have increased from £18 3m to £19 5m.

In Europe, revenues grew from £64 7m to £74 0m, an increase of 14 3%, with recovery of sales volumes in Spain, and growth in telehealth sales from our Danish subsidiary into US and Germany Domestic German revenues grew by 8%, benefiting from government funding in the hospital sector to stimulate the market

In the rest of the world, revenues grew by 34% to £7 2m, mainly as a result of the acquisition of monitoring connections in Australia at the end of 2009

### Summary of risks and uncertainties

#### Foreign exchange risk

The group operates within a number of international territories, invoicing in local currency, and sources its product in a number of currencies. As such, the company is exposed to foreign exchange risk, principally against the Euro and US dollar. The risk in relation to the Euro is managed through a natural hedge in respect of the denomination of bank borrowings of the parent companies. The US dollar risk is managed through a series of foreign exchange contracts to purchase sufficient quantities of US dollars to meet production requirements.

#### Interest rate risk

The group has a number of bank borrowings, as described in note 18, at fixed margins above LIBOR, Euribor and Stibor This risk is managed through a number of interest rate hedges, as described in note 18. During the year, certain of these hedging instruments expired and we have subsequently entered into a range of interest rate fixes and caps though to November 2013, fixing interest rates relating to approximately 89% of the value of the bank borrowings

#### Credit risk

The company sells to both government and non-government customers and is therefore subject to credit risk. The risk is managed through operating policies relating to credit approvals for non-government customers.

## Directors' report

#### **Future Prospects**

As the UK and European markets continue to emerge from the recent recession, their respective governments continue to make cost savings across all aspects of public spending

Tunstall's product range can support these aims through technology efficiencies and we continue to lobby policy makers to promote the benefits of our products and services

Following the UK telehealth pilot in 2009 and the first large scale roll-out of telehealth in 2010, the latter incorporating a redesign of the care pathways, we have identified a number of opportunities with UK local authorities, which should allow for further growth in 2011. In addition, there are a number of similar opportunities internationally.

In the telecare market, we have seen further growth in the number of peripheral devices sold and the international markets are demonstrating a greater interest in such sensors

Whilst we have experienced a lengthening of the product replacement cycles in our core telecare and assisted living markets, in the face of political and economic uncertainty, this has brought with it an increase in service revenues as the volume of out-of-warranty products increases. The delay in product replacement is not a sustainable position on the part of our customers and consequently we expect to see a recovery in these core markets

#### Research & Development

During the year, Tunstall invested £3 2m in research and development (before allocation of grants receivable amounting to £0 4m), representing 2 1% of revenues. Whilst this represents a reduction year on year of £0 4m, the 2009 expenditure included £1m of capitalized costs in relation to 3<sup>rd</sup> party development of an IP platform

#### KPI's

UK order intake increased by 2% over 2009 and year end orders on hand totaled £20 7 million (2009 £20 2 million)

As at September 2010, UK Assisted Living order coverage amounted to 63% of budgeted revenues for the first 6 months of 2010/11, compared with 55% in 2009/10

Overdue debt (accounts receivable balances beyond normal collection terms) amounted to £12 1 million, an increase of £2 5 million on September 2009 Provisions against these balances have reduced by £1 5 million to £1 8 million following the release of a specific provision against a balance which has been collected subsequent to the year end

Operating Cashflow represented 85% of EBITDA (2009 116%)

The Group had access to a Revolving Credit Facility of £10 million which remained undrawn, other than relating to performance bonds as referred to in note 22

Tunstall has remained compliant with all its financial covenants throughout the year

#### Results

The results for the year ending 30 September 2010 are set out on page 7. The group recorded a profit before operating exceptionals and amortisation of goodwill of £36.0 million (2009 £31.3 million)

#### Dividends

No interim or final dividend was paid or proposed (2009 £nil)

## Directors' report

#### Directors

The directors who held office during the year and subsequently were as follows

NA Duffy

J Buckley

(resigned 14 January 2010)

K Dyson

(appointed 12 January 2010)

G Baldwin

(appointed 8 April 2010)

#### Payments to suppliers

The company agrees payment terms and conditions with its suppliers according to local laws and generally accepted trading practices within its business and geographical region. It is the company's normal practice to pay suppliers in accordance with these terms provided that the suppliers meet their obligations.

Trade creditors represent 42 days purchases (2009 31 days)

#### Financial Instruments

The group uses financial instruments including cash, borrowings, forward currency contracts and interest rate swaps, the main purpose of which are to raise finance for the group's activities and to manage currency and interest rate risks It is the group's policy not to enter into trading of a speculative nature in financial instruments. Further detail is given in note 18 to the financial statements

#### Disabled employees

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicants concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the group continues and that appropriate training is arranged. It is the policy of the group that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees

#### **Employee consultation**

The group places considerable value on the involvement of its employees and has continued its previous practice of ensuring effective two-way communication on matters affecting them as employees and on the various factors affecting the performance of the group This is achieved through formal meetings and the company intranet Employees are consulted regularly on a wide range of matters affecting their current and future interests

#### Political and charitable contributions

During the year, the group contributed £1,235 (2009 £1,142) to charity No political contributions were made (2009 £nil)

#### Disclosure of information to auditors

The directors who hold office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information 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 to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be re-appointed and KPMG LLP will therefore continue in office

By order of the board

N Duffy

Company Secretary

Whitley Lodge Whitley Bridge Doncaster DN14 0HR

21 January 2011

# Statement of directors' responsibilities in respect of the Directors' Report and the financial statements

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

Company law requires the directors to prepare financial statements for each financial year Under that law they have elected to prepare the group and parent company financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and parent company and of their profit or loss for that period. In preparing each of the group and parent company 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, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and parent company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the parent company's transactions and disclose with reasonable accuracy at any time the financial position of the parent company and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the group and to prevent and detect fraud and other irregularities.



KPMG LLP
1 The Embankment
Neville Street
Leeds
LS1 4DW

## Independent auditors' report to the members of Tunstall Group Holdings Limited

We have audited the financial statements ("the financial statements") of Tunstall Group Holdings Limited for the year ended 30 September 2010 set out on pages 7 to 37 The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Sections 495 and 496 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland) Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors

## Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's web-site at www frc org uk/apb/scope/UKNP

#### **Opinion on financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the group's and parent company's affairs as at 30 September 2010 and of the group's loss for the year then ended,
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter 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

# Independent auditors' report to the members of Tunstall Group Holdings Limited (continued)

## 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

RI Moffatt (Senior Statutory Auditor)

For and on behalf of KPMG LLP Statutory Auditor

Chartered Accountants
1 The Embankment
Leeds
West Yorkshire
LS1 4DW

21 January 2011

# Consolidated profit and loss account for the year ended 30 September 2010

	Note	2010 £000	2009 £000
Turnover	2	147,878	141,755
Operating profit before operating exceptionals and amortisation of goodwill ('EBITA')	3	35,955 (794)	31,268 (6,255)
Operating exceptional items Amortisation of goodwill		(13,220)	(13,220)
Operating profit	3	21,941	11,793
Share of operating profits of associates	12	91	92
Profit on ordinary activities before interest		22,032	11,885
Interest receivable and similar income Interest payable and similar charges	<i>7</i> 8	1,217 (33,493)	772 (50,988)
Loss on ordinary activities before taxation	4	(10,244)	(38,331)
Tax on loss on ordinary activities	9	(2,492)	130
Loss on ordinary activities after taxation	21	(12,736)	(38,201)

All of the turnover and results for the year are attributable to continuing operations

The notes on pages 15 to 37 form part of these financial statements

# Consolidated balance sheet at 30 September 2010

Fixed assets   10   198,378   211,683   171   11,739   12,685   172   157		Note	2010 £000	£000	2009 £000	£000
Tangible assets Investment in associates	Fixed assets		2000	2000	2000	2000
12						
Current assets   Stocks   13   15,057   15,173   36,067   20,996   26,868   89,057   78,108						12,685
Current assets   13   15,057   15,173   15,067   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,991   20,996   20,991	Investment in associates	12		157		-
Current assets   13   15,057   15,173   15,067   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,996   20,991   20,996   20,991				210.274		224,368
14   53,004   36,067   26,868   20,996   26,868   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,996   26,868   20,997   20,99	Current assets					,,,,,
Cash at bank and in hand       20,996       26,868         89,057       78,108         Creditors amounts falling due within one year       15       (41,358)       (34,017)         Net current assets       47,699       44,091         Total assets less current liabilities       257,973       268,459         Creditors amounts falling due after more than one year       16       (390,785)       (384,990)         Provisions for liabilities and charges       19       (259)       (1,377)         Net liabilities before net pension liabilities       (133,071)       (117,908)         Net pension liabilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       (20       931       931         Called up share capital       20       931       931         Share premum account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Stocks	13	15,057		15,173	
Red liabilities before net pension liabilities   23   (10,850)   (134,921)   (126,931)   (127,917)		14	53,004			
Creditors amounts falling due within one year         15         (41,358)         (34,017)           Net current assets         47,699         44,091           Total assets less current liabilities         257,973         268,459           Creditors amounts falling due after more than one year         16         (390,785)         (384,990)           Provisions for liabilities and charges         19         (259)         (1,377)           Net liabilities before net pension liabilities         (133,071)         (117,908)           Net pension liabilities         23         (10,850)         (9,023)           Net liabilities         (143,921)         (126,931)           Capital and reserves         (20         931         931           Called up share capital         20         931         931           Share premium account         21         55         55           Profit and loss account         21         (144,907)         (127,917)	Cash at bank and in hand		20,996		26,868	
Creditors amounts falling due within one year         15         (41,358)         (34,017)           Net current assets         47,699         44,091           Total assets less current liabilities         257,973         268,459           Creditors amounts falling due after more than one year         16         (390,785)         (384,990)           Provisions for liabilities and charges         19         (259)         (1,377)           Net liabilities before net pension liabilities         (133,071)         (117,908)           Net pension liabilities         23         (10,850)         (9,023)           Net liabilities         (143,921)         (126,931)           Capital and reserves         (20         931         931           Called up share capital         20         931         931           Share premium account         21         55         55           Profit and loss account         21         (144,907)         (127,917)			89 057		78 108	
Net current assets       47,699       44,091         Total assets less current liabilities       257,973       268,459         Creditors amounts falling due after more than one year       16       (390,785)       (384,990)         Provisions for liabilities and charges       19       (259)       (1,377)         Net liabilities before net pension liabilities       (133,071)       (117,908)         Net pension liabilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       (20       931       931         Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)			07,037		70,100	
Total assets less current liabilities         257,973         268,459           Creditors amounts falling due after more than one year         16         (390,785)         (384,990)           Provisions for liabilities and charges         19         (259)         (1,377)           Net liabilities before net pension liabilities         (133,071)         (117,908)           Net pension liabilities         23         (10,850)         (9,023)           Net liabilities         (143,921)         (126,931)           Capital and reserves         (20         931         931           Called up share capital         20         931         931           Share premium account         21         55         55           Profit and loss account         21         (144,907)         (127,917)	Creditors amounts falling due within one year	15	(41,358)		(34,017)	
Creditors amounts falling due after more than one year       16       (390,785)       (384,990)         Provisions for liabilities and charges       19       (259)       (1,377)         Net liabilities before net pension liabilities       (133,071)       (117,908)         Net pension liabilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       (20       931       931         Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Net current assets			47,699		44,091
Provisions for liabilities and charges       19       (259)       (1,377)         Net liabilities before net pension liabilities       (133,071)       (117,908)         Net pension liabilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Total assets less current liabilities			257,973		268,459
Net liabilities before net pension liabilities       (133,071)       (117,908)         Net pension liabilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Creditors amounts falling due after more than one year	16		(390,785)		(384,990)
Net pension habilities       23       (10,850)       (9,023)         Net liabilities       (143,921)       (126,931)         Capital and reserves       Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Provisions for liabilities and charges	19		(259)		(1,377)
Net liabilities       (143,921)       (126,931)         Capital and reserves       Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Net liabilities before net pension liabilities			(133,071)		(117,908)
Capital and reserves         20         931         931           Called up share capital         20         55         55           Share premium account         21         55         55           Profit and loss account         21         (144,907)         (127,917)	Net pension liabilities	23		(10,850)		(9,023)
Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)	Net liabilities			(143,921)		(126,931)
Called up share capital       20       931       931         Share premium account       21       55       55         Profit and loss account       21       (144,907)       (127,917)						
Share premium account         21         55         55           Profit and loss account         21         (144,907)         (127,917)						
Profit and loss account 21 (144,907) (127,917)						
Equity shareholders' deficit (143,921) (126,931)	Profit and loss account	21		(144,907)		(127,917)
	Equity shareholders' deficit			(143.921)		(126,931)
	•					

The notes on pages 15 to 37 form part of these financial statements

These financial statements were approved by the board of directors on 21 January 2011 and were signed on its behalf by

G Baldwin

Directo

K Dyson Director

Company registered number 5459713

# Company balance sheet at 30 September 2010

	Note	2010 £000	£000	2009 £000	£000
Fixed assets Investments	12		79,299		79,299
Current assets Debtors Cash at bank and in hand	14	14,696 37		9,844 37	
		14,733		9,881	
Creditors Amounts falling due within one year	15	(425)		(574)	
Net current assets			14,308		9,307
Total assets less current liabilities			93,607		88,606
Creditors Amounts falling due after more than one year	16		(86,436)		(81,014)
Net assets			7,171		7,592
Capital and reserves Called up share capital	20		931		931
Share premium account Profit and loss account	21 21		55 6,185		55 6,606
Equity shareholders' funds			7,171		7,592

The notes on pages 15 to 37 form part of these financial statements

These financial statements were approved by the board of directors on 21 January 2011 and were signed on its behalf by

G Baldwin

Director

K Dyson
Director

# Consolidated cash flow statement for the year ended 30 September 2010

	Note	2010 £000	2009 £000
Net cash inflow from operating activities	(111)	27,171	33,366
Returns on investments and servicing of finance Taxation	(tv)	(9,619) (2,348)	(15,355) (3,322)
Capital expenditure	(v)	(3,032)	(3,868)
Acquisitions and disposals	(vi)	(150)	16
Net cash inflow before financing		12,022	10,837
Financing	(vu)	(18,000)	(3,682)
Net cash (outflow)/inflow		(5,978)	7,155
		<del></del>	

The notes on pages 11 to 13 form part of this financial statement

# Notes to the consolidated cash flow statement for the year ended 30 September 2010

(1) Reconciliation of net cash flow to n	novement in ne	t debt		2010 £000	2009 £000
(Decrease)/increase in cash Cash flow from decrease in debt				(5,978) 16,460	7,155 6,698
Movement in net debt resulting from cash flows	i			10,482	13,853
Interest added to principal Amortisation of issue costs Exchange adjustments				(26,694) (927) 3,969	(23,912) (927) (15,098)
Movement in net debt				(13,170)	(26,084)
Opening net debt				(361,659)	(335,575)
Closing net debt				(374,829)	(361,659)
(ii) Analysis of changes in net debt					
	At 30 September 2009 £000	Cash flow	Other non-cash movements £000	Exchange adjustments £000	At 30 September 2010 £000
Cash at bank and in hand	26,868	(5,978)	-	106	20,996
Debt due within one year Debt due after more than	(3,415)	16,336	(17,951)	-	(5,030)
one year Hire purchase contracts	(384,978)	-	(9,670)	3,863	(390,785)
Due within one year	(124)	124	(10) 10	-	(10)
Due after more than one year	(10)	-	10		
Due after more than one year	(388,527)	16,460	(27,621)	3,863	(395,825)

The non-cash movement represents amortisation of debt issue costs of £927,000 and increase in accrued interest of £26,692,000

## Notes to the consolidated cash flow statement (continued)

## (iii) Reconciliation of operating profit to net cash inflow from operating activities

	2010 £000	2009 £000
Operating profit before exceptional items	22,735	18,048
Cash outflow in respect of exceptional items	(794)	(2,072)
Loss on disposal of fixed assets	-	156
Depreciation charges	3,957	4,233
Amortisation of intangible fixed assets	253	•
Amortisation of goodwill	13,220	13,220
Decrease in stocks	116	837
(Increase)/decrease in debtors	(16,826)	71,230
Increase/(decrease) in creditors	4,510	(72,286)
Net cash inflow from operating activities	27,171	33,366
(iv) Returns on investments and servicing of finance	2010	2009
	2010 £000	£000
Interest received	1,217	701
Interest received Interest paid	(10,836)	(16,056)
	(9,619)	(15,355)
	<del></del>	
(v) Capital expenditure and financial investment		
• •	2010	2009
	000£	£000
Purchase of intangible fixed assets	(8)	(1,004)
Purchase of tangible assets	(3,024)	(2,945)
Sale of tangible assets	-	81
	(3,032)	(3,868)
	(5,052)	
	<del></del>	

# Notes to the consolidated cash flow statement (continued)

(vi) Acquisitions and disposals		
	2010	2009
	£000	£000
Amounts paid in respect of acquisitions	(150)	-
Refund of legal fees overpaid	-	(16)
	(150)	(16)
(vii) Financing	2010	2009
	2010 £000	£000
Repayment of bank borrowings	(17,876)	(3,507)
Repayment of hire purchase contracts	(124)	(175)
	(18,000)	(3,682)
	<del></del>	

# Consolidated statement of total recognised gains and losses for the year ended 30 September 2010

2010 £000	2009 £000
(12,736)	(38,201)
(3,048) (1,206)	(1,032) (8,229)
(16,990)	(47,462)
	£000 (12,736) (3,048) (1,206)

# Reconciliation of movements in equity shareholders' funds for the year ended 30 September 2010

	Group 2010 £000	Group 2009 £000	Company 2010 £000	Company 2009 £000
Loss for the financial year	(12,736)	(38,201)	(421)	(1,185)
Other recognised gains and losses relating to the year (net)	(4,254)	(9,261)	<u>-</u>	
Net reduction in shareholder's (deficit)/funds	(16,990)	(47,462)	(421)	(1,185)
Opening equity shareholders' (deficit)/funds	(126,931)	(79,469)	7,592	8,777
Closing equity shareholders' (deficit)/funds	(143,921)	(126,931)	7,171	7,592

#### **Notes**

(forming part of the financial statements)

#### Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the company's financial statements

#### Basis of preparation

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

#### Going concern

The directors acknowledge that at 30 September 2010 the group had net liabilities of £143,921,000. This was after classifying, in accordance with UK GAAP, preference shares of £86,436,000 and unsecured subordinated shareholder loan notes of £158,498,000 as borrowings. Both the preference shares and loan notes are intra-group liabilities.

Having considered the cash flow forecasts of the group of which the company and group are members, the directors are of the opinion that the group will have sufficient funds to meet its liabilities as they fall due for payment for at least 12 months from the date of these financial statements. Accordingly, the directors have prepared these financial statements on a going concern basis

## Basis of consolidation

The consolidated financial statements include the results of the company and its subsidiary undertakings up to 30 September 2010, under the acquisition method of accounting Under this method, the results of the subsidiary undertakings acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal

An associate is an undertaking in which the group has a long term interest, usually from 20% to 50% of the equity voting rights, and over which it exercises significant influence. The group's share of the profits less losses of associates is included in the consolidated profit and loss account and its interest in their net assets is included in investments in the consolidated balance sheet.

The company is exempt under s408 of the Companies Act 2006 from the requirement to present its individual profit and loss account. The company's result for the year is shown in the notes to the financial statements.

#### Related party transactions

The company is a wholly owned subsidiary of Tunstall Healthcare Group Limited and has taken advantage of the exemption within FRS8 not to disclose transactions with entities that are part of that group, as the financial statements of that company are publicly available

#### Goodwill

Purchased goodwill arising on business combinations in respect of acquisitions since 1 October 1998 is capitalised. Positive goodwill is amortised to nil by equal annual instalments over its estimated useful life, deemed to be 20 years.

## Investments in subsidiary and associate undertakings

Investments in subsidiary and associated undertakings are stated at cost in the company balance sheet. Investments in associated undertakings are stated at the group's share of the net assets of each associate in the consolidated balance sheet.

#### I Accounting policies (continued)

#### Other intangible assets

Other intangible assets comprising purchased intellectual property rights are capitalised and amortised in line with expected revenue from the sale of the products to which the rights relate Provision is made for any impairment

#### Fixed assets and depreciation

Fixed assets are stated at cost less accumulated depreciation. Depreciation is provided to write off the cost or valuation less the estimated residual value of tangible fixed assets by equal instalments over their estimated useful economic lives as follows.

Freehold property

2% straight line

Plant, fixtures and vehicles

10% - 33% straight line

No depreciation is provided on freehold land

#### Leases

Assets acquired under finance leases are capitalised and the outstanding future lease obligations are shown in creditors. Operating lease rentals are charged to the profit and loss account on a straight line basis over the year of the lease.

#### Stocks

Stocks are stated at the lower of cost and net realisable value on a first in, first out basis. Work in progress and finished goods include an appropriate proportion of attributable labour and overheads

#### Installation contracts

The amount of profit attributable to the stage of completion of a long term contract is recognised when the outcome of the contract can be foreseen with reasonable certainty. Turnover for such contracts is stated at the cost appropriate to their stage of completion plus attributable profits, less amounts recognised in previous years. Provision is made for any losses as soon as they are foreseen.

Contract work in progress is stated at costs incurred, less those transferred to the profit and loss account, after deducting foreseeable losses and payments on account not matched with turnover

Amounts recoverable on contracts are included in debtors and represent turnover recognised in excess of payments on account

Payments received on account in excess of work done and work in progress are included within creditors

#### Cash and liquid resources

Cash comprises cash in hand and deposits repayable on demand, less overdrafts payable on demand

Liquid resources are current asset investments which are disposable without curtailing or disrupting the business and are either readily convertible into known amounts of cash at or close to their carrying values or traded in an active market. Liquid resources comprise of term deposits of less than one year

#### Foreign currencies

Trading results of overseas subsidiaries and associated undertakings are translated using average exchange rates ruling during the financial year. The balance sheets of overseas undertakings are translated using the rate of exchange ruling at the balance sheet date. Exchange differences arising from these translations are taken to reserves, net of exchange differences on related foreign currency borrowings.

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 contracted rate or 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.

#### 1 Accounting policies (continued)

#### **Borrowings**

Borrowings are initially stated at the fair value of the consideration received after deduction of issue costs Issue costs, together with finance costs, are charged to the profit and loss account over the expected term of the borrowings

## Classification of financial instruments issued by the Group

Following the adoption of FRS 25, financial instruments issued by the Group are treated as equity (i.e. forming part of shareholders' funds) only to the extent that they meet the following two conditions

- a) they include no contractual obligations upon the Company (or Group as the case may be) to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the Company (or Group), and
- b) where the instrument will or may be settled in the Company's own equity instruments, it is either a nonderivative that includes no obligation to deliver a variable number of the Company's own equity instruments or is a derivative that will be settled by the Company's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability. Where the instrument so classified takes the legal form of the Company's own shares, the amounts presented in these financial statements for called up share capital and share premium account exclude amounts in relation to those shares.

Finance payments associated with financial liabilities are dealt with as part of interest payable and similar charges Finance payments associated with financial instruments that are classified as part of shareholders' funds are dealt with as appropriations in the reconciliation of movements in shareholders' funds

## Government grants

Capital based government grants are included within accruals and deferred income in the balance sheet and credited to the profit and loss account over the estimated useful economic lives of the assets to which they relate

Where the grant is awarded as a contribution towards costs expensed, the grant receivable in the period is matched against costs incurred and credited to the profit and loss account in the period

#### Turnover

Turnover is stated net of value added tax, trade discounts and returns. Installation income represents the value of work done on contracts within the year. Maintenance and monitoring income is recognised on a straight line basis over the contract life. Rental income is recognised on a straight line basis over the year of the lease. All other sales are recognised on despatch or on the transfer of legal title.

#### 1 Accounting policies (continued)

#### Pension costs

The company participates in the Tunstall Group Ltd Pension Scheme, which is a funded pension scheme for UK employees providing benefits based on final pensionable pay. The Scheme is now closed to new entrants. The assets of the scheme are held separately from those of the group.

Regular valuations are prepared by independent professionally qualified actuaries. These determine the level of contributions required to fund the benefits set out in the rules of the scheme and allow for the periodic increase on pensions in payment.

Following the full adoption of FRS 17 the regular service cost of providing retirement benefits to employees during the year, together with the cost of benefits relating to past service is charged to operating profit in the year

A credit representing the expected return on the assets of the scheme and a charge representing the increase in the liabilities of the scheme during the year give the net return on the pension scheme and is included as a finance charge or credit within interest

Differences between actual and expected return on assets during the year are reflected in the statement of total recognised gains and losses in the year together with differences arising from changes in assumptions

In addition, a stakeholder scheme is in operation in the UK and various defined contribution schemes are in operation in other countries

The assets of these schemes are held separately from those of the company in an independently administered fund. The amount charged to the profit and loss account represents the contributions payable to the scheme in respect of the accounting year.

#### Research and development expenditure

Development expenditure is capitalised only where there is a clearly defined project, the expenditure is separately identifiable, the outcome of the project can be assessed with reasonable certainty, aggregate costs are not expected to exceed related future sales and adequate resources exist to enable the project to be completed

All other expenditure not meeting these criteria is written off to the profit and loss account as it is incurred

### Taxation

The charge for taxation is based on the loss for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes

Deferred tax is recognised, without discounting, in respect of all timing differences, except as otherwise required by FRS 19

## 2 Segmental information

	Turnover		Profit before interest and tax		Net assets/(liabilities)	
	2010	2009	2010	2009	2010	2009
	£000	£000	£000	£000	£000	£000
Analysis by country of origin						
UK	66,684	71,696	23,600	23,548	15,664	13,841
Germany	18,975	17,599	4,281	3,103	15,165	12,589
Sweden	16,582	16,160	947	1,207	(33)	(238)
Other European countries	38,445	30,945	5,776	(1,916)	6,547	2,282
Rest of the world	7,192	5,355	648	(837)	(4,211)	(4,396)
	147,878	141,755	35,252	25,105	33,132	24,078
Amortisation of goodwill			(13,220)	(13,220)	<u></u>	
	147,878	141,755	22,032	11,885	33,132	24,078
Share of net assets/(liabilities of associated undertaking Goodwill Net interest bearing liabilities					157 197,619 (374,829)	(27) 210,679 (361,661)
					(143,921)	(126,931)
					2010 £000	2009 £000
Analysis of turnover by country of des	stination				CC 504	71.020
United Kingdom					66,504	71,038 15,917
Germany					18,105	15,920
Sweden					16,043	32,042
Other European countries Rest of the world					37,130 10,096	6,838
					147,878	141,755

The directors consider there is only one class of business

#### 3 Costs and overheads

	2010	2009
	000£	£000
Movement in stocks	116	1,148
Raw materials and consumables	46,114	44,659
Other external charges	21,499	26,431
Staff costs	40,778	40,271
Depreciation and amortisation	17,430	17,453
	125,937	129,962

Included within other external charges are operating exceptional items of £794,000, including £1,479,000 credit in respect of write back of a bad debt provision net of additional provisions taken up, £1,942,000 charge for redundancy and restructuring costs across the group, £173,000 relating to ongoing field replacement programme to remove certain products, and £158,000 in relation to a consultancy exercise on the UK business operations

Included within other external charges in 2009 were operating exceptional items of £6,255,000 including £2,267,000 provision against asset values of the French subsidiary, Biotel SA, £1,464,000 redundancy and restructuring costs, £2,060,000 specific bad debt provision, £289,000 legal costs and £175,000 field replacement programme

## 4 Loss on ordinary activities before taxation

	2010	2009
Loss on ordinary activities before taxation is stated after charging	£000	£000
Loss on disposal of fixed assets	-	156
Auditors' remuneration		
Audit of these financial statements	3	3
Audit of financial statements of subsidiaries pursuant to legislation	324	287
Taxation services	58	84
Remuneration of other subsidiary auditors	17	29
Research and development costs	2,826	2,664
Operating lease rentals		
Land and buildings	780	1,087
Motor vehicles	2,254	2,502

Remuneration of £15,000 was paid to the group's auditors in respect of other services in 2010 (2009 £144,000)

## 5 Remuneration of directors

The directors received the following emoluments for their services to the company and its subsidiaries

2010 £000	2009 £000
523	504 -
523	504
204 30	292 25
	523 

Two directors (2009 two) accrued benefits under the group's defined benefit pension scheme in respect of qualifying services during the year No directors (2009 nil) accrued benefits under defined contribution schemes

## 6 Staff numbers and costs

The average number of persons employed by the group (including directors) during the year, analysed by category, was as follows

	Number of employees	
	2010	2009
Production and distribution	412	438
Sales and administration	577	640
Research and development	61	57
	1,050	1,135
The aggregate payroll costs of these persons were as follows	0002	£000
Wages and salaries	33,780	33,676
Social security costs	4,437	4,677
Other pension costs	2,561	1,918
	40,778	40,271
	<del></del>	

7 Interest receivable and similar income		
	2010 £000	2009 £000
Bank interest	47	119
Financial income in respect of pensions Interest receivable from parent and ultimate parent undertakings	- 1,170	71 582
	1,217	772
8 Interest payable and similar charges		
	2010	2009
	£000	£000
On hire purchase contracts On bank loans and overdrafts	14 12,232	24 12,735
On all other loans Retranslation of foreign currency denominated borrowings	(3,863)	17,244
All other exchange (gains)/losses	(3,142)	(4,135)
Preference share dividend	4,656	4,656
Amortisation of debt issue costs	927	927
Interest payable to parent and ultimate parent undertakings Financial expense in respect of pensions	22,166 503	19,537
	33,493	50,988
9 Taxation		
Analysis of charge/(credit) in year		
	2010	2009
Comment	£000	£000
Current tax Current tax on income for the year	2,288	598
Adjustments in respect of prior years	407	(6)
Current tax charge	2,695	592
Share of current taxation of overseas associated undertakings	-	-
Total current tax charge	2,695	592
Deferred tax (note 19)	(269)	(210)
Origination and reversal of timing differences Adjustments in respect of prior years	(368) 65	(310) (412)
Impact of deferred tax rate change	100	(412)
Tax charge/(credit) on profit on ordinary activities	2,492	(130)
	<del></del>	

## 9 Taxation (continued)

## Factors affecting the tax charge for the year

The current tax charge for the year is higher (2009 higher) than the standard rate of corporation tax in the UK of 28% (2009 28%) The differences are explained below

	2010 £000	2009 £000
Current tax reconciliation		
Loss on ordinary activities before tax	(10,244)	(38,331)
Cumpat tour et 2007 (2000, 2007)	(2.969)	(10,733)
Current tax at 28% (2009 28%)	(2,868)	(10,733)
Effects of		
Expenses not deductible for tax purposes	1,706	2,113
Increase in UK tax losses carried forward	-	4,878
Decrease in overseas tax losses carried forward	(758)	143
Capital allowances less than depreciation	360	242
Overseas tax – rate differences	162	174
Goodwill amortisation not deductible for tax purposes	3,680	3,678
Adjustments in respect of prior years	407	(6)
Other timing differences	6	103
	<del></del>	
Total current tax charge (see above)	2,695	592
	<del></del>	

## Factors affecting future tax charges

The tax charge in future years will be affected by the group's ability to utilise its deferred tax asset as set out in note 19

## 10 Intangible fixed assets

Group
-------

o.oup	Research and development expenditure	Goodwill	Total
	£000	£000	£000
Cost	2000	2000	
At beginning of year	1,004	264,068	265,072
additions	8	160	168
	<del></del>		
At end of year	1,012	264,228	265,240
•			
Amortisation			
At beginning of year	-	53,389	53,389
Charged in year	253	13,220	13,473
-	<del></del>		
At end of year	253	66,609	66,862
87 . J. J. J.	- <del></del>	<del></del>	
Net book value	759	197,619	198,378
At 30 September 2010	137	197,019	170,370
	<del></del>		
At 30 September 2009	1,004	210,679	211,683

## 10 Intangible fixed assets (continued)

The directors consider each acquisition separately for the purpose of determining the amortisation period of any goodwill that arises. The goodwill is being amortised over a period of twenty years, being the directors' best estimate of its useful economic life.

On 30 June 2008, the group acquired the entire share capital of RTX Healthcare AS The purchase price was based on a contingent earn out structure dependent on unit sales volumes between 1 October 2008 and 30 September 2010

The final consideration payable amounted to  $\epsilon$ 660,580 against which an initial payment of  $\epsilon$ 650,000 was made at the time of the acquisition. Consequently, an additional amount of  $\epsilon$ 10,580 is due for payment

On 7 September 2009, Tunstall Australasia Pty Limited acquired the monitoring connections of Care Services Inc The consideration was dependent on connection retention through to March 2010. An initial deposit of AUS\$50,000 was paid on acquisition, with a further AUS\$194,000 paid in the year in relation to the contingent consideration.

## 11 Tangible fixed assets

#### Group

Group	Freehold property	Plant, fixtures and vehicles	Total
	000£	£000	£000
Cost			
At beginning of year	5,372	22,902	28,274
Additions	· •	3,024	3,024
Disposals	•	(742)	(742)
Currency movements	-	82	82
At end of year	5,372	25,266	30,638
At end of year	=====	<del></del>	=====
Depreciation			
At beginning of year	689	14,900	15,589
Charge for year	161	3,796	3,957
Disposals	-	(742)	(742)
Currency movement	-	95	95
			10.000
At end of year	850	18,049	18,899
Net book value	<del></del>	<del></del>	<del></del>
At 30 September 2010	4,522	7,217	11,739
		-	
At 30 September 2009	4,683	8,002	12,685

Included within plant, fixtures and vehicles are assets held under finance leases with a net book value of £66,000 (2009 £122,000) The depreciation charge for the year on these assets was £56,000 (2009 £180,000)

## 12 Investments

### Company

Investment in subsidiary undertakings £000

Beginning and end of year

79,299

## 12 Investments (continued)

G	ron	n

Group				Share of net assets £000
Associated undertakings				2000
At beginning of year				-
Transferred from provisions for liabilities and charge	s (note 19)			(27) 91
Share of profits of associate Currency				1
Additions				92
At end of year				157
At end of year				
Details of the investments in subsidiary and asso	ciated undertakings	are shown on pa	age 36	
13 Stocks				
Group			*010	2000
			2010 £000	2009 £000
			2000	2000
Raw materials			1,730	1,259
Work in progress			1,021	1,655
Contract work in progress			965	1,289
Finished goods			11,341	10,970
				16 172
			15,057	15,173
			<del></del>	
14 Debtors				
	Group	Group	Company	Company
	2010	2009	2010	2009
	£000	£000	£000	£000
Trade debtors	27,871	20,442	-	-
Amounts owed by parent and ultimate parent	,			
undertakings	17,844	9,063	14,696	9,844
Other debtors	1,582	2,259	-	-
Prepayments	2,799	1,598	-	-
Deferred tax (note 19)	2,908	2,705	-	-
	53,004	36,067	14,696	9,844
	<u></u>			

Of the deferred tax asset of £2,908,000 (2009 £2,705,000), an amount of £nil (2009 £96,000) is recoverable within one year

The amounts owed by subsidiary undertakings are repayable on demand and bear interest at a rate which reflects the cost of borrowings to the group

15 Creditors: amounts	falling due within one year
-----------------------	-----------------------------

	Group 2010	Group 2009	Company 2010	Company 2009
011	£000	£000	£000	£000
Obligations under finance leases and hire purchase contracts (note 17)	10	124	_	_
Other borrowings (note 18)	10	127	_	•
Bank loans	5,030	3,415	-	-
Trade creditors	10,260	6,772	-	-
Corporation tax	347	•	22	-
Other taxes and social security	3,215	2,733	-	-
Accruals and deferred income	19,837	18,156	-	-
Other creditors	1,096	1,311	202	202 372
Amounts owed to subsidiary undertakings  Amounts owed to parent and ultimate parent	•	-	201	3/2
undertaking	1,563	1,506	-	-
	41,358	34,017	425	574
	-	<del></del>	<del></del>	<u></u>
16 Creditors: amounts falling due after mo	ore than one yea	r		
	Group	Group	Company	Company
	2010	2009	2010	2009
011 4 4 1 5 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4	£000	£000	£000	£000
Obligations under finance leases and hire purchase contracts (note 17)		10		_
Other borrowings (note 18)	-	10	-	_
Bank loans	145,851	166,738	-	-
Shareholders' loan notes	158,498	137,228	-	-
Preference shares	86,436	81,014	86,436	81,014
	390,785	384,990	86,436	81,014
			<del></del>	
Obligations under hire purchase agrees	ments			
Group				
			2010 £000	2009 £000
Amounts payable within one year			10	124
Amounts payable within two to five years				
			10	134

These borrowings are secured on the assets to which they relate

18 Other borrowings									
5		20	10			2009 as restated			
	Bank	Share-	Preference	Total	Bank	Share-	Preference	Total	
	loans	holders'	shares		loans	holders'	shares		
		loan notes				loan notes			
	£000	£000	£000	£000	£000	£000	£000	£000	
Repayment terms									
Wholly within five years – by									
ınstalments	31,928	-	-	31,928	-	-	-	-	
Not wholly within five years -									
by instalments	-	158,498	-	158,498	36,588	137,228	-	173,816	
Not wholly within five years not									
by instalments	118,581	•	86,436	205,017	135,663	-	81,014	216,677	
Unamortised issue costs	(2,317)	-	-	(2,317)	(3,246)	-	-	(3,246)	
Accrued interest	2,689	-	-	2,689	1,148	-	-	1,148	
	150,881	158,498	86,436	395,815	170,153	137,228	81,014	388,395	
Maturity									
On demand or within one year	5,030	-	_	5,030	3,415	-	_	3,415	
Between one and two years	4,718	-	_	4,718	2,666	_	_	2,666	
Between two and five years	22,551	158,498	_	181,049	21,764	137,228	-	158,992	
After five years	118,582	-	86,436	205,018	142,308	· -	81,014	223,322	
	150,881	158,498	86,436	395,815	170,153	137,228	81,014	388,395	

The shareholders' loan notes of £158,498,000 and preference shares of £86,436,000 are held by the parent undertaking, TGH Acquisitions Limited

The loan notes have a maturity of 30 September 2014 and bear interest at 15 5% per annum. Accrued interest will itself bear an interest charge of 15 5%, capitalising annually on 3 April

The preference shares carry a coupon of 7 74% per annum. To the extent that preference share dividend remains unpaid, the accrued amount bears interest at a rate of 3% above LIBOR, capitalising annually on 30 September.

Included with the preference shares above is an amount of £26,273,000 (2009 £20,851,000) relating to accrued dividends and the related interest charge

### 18 Other borrowings (continued)

The terms of the bank loans are as follows

Senior term loan A
(1) (£5 1 million)

Repayable in defined instalments up to 4 April 2015 Bears interest at 2 75% per annum above LIBOR

(11) (SEK 94 million)

Repayable in defined instalments up to 4 April 2015 Bears interest at 2 75% per annum above STIBOR

(111) (€20 7 million)

Repayable in defined instalments up to 4 April 2015 Bears interest at 2 75% per annum above EURIBOR

Senior term loan B
(i) (£3 5 million)

Repayable in full on 4 April 2016

Bears interest at 3 625% per annum above LIBOR

(ii) (SEK 177 million)

Repayable in full on 4 April 2016

Bears interest at 3 625% per annum above STIBOR

(111) (€47 2 million)

Repayable in full on 4 April 2016

Bears interest at 3 625% per annum above EURIBOR

Senior term loan C

C(i) (£17 9 million) Repayable in full on 4 April 2017

Bears interest at 3 875% per annum above LIBOR

C(II) (€45 5 million)

Repayable in full on 4 April 2017

Bears interest at 3 875% per annum above EURIBOR

Interest rate hedges have been entered into by the group, summarised as follows

£52 7 million at a fixed rate cap of 4 98% until 31 May 2011 €97 7 million at a fixed rate cap of 4 17% until 31 May 2011 SEK 245 million at a fixed rate cap of 4 51% until 31 May 2011

The fair value of these instruments as at 30 September 2010 is a liability of £4 1 million (2009 £10 3 million)

On 30 November 2010 the group entered into the following interest rate hedges, commencing 25 February 2011

£2 4m (rising to £11 4m in May 2011) at a fixed rate of 2 30% until 25 November 2013

£2 4m (rising to £11 4m in May 2011) at a cap rate of 2 30% until 25 November 2013

€14 0m (rising to €49 0m in May 2011) at a fixed rate of 2 32% until 25 November 2013

€14 0m (rising to €49 0m in May 2011) at a cap rate of 2 32% until 25 November 2013

SEK 2m (rising to SEK115m in May 2011) at a fixed rate of 3 20% until 25 November 2013

SEK 2m (rising to SEK115m in May 2011) at a cap rate of 3 20% until 25 November 2013

The group has access to a revolving credit facility of £10 million which, other than ancillary amounts in the form of performance bonds referred to in note 22, has remained undrawn throughout the year Cash drawings bear interest at 2 75% per annum above LIBOR

(259)

(259)

£000

## Notes (continued)

At end of year

## 19 Provisions for liabilities and charges

Group			
	Provision for	Warranty	Total
	investment in associate	provision	
	0003	£000	£000
At beginning of year	(27)	(1,350)	(1,377)
Charge to the profit and loss account in the year	-	(259)	(259)
Utilised	•	1,350	1,350
Transferred to investments (note 12)	27	-	27

Deferred tax

The group has the following recognised and unrecognised deferred tax assets at 27% (2009 28%)

At beginning of year 2,705
Credit to the profit and loss account in the year 203

At end of year 2,908

	Recognised 2010	Recognised 2009	Unrecognised 2010	Unrecognised 2009
Evenes healt demonstrate aventure allowers	£000	£000	£000	£000
Excess book depreciation over tax allowances			_	_
on fixed assets	1,730	1,503	2	7
UK trading losses	•	-	4,776	5,026
Other timing differences	1,006	1,004	2,956	2,551
Overseas losses	172	198	6	27
	<del></del>			
	2,908	2,705	7,740	7,611

The utilisation of deferred tax assets relies on a number of factors including the future profitability of the UK and overseas companies. Where the recoverability of these amounts within the foreseeable future is uncertain the deferred tax asset shown above has not been recognised in these financial statements. Where current forecasts indicate that these amounts will be recoverable within the foreseeable future, a deferred tax asset has been recognised, as disclosed in note 14.

## 20 Called up share capital

	2010	2009
	£000	£000
Authorised:		
800,000 "A' ordinary shares of £1 each	800	800
141,177 "B' ordinary shares of £1 each	141	141
	941	941
60,226,053 preference shares of £0 01 each	60	60
	<del></del>	<del></del>
Allotted, called up and fully paid:		
800,000 "A" ordinary shares of £1 each	800	800
131,591 "B' ordinary shares of £1 each	131	131
	931	931
60,162,519 preference shares of £0 01 each	60	60

#### Rights of shares

The preference shares have a coupon rate of 7 74% of the issue price, being the aggregate amount of the nominal value and share premium of the shares. The dividends are payable annually subject to there being sufficient distributable reserves. Where the dividends are not capable of being paid, the unpaid dividends bear interest at 3% above LIBOR.

The preference shares were issued at £1 each. The share capital and share premium are classified within creditors amounts falling due after more than one year and disclosed within other borrowings (note 19)

On return of capital, the surplus assets after payment of all liabilities is applied in the following order

- (a) preference shares equal to 100% of the issue price plus any unpaid dividend,
- (b) "A" ordinary shares equal to 100% of the issue price,
- (c) "B" ordinary shares equal to 100% of the issue price,
- (d) the balance is distributed amongst holders of "A" and "B" ordinary shares pari passu

Each "A" ordinary share and each "B" ordinary share entitles the holder to one vote Preference shares do not carry any voting rights

## 21 Share capital and reserves

#### Group

Group						
	2010					
	Share	Share	Profit and	Total		
	capital	premium	loss account			
	•	account				
	£000	£000	£000	£000		
At beginning of year	931	55	(127,917)	(126 931)		
Loss for the year	-	-	(12,736)	(12,736)		
Currency movement	-	-	(3,048)	(3,048)		
Actuarial gain on pension scheme	-	-	(1,206)	(1,206)		
At end of year	931	55	(144,907)	(143,921)		
At elle of year			<del></del>			
Company						
•		2010	1			
	Share	Share	Profit and	Total		
	capital	premium	loss account			
	£000	account £000	£000	£000		
At beginning of year	931	55	6,606	7,592		
Loss for the year	•	-	(421)	(421)		
At end of year	931	55	6,185	7,171		

## 22 Guarantees and other financial commitments

At 30 September 2010, the group had the following commitments outstanding

## (a) Operating lease commitments

	Land and	Land and buildings		Plant, machinery and vehicles	
	2010	2009	2010	2009	
	£000	£000	£000	£000	
Minimum annual lease rentals under operating leases which expire					
Within one year	175	155	763	676	
Within two to five years	776	735	1,553	1,457	
After five years	151	89	-	-	
	1,102	979	2,316	2,133	
	<del></del>				

The leases of land and buildings are subject to rent reviews at various intervals specified in the leases

3010

2000

## Notes (continued)

### 22 Guarantees and other financial commitments (continued)

#### (b) Contingencies

At 30 September 2010, the group had contingent liabilities in respect of performance bonds totalling £902,000 (2009 £1,280,000) given by the group's bankers

#### (c) Security

The assets of the group are pledged by TGH Finance Limited to its bankers as security against loans

#### 23 Pension scheme

The group contributes to a number of pension schemes for its employees Details of the significant schemes are as follows

The group operates a funded pension scheme (Tunstall Group Limited Pension Fund ('TGLPF')) providing retirement and death benefits for UK employees of the group based on final pensionable pay and the assets of the scheme are held in self-administered trust funds separate from the group assets. The scheme was closed to new entrants from 1 January 2002, with new employees offered defined contribution arrangements under the company stakeholder scheme. A full actuarial valuation of the scheme was carried out at 5 April 2010 and updated for FRS 17 purposes to 30 September 2010 by a qualified independent actuary.

During the year ended 30 September 2010, the group paid regular contributions to the pension plan of £696,000 (2009 £520,000) in respect of the defined benefits arrangements. Contributions for the year ended 30 September 2011 are expected to be £718,000

The group also paid £1,747,000 (2009 £1,506,000) in respect of defined contribution arrangements. The accrued contributions at the end of the financial year were £94,000 (2009 £62,000)

#### FRS 17 valuation of the TGLPF scheme

Scheme assets are stated at fair value at 30 September 2010 and the liabilities of the scheme have been assessed as at the same date

The major assumptions used to calculate the scheme liabilities under FRS 17 are

	2010	2009
Rate of increase in salaries	3.20%	3 10%
Rate of increase in pensions in payment and deferred pensions	3.20%	3 10%
Discount rate applied to scheme liabilities	5 00%	5 50%
Inflation assumption	3.20%	3 10%

The mortality table used was 110% of SAPS Year of Birth long CMI 2009 projections (2009 PA92 Medium Cohort plus 1 year age adjustment)

The assumptions used by the actuary are the best estimates chosen from a range of possible actuarial assumptions which, due to the timescale covered, may not necessarily be borne out in practice

## 23 Pension scheme (continued)

The fair value of the assets in the scheme which are not intended to be realised in the short term and may be subject to significant change before they are realised and the present value of the scheme's liabilities, which are derived from cash flow projections over long periods and thus inherently uncertain, were

	Long term rate of return 2010 %	Value at 30 September 2010 £000	Long term rate of return 2009 %	Value at 30 September 2009 £000
Equities Bonds Other	7.80% 5 00% 0 50%	36,315 92	8 00% 5 50% 0 50%	32,519 88
Present value of scheme liabilities		36,407 (47,257)		32,607 (41,630)
Deficit in the scheme Related deferred tax asset (unrecognised) at 27%		(10,850)		(9,023)
(2009 28%)		2,930		2,526
Net deficit		(7,920)		(6,497)
Movements in fair value of plan assets			2010	2009
			£000	£000
At beginning of year Expected return on plan assets Actuarial losses			32,607 1,783 2,274	30,337 2,202 (99)
Contributions By employer By members			696 60	520 255
Benefits paid			(1,013)	(608)
At end of year			36,407	32,607
Movements in present value of defined benefit	obligation			
	-		2010 £000	2009 £000
At beginning of year Current service cost Interest cost Contributions by members Contributions by employer Actuarial loss			(41,630) (814) (2,286) (60) 1,013 (3,480)	(31,310) (412) (2,131) (255) 608 (8,130)
At end of year			(47,257)	(41,630)

## Pension scheme (continued)

Actual return less expected return on assets Changes in assumptions underlying the present value of the scheme liabilities Changes in assumptions underlying the present value of the scheme liabilities Changes in assumptions underlying the present value of the scheme liabilities  Actuarial loss recognised  (1,206) (8,229)  Analysis of other pension costs charged in arriving at operating profit  2010 2009 2000 2000 Current service cost  Analysis of amounts included in other finance costs  2010 2010 2009 2000 2000 2000 2000 200	Statement of total recognised gains and losses	c				
Actual return less expected return on assets Changes in assumptions underlying the present value of the scheme liabilities  Actuarial loss recognised  Actuarial loss recognised  Analysis of other pension costs charged in arriving at operating profit  2010 2009 2000 2000 2000 Current service cost  Analysis of amounts included in other finance costs  Analysis of amounts included in other finance costs  Expected return on pension scheme assets Interest on pension scheme liabilities  Expected return on pension scheme assets Interest on pension scheme liabilities  Analysis of amounts included in other finance costs  Expected return on pension scheme assets Interest on pension scheme liabilities  Expected return on pension scheme assets Interest on pension scheme liabilities  Expected return on pension scheme assets Interest on pension scheme liabilities  Expected return on pension scheme assets Interest on pension scheme liabilities  Experience adjustments  2010 2009 2008 2007 2006 2007 2006 2009 2008 2007 2006 2000 2009 2008 2007 2006 2000 2009 2008 2007 2006 2000 2009 2008 2007 2006 2009 2008	Statement of total recognised gains and tosses					
Changes in assumptions underlying the present value of the scheme liabilities	Actual return less expected return on assets					
Analysis of other pension costs charged in arriving at operating profit  2010 2009 £0000  Current service cost  814 412  Analysis of amounts included in other finance costs  Expected return on pension scheme assets interest on pension scheme liabilities  Expected return on pension scheme liabilities  1,783 2,202 (2,286) (2,131)  (503) 71   History of plans  The history of the plans for the current and prior periods is as follows  Balance sheet  2010 2009 2008 2007 2006 £000  £000 £000 £000 £000 £000 £000  £000		lue of the scheme	liabilities			
Current service cost \$\begin{array}{cccccccccccccccccccccccccccccccccccc	Actuarial loss recognised				(1,206)	(8,229)
Current service cost \$\begin{array}{cccccccccccccccccccccccccccccccccccc	Analysis of other pension costs charged in arri	ving at operating	profit			
Analysis of amounts included in other finance costs    2010   2009   2000   2000		<i>5</i> 1 c	· •			
Expected return on pension scheme assets Interest on pension scheme liabilities Interest on pension scheme assets Interest on pension scheme liabilities Interest on pension scheme assets Interest I	Current service cost				814	412
Expected return on pension scheme assets Interest on pension scheme liabilities Interest on pension scheme assets Interest on pension scheme liabilities Interest on pension scheme assets Interest I	Analysis of amounts included in other finance	costs				<u> </u>
Company   Comp	· · · · · · ·					
### History of plans  The history of the plans for the current and prior periods is as follows  ###################################						
### History of plans  The history of the plans for the current and prior periods is as follows  #### Balance sheet    2010   2009   2008   2007   2006     £000   £000   £000   £000   £000	,					
The history of the plans for the current and prior periods is as follows  **Balance sheet**    2010   2009   2008   2007   2006   2000					(503)	71
Balance sheet         2010	History of plans					
2010   2009   2008   2007   2006   2000   £000	The history of the plans for the current and price	or periods is as f	ollows			
£000         £000         £000         £000         £000         £000           Present value of scheme liabilities         (47,257)         (41,630)         (31,310)         (33,524)         (33,008)           Fair value of scheme assets         36,407         32,607         30,337         31,432         30,434           Deficit/surplus         (10,850)         (9,023)         (973)         (2,092)         (2,574)           Experience adjustments         2010         2009         2008         2007         2006           £000         £000         £000         £000         £000         £000           Experience adjustments on scheme assets         2,274         (99)         (3,827)         (1,244)         (719)	Balance sheet					
Section   Sect						
Experience adjustments  2010 2009 2008 2007 2006 £000 £000 £000 £000 £000  Experience adjustments on scheme assets  2,274 (99) (3,827) (1,244) (719)						
2010 £000         2009 £000         2008 £000         2007 £000         2006 £000           Experience adjustments on scheme assets         2,274         (99)         (3,827)         (1,244)         (719)	Deficit/surplus	(10,850)	(9,023)	(973)	(2,092)	(2,574)
2010 £000         2009 £000         2008 £000         2007 £000         2006 £000           Experience adjustments on scheme assets         2,274         (99)         (3,827)         (1,244)         (719)	Experience adjustments					
	, ,					
Experience adjustments on scheme liabilities 1,532 (1,134) -	Experience adjustments on scheme assets	2,274	(99)	(3,827)	(1,244)	(719)
	Experience adjustments on scheme liabilities	1,532	-	-	(1,134)	-

Tunstall Group Holdings Limited
Directors' report and consolidated financial statements
For the year ended 30 September 2010

Notes (continued)

## 24 Ultimate parent company

The ultimate parent company is Tunstall Healthcare Group Limited

The results of the group are consolidated into the financial statements of Tunstall Healthcare Group Limited The consolidated financial statements of that group may be obtained from the Registrar of Companies, Companies House, Crown Way, Cardiff CF14 3UZ

## Principal subsidiary undertakings and associates

		% shareholding			
Subsidiary	Principal activity	Country of incorporation	Direct	Via subsidiary	
Tunstall Group Finance Limited	Intermediate holding company	England	100%		
Tunstall Group Acquisition Limited	Intermediate holding company	England		100%	
Tunstall Holdings Limited	Intermediate holding company	England		100%	
Tunstall Group Limited	Intermediate holding company	England		100%	
Tunstall Healthcare (UK) Limited	Marketing, installation and service of community alarms	England		100%	
Tunstall Iberica SA	Marketing, installation and service of community alarms	Spain		100%	
Biotel SA	Marketing, installation and service of community alarms	France		100%	
Tunstall AB	Marketing, installation and service of community alarms	Sweden		100%	
Vitaris Response SAS	Monitoring of community alarms	France		100%	
Tunstall GmbH	Installation of community alarms and hospital emergency communications systems	Germany		100%	
Vitaris GmbH	Marketing, installation and service of community alarms	Germany		100%	
Tunstall by	Marketing, installation and service of community alarms	Holland		100%	
Associates					
Tunstall-Proazimut AIE	Installation of community alarms in Spain	Spain		51%	

All holdings of equity shares are of a single ordinary class

Tunstall-Proazimut AIE has a year end of 31 December