# REPORT OF THE DIRECTORS AND

# FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

**FOR** 

NIBE ENERGY SYSTEMS LIMITED

THURSDAY



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# COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2008

**DIRECTORS:** 

P Hurley K O Ekermo D Myers

**SECRETARY:** 

P Hurley

**REGISTERED OFFICE:** 

35 Wilkinson Street

Sheffield

South Yorkshire

S10 2GB

**REGISTERED NUMBER:** 

05764775 (England and Wales)

**AUDITORS:** 

PKF (UK) LLP 2nd Floor

Fountain Precinct Balm Green Sheffield South Yorkshire

S1 2JA

## DIRECTORS REPORT FOR THE YEAR ENDED 31 DECEMBER 2008

The directors present their report with the financial statements of the company for the year ended 31 December 2008.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the import and sale of geothermal heating systems.

#### **REVIEW OF BUSINESS**

2008 saw our turnover grow by 218% on 2007 and 157% over budget with an operating margin of 14.3%. We have seen strong growth in all our products especially in exhaust air and new packs for outdoor air heat pumps and we expect this to continue in 2009. There has been strong activity from housing developers for social and affordable homes even though there has been a reduction in the UK housing market. The UK has seen increases in energy prices again in 2008, the Governments commitment to reduce carbon, the introduction of the Code for Sustainable Homes and Local Authority planning requirements asking for minimum carbon reductions. This has seen an increased interest in renewable energy. We have been working closely with developers to offer them sustainable solutions and guide them through the minefield of current UK regulations.

Our work force has grown from 8 staff to 15 at the end of 2008, with this increasing to 21 people in the first quarter of 2009. We have strengthened our technical department with dedicated Field Service Engineers to support installers and customers. We have also started to develop our network of NIBE Service Partners.

Our training of our products has grown with our own purpose built training academy in Chesterfield with all our models working. We can offer training on all our products and service training, no longer relying on using the Market Centre in Sweden. We have trained over 500 installers in 2008 between Level 1 & 2 and completion of level 2 in conjunction with a successful installation of our units gives the installer the opportunity to become a NIBE Accredited Installer.

Our distributors have committed to hold substantial stocks of our products, and this enabled our distributors to grow their sales and customers to have availability of our products. We have changed our logistics partner in 2008 and now have our UK stock warehoused in Derbyshire close to our offices.

Our order book for 2009 is very healthy with many specifications for our units, we also plan to introduce new units into the UK during 2009. Our turnover budget for 2009 is increased over 2008 and we are confident we will achieve this.

### **DIVIDENDS**

No interim dividend was paid during the year.

A final dividend of £627.46 per share was declared for the year ended 31 December 2007.

The directors recommend that a final dividend of £2615.71 per share be proposed for the year ended 31 December 2008.

#### **DIRECTORS**

The directors shown below have held office during the whole of the period from 1 January 2008 to the date of this report.

P Hurley K O Ekermo

Other changes in directors holding office are as follows:

D Myers was appointed as a director after 31 December 2008 but prior to the date of this report

## DIRECTORS REPORT FOR THE YEAR ENDED 31 DECEMBER 2008

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

## 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 234ZA of the Companies Act 1985) 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.

ON BEHALF OF THE BOARD:

P Hurley - Secretary

Date:

# INDEPENDENT AUDITORS REPORT TO THE MEMBERS OF NIBE ENERGY SYSTEMS LIMITED

We have audited the financial statements of NIBE Energy Systems Limited for the year ended 31 December 2008 which comprise the profit and loss account, the balance sheet, and the related notes. The financial statements have been prepared under the accounting policies set out therein.

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

### Respective responsibilities of directors and auditors

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

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

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

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

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

#### Basis of audit opinion

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

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

# Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2008 and of its profit for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985; and

- the information given in the Directors Report is consistent with the financial statements.

PKF (UK) LLP

REGISTÉRED AUDITORS

Sheffield, UK

Date: 14 APRIL 2009

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## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2008

	Notes	2008 £	2007 £
TIDNOVED	140405		-
TURNOVER		7,594,396	2,383,963
Cost of sales		5,485,718	1,606,649
GROSS PROFIT		2,108,678	777,314
Administrative expenses		1,018,811	485,289
		1,089,867	292,025
Other operating income		3,150	
OPERATING PROFIT	3	1,093,017	292,025
Interest receivable and similar income		28	2,630
·		1,093,045	294,655
Interest payable and similar charges	4	(1,521)	1,766
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	ES	1,094,566	292,889
Tax on profit on ordinary activities	5	222,663	83,734
PROFIT FOR THE FINANCIAL YEA	ıR		
AFTER TAXATION		<u>871,903</u>	209,155
PROFIT FOR THE YEAR		871,903	209,155
Retained profit/(deficit) brought forward		204,330	(4,825)
		1,076,233	204,330
Dividends	6	(62,747)	
RETAINED PROFIT CARRIED FOR	WARD	1,013,486	204,330

# **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous year.

# **DIVIDENDS**

Dividends are referred to in note 6 and note 7.

# TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year.

## BALANCE SHEET 31 DECEMBER 2008

		2008	8	2007	
	Notes	£	£	£	£
FIXED ASSETS	_				
Tangible assets	8		108,201		80,094
CURRENT ASSETS					
Stocks	9	318,032		169,918	
Debtors	10	1,895,152		349,884	
Cash at bank and in hand		663,565		338,913	
CDEDITORS		2,876,749		858,715	
CREDITORS Amounts falling due within one year	11	1,971,364		714,379	
randunis fairing due within one jear	**	1,571,504			
NET CURRENT ASSETS			905,385		144,336
TOTAL ASSETS LESS CURRENT			1 012 506		204 420
LIABILITIES			1,013,586		224,430
CREDITORS					
Amounts falling due after more than	one				
year	12				20,000
NET ASSETS			1,013,586		204,430
CAPITAL AND RESERVES					
Called up share capital	15		100		100
Profit and loss account			1,013,486		204,330
SHAREHOLDERS' FUNDS	18		1,013,586		204,430

P Hurley - Director

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

#### 1. ACCOUNTING POLICIES

#### Accounting convention

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

#### Financial Reporting Standard Number 1

Exemption has been taken from preparing a cash flow statement on the grounds that the company is a subsidiary undertaking where 90 per cent or more of the voting rights are controlled within the group, and consolidated financial statements are publicly available.

#### Turnover

Turnover represents net invoiced sales of goods, excluding value added tax.

#### Tangible fixed assets

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

Plant and machinery	- 33% on cost and
	25% on cost
Fixtures and fittings	- 20% on cost
Motor vehicles	- 25% on cost
Computer equipment	- 33% on cost

#### Stacke

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

#### Deferred tax

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

#### 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 the profit and loss account 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 the profit and loss account in the period to which they relate.

At the year end £6,000 contributions (2007 - £1,759) were unpaid.

## 2. STAFF COSTS

	2006	2007
	£	£
Wages and salaries	482,677	210,763
Social security costs	54,431	24,134
Other pension costs	16,431	11,057
	*** ***	215.051
	<u>553,539</u>	245,954

2007

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

# 2. STAFF COSTS - continued

	The average monthly number of employees during the year was as follows:	2008	2007
	Administration Selling and distribution	2 10	2 3
		12	5
3.	OPERATING PROFIT		
	The operating profit is stated after charging/(crediting):		
		2008	2007
	Other operating leases Depreciation - owned assets (Profit)/Loss on disposal of fixed assets Auditors' remuneration Foreign exchange differences	£ 44,088 34,642 (280) 7,080 726	£ 21,747 12,310 24 5,000 16
	Directors' emoluments Directors' pension contributions to money purchase schemes	80,173 	76,320 5,750
	The number of directors to whom retirement benefits were accruing was as follow	/s:	
	Money purchase schemes	1	1
4.	INTEREST PAYABLE AND SIMILAR CHARGES		
		2008 £	2007 £
	Bank interest Parent company loan interest	94 <u>(1,615</u> )	746 1,020
		<u>(1,521</u> )	1,766
5.	TAXATION		
	Analysis of the tax charge  The tax charge on the profit on ordinary activities for the year was as follows:	2008	2007
	Current tax:	£	£
	UK corporation tax Corporation tax overprovided	306,397 (83,734)	83,734
	Tax on profit on ordinary activities	222,663	83,734
	UK corporation tax has been charged at 28% (2007 - 30%).		

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

# 5. TAXATION - continued

Factors affecting the tax charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

		2008 £	2007 £
	Profit on ordinary activities before tax	1,094,566	292,889
	Profit on ordinary activities		
	multiplied by the standard rate of corporation tax		
	in the UK of 28% (2007 - 30%)	306,478	87,867
	Effects of:		
	Excess capital allowances over depreciation and loss on disposal	(6,481)	(3,202)
	Disallowable expenses	1,052	599
	Losses brought forward	-	(1,530)
	CT rate change during period	5,348	•
	CT overprovided for 2007	(83,734)	
	Current tax charge	222,663	83,734
6.	DIVIDENDS		
		2008	2007
		£	£
	Ordinary shares of £1 each		
	Final	62,747	<u>-</u>

### 7. **DIVIDENDS**

A final dividend of £62,747 was declared and approved for the year ended 31 December 2007.

A final dividend of £2615.71 per share will be proposed for the year ended 31 December 2008.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

# 8. TANGIBLE FIXED ASSETS

		Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Computer equipment	Totals £
	COST	10.540	40.500	260	20.000	02 500
	At 1 January 2008 Additions	12,543 3,749	40,799	269	39,098 21,531	92,709 63,540
	Disposals	3,749	38,260	- -	(791)	65,540 (791)
	D15p03u13				(731)	<u> (771</u> )
	At 31 December 2008	16,292	79,059	<u> 269</u>	59,838	155,458
	DEPRECIATION					
	At 1 January 2008	1,045	3,223	17	8,330	12,615
	Charge for year	5,430	12,194	67	16,951	34,642
			<del></del>			
	At 31 December 2008	6,475	15,417	84	25,281	47,257
	NET BOOK VALUE					
	At 31 December 2008	9,817	63,642	185	34,557	108,201
	At 31 December 2007	11,498	37,576	<u>252</u>	30,768	80,094
9.	STOCKS					
					2008 £	2007 £
	Finished goods				318,032	169,918
10.	DEBTORS: AMOUNTS FAL	LING DUE WI	THIN ONE YE	AR	2008	2007
					£	£
	Trade debtors				1,690,512	252,649
	Amounts owed by group undert	akings			145,835	14,931
	Other debtors				21,245	56,921
	Prepayments				37,560	25,383
					1,895,152	349,884
1.1	CDEDITORS, AMOUNTS IS	ALL DIG DID I				
11.	CREDITORS: AMOUNTS FA	ALLING DUE V	ATTEMM ONE	ILAK	2008	2007
					£	£
	Bank loans and overdrafts (see i	note 13)			~ 1	~ -
	Trade creditors	,			134,925	91,389
	Amounts owed to group underta	ıkings			1,218,500	447,994
	Tax				306,397	83,734
	Social security and other taxes				20,809	26,839
	VAT				59,217	23,902
	Other creditors Payroll creditors				84,711	28,402 44
	Dividends				62,747	<del>44</del> -
	Accruals and deferred income				84,057	12,075
					1,971,364	714,379

13.

15.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

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

Other loans (see note 13)	2008 £	2007 £ 20,000
LOANS		
An analysis of the maturity of loans is given below:		
Amounts falling due within one year or on demand:	2008 £	2007 £
Bank overdrafts	1	

# 14. OPERATING LEASE COMMITMENTS

Other loans - 1-2 years

Amounts falling due between one and two years:

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

			Land and buildings		Plant and machinery	
Expiring:		2008 £	2007 £	2008 £	2007 £	
	e and five years	43,000	41,500	50,160	22,835	
CALLED U	JP SHARE CAPITAL					
Authorised:						
Number:	Class:		Nominal	2008	2007	
100,000	Ordinary		value: £1	£ 100,000	£ 100,000	
Allotted and	l issued:					
Number:	Class:		Nominal value:	2008 £	2007 £	
100	Share capital 1		£1	100	100	

# 16. ULTIMATE PARENT COMPANY

The ultimate parent company is NIBE Industrier AB, a company incorporated in Sweden. The parent undertaking of the largest and smallest group for which consolidated accounts are prepared is NIBE Industrier AB. Consolidated accounts are available from NIBE Industrier, Box 14, Jarnvagsgaten 40, 285 21 Markaryd, Sweden or www.nibe.com.

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

### 17. RELATED PARTY DISCLOSURES

In accordance with Financial Reporting Standard No 8 "Related Party Disclosures", transactions with other undertakings within, and investee related parties to, the NIBE AB group have not been disclosed in these financial statements.

# 18. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2008 £	2007 £
Profit for the financial year	871,903	209,155
Dividends	<u>(62,747</u> )	
Net addition to shareholders' funds	809,156	209,155
Opening shareholders' funds	204,430	(4,725)
Closing shareholders' funds	1,013,586	204,430