# GROUP STRATEGIC REPORT, REPORT OF THE DIRECTORS AND CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019 FOR

TRATOS (UK) LIMITED

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### TRATOS (UK) LIMITED

# COMPANY INFORMATION for the year ended 31 December 2019

**DIRECTORS:** Dr Albano Bragagni Dr Maurizio Bragagni Mr Germano Bragagni Dr Ennio Bragagni Capaccini Dr Elisabetta Bragagni Capaccini Dr Enrico Scambia Mr Kevin Martin SECRETARY: Mr Kevin Martin **REGISTERED OFFICE:** Randles Road Knowsley Business Park Knowsley L34 9HX REGISTERED NUMBER: 01524815 (England and Wales) SENIOR STATUTORY AUDITOR: Mr James Timothy Card FCCA

**AUDITOR:** 

Hewitt Card Limited Statutory Auditor

# **GROUP STRATEGIC REPORT** for the year ended 31 December 2019

The directors present their strategic report of the company and the group for the year ended 31 December 2019.

Our objectives are to provide a reliable, competitive and high quality supply of cable, and after sales care to the public and corporate customers. This is backed up by specialist knowledge built up through the combined experience of our staff.

Through this we aim to achieve an acceptable return for the shareholders and provide for longer term planning to secure the future of the Group.

# GROUP STRATEGIC REPORT for the year ended 31 December 2019

### REVIEW OF BUSINESS

Uncertainty is what we have been left with after the multiple events that have affected our world this year. There is no certainty of what will happen in the future and no certainty of what impact these events will have on the economic, social and political aspects of our lives; we have been left with lots of questions and very few answers.

There is the uncertainty of what Brexit might bring, there is the risk of a trade conflict between China and the United States, there is the unpredictability of COVID-19 which has suddenly spread around the world and has massively affected our lives, our ways of doing business and our economy.

In these challenging times, I believe that the only certainty that we can count on is the fact that we are going towards an uncertain future. Using a metaphor, the sky is full of clouds and we cannot predict the dimension of the storm that those clouds will produce.

Seeing the unpredictability we are now facing, especially from a business point of view, it is neither coherent or responsible to make a plan and to try to predict what will happen in the future. At the moment what we are asked to do is to face reality bearing in mind the values and mission we stand for. The only solution that we have is to act accordingly to our values independently from the circumstances we will have to deal with.

Therefore, I believe, it is fundamental to reiterate those values and their importance to deal with this "storm" that we will soon be involved in.

The values and principles Tratos has been standing for are the seventeen sustainable development goals of the United Nations. These goals have been embedded in Tratos' culture and mission since 1966. These are goals that the company has always attempted to achieve when conducting business. These are the values that it is important to keep in mind and that must guide us independently from the adversities that we will face.

The seventeen goals of the United Nations are:

- " GOAL 1: No Poverty
- " GOAL 2: Zero Hunger
- " GOAL 3: Good Health and Well-being
- " GOAL 4: Quality Education
- " GOAL 5: Gender Equality
- " GOAL 6: Clean Water and Sanitation
- " GOAL 7: Affordable and Clean Energy
- " GOAL 8: Decent Work and Economic Growth
- " GOAL 9: Industry, Innovation and Infrastructure
- " GOAL 10: Reduced Inequality
- " GOAL 11: Sustainable Cities and Communities
- " GOAL 12: Responsible Consumption and Production
- " GOAL 13: Climate Action
- " GOAL 14: Life Below Water
- " GOAL 15: Life on Land
- " GOAL 16: Peace and Justice Strong Institutions
- " GOAL 17: Partnerships to achieve the Goal

We are one of the few companies that has been committed to achieve all these goals since. At Tratos we have always strived to create jobs in poor areas, to promote growth in local communities, to guarantee equal opportunities and many other activities which are aimed at having a positive impact in our world. These goals inspired our credo and our culture and must constitute the basement for our past present and future actions.

Tratos has always had a clear vision: we produce cables for a moving world, we produce innovative cable solutions to keep people connected. Innovation is the foundation of our work, we innovate to give a valuable contribution to the world. Our efforts to innovate granted us the opportunity to receive the Queen's Award for Enterprise and, proud of the recognition received by Her Majesty the Queen, we must go forward and we must attempt to bring new innovative solutions also in the future.

2019 was a challenging year, a year where the first effects of an upcoming crisis started to appear. Now we are aware of that crisis and with such awareness we have to follow a path which will support our actions and decisions in this moment of ambiguity and uncertainty.

# GROUP STRATEGIC REPORT for the year ended 31 December 2019

We will stand for our values and we will make sure that those values will be embraced by our shareholders. It is fundamental to understand the paramount importance of having ideals which guides our decisions. Therefore, as it has happened in the past, Tratos will continue to operate basing its actions on those seventeen goals that are at its roots.

In these challenging times, where uncertainty reigns, it is not possible to delineate a more detailed report. The only thing that we can do is to be consistent and loyal to what we have built until now.

We will go through difficult times but if we have faith in what we stand for we will be able to overcome even the biggest obstacles.

The key performance indicators by which financial performance is measured are as follows:-

	2019	2018
Turnover	£19.5m	£23.7m
Gross profit percentage	20.58%	20.94%
Net (loss)/profit	(£586k)	£47k
Sharcholders funds	£4.6m	£5.1m

### PRINCIPAL RISKS AND UNCERTAINTIES

The principal risks that we face are those arising from competition in the marketplace particularly in the form of price and supply.

In addition effective working capital management is required to ensure that products are available at the right time.

The provision of specialist knowledge is also key to adding value and achieving our aim of a quality service and so retention of experienced and knowledgeable staff is a risk we face.

### ON BEHALF OF THE BOARD:

Mr Kevin Martin - Secretary

1 June 2020

# REPORT OF THE DIRECTORS for the year ended 31 December 2019

The directors present their report with the financial statements of the company and the group for the year ended 31 December 2019.

### PRINCIPAL ACTIVITIES

The principal activities of the group in the year under review were those of the manufacture and distribution of electrical cables.

### DIVIDENDS

No dividends will be distributed for the year ended 31 December 2019.

### **DIRECTORS**

The directors during the year under review were:

Dr Albano Bragagni

Dr Maurizio Bragagni

Mr Germano Bragagni

Dr Ennio Bragagni Capaccini

Dr Elisabetta Bragagni Capaccini

Dr Enrico Scambia

Mr Kevin Martin

The beneficial interests of the directors holding office on 31 December 2019 in the issued share capital of the company were as follows:

	31.12.19	1.1.19
Ordinary A £1 shares		
Dr Albano Bragagni	22,060	22,060
Dr Maurizio Bragagni	375,020	375,020
Mr Germano Bragagni	•	•
Dr Ennio Bragagni Capaccini	176,480	176,480
Dr Elisabetta Bragagni Capaccini	176,480	176,480
Dr Enrico Scambia	-	-
Mr Kevin Martin	-	-
Ordinary B £1 shares		
Dr Albano Bragagni	-	-
Dr Maurizio Bragagni	-	-
Mr Germano Bragagni	-	-
Dr Ennio Bragagni Capaccini	-	-
Dr Elisabetta Bragagni Capaccini	-	-
Dr Enrico Scambia	-	-
Mr Kevin Martin	-	-
Ordinary C £1 shares		
Dr Albano Bragagni	-	-
Dr Maurizio Bragagni	-	-
Mr Germano Bragagni	-	-
Dr Ennio Bragagni Capaccini	-	-
Dr Elisabetta Bragagni Capaccini	-	-
Dr Enrico Scambia	-	-
Mr Kevin Martin	-	-

## REPORT OF THE DIRECTORS for the year ended 31 December 2019

### FINANCIAL INSTRUMENTS

The Company's main risks are the maintenance of sufficient product stock to ensure a continuous supply to market together with the maintenance of a competitive price base.

This is achieved through regular review of inventory levels together with review of sales trends and market analysis.

In addition liquid funds are reviewed and managed on a daily basis by the directors to ensure funds are available to meet the on going and anticipated future commitments of the company.

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Group Strategic Report, the Report of the Directors and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and the group and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting 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 adequate accounting records that are sufficient to show and explain the company's and the group's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

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

### **AUDITOR**

The auditor, Hewitt Card Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting.

### ON BEHALF OF THE BOARD:

Mr Kevin Martin - Secretary

1 June 2020

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF TRATOS (UK) LIMITED

### Opinion

I have audited the financial statements of Tratos (UK) Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 December 2019 which comprise the Consolidated Income Statement, Consolidated Other Comprehensive Income, Consolidated Balance Sheet, Company Balance Sheet, Consolidated Statement of Changes in Equity, Company Statement of Changes in Equity, Consolidated Cash Flow Statement and Notes to the Consolidated Cash Flow Statement, Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accounting Practice).

In my opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company affairs as at 31 December 2019 and of the group's loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis for opinion

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

### Conclusions relating to going concern

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

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

### Other information

The directors are responsible for the other information. The other information comprises the information in the Group Strategic Report and the Report of the Directors, but does not include the financial statements and my Report of the Auditor thereon.

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

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

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

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

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

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF TRATOS (UK) LIMITED

### Matters on which I am required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, I have not identified material misstatements in the Group Strategic Report or the Report of the Directors.

I have nothing to report in respect of the following matters where the Companies Act 2006 requires me to report to you if, in my opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for my audit have not been received from branches not visited by me; 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
- I have not received all the information and explanations I require for my audit.

### Responsibilities of directors

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

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

### Auditor's responsibilities for the audit of the financial statements

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

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

### Use of my report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. My audit work has been undertaken so that I might state to the company's members those matters I am required to state to them in a Report of the Auditor and for no other purpose. To the fullest extent permitted by law, I do not accept or assume responsibility to anyone other than the company and the company's members as a body, for my audit work, for this report, or for the opinions I have formed.

Mr James Timothy Card FCCA (Senior Statutory Auditor) for and on behalf of Hewitt Card Limited Statutory Auditor 70-72 Nottingham Road Mansfield Nottinghamshire NG18 IBN

1 June 2020

# CONSOLIDATED INCOME STATEMENT for the year ended 31 December 2019

	Notes	31.12.19 £	31.12.18 £
TURNOVER		19,516,201	23,698,560
Cost of sales GROSS PROFIT		<u>15,500,083</u> 4,016,118	18,733,931 4,964,629
Administrative expenses		4,692,089 (675,971)	4,478,798 485,831
Other operating income OPERATING (LOSS)/PROFIT	4	258,127 (417,844)	(143,912) 341,919
Interest payable and similar expenses (LOSS)/PROFIT BEFORE TAXATION	5	<u>206,606</u> (624,450)	278,252 63,667
Tax on (loss)/profit (LOSS)/PROFIT FOR THE FINANCIAL YEAR (Loss)/profit attributable to:	6	(37,835) (586,615)	16,386 47,281
Owners of the parent		<u>(586,615)</u>	47,281

# CONSOLIDATED OTHER COMPREHENSIVE INCOME for the year ended 31 December 2019

Notes	31.12.19 £	31.12.18 £
(LOSS)/PROFIT FOR THE YEAR	(586,615)	47,281
OTHER COMPREHENSIVE INCOME TOTAL COMPREHENSIVE INCOME FOR THE YEAR	(586,615)	47,281
Total comprehensive income attributable to: Owners of the parent	(586,615)	47,281

# CONSOLIDATED BALANCE SHEET 31 December 2019

		31.12	.19	31.12.	18
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	9		308,862		241,109
Tangible assets	10		17,784,936		17,910,238
Investments	11				
			18,093,798		18,151,347
CURRENT ASSETS					
Stocks	12	8,385,130		6,849,854	
Debtors	13	2,351,163		4,490,993	
Cash at bank and in hand		1,468,708	_	286,718	
		12,205,001		11,627,565	
CREDITORS					
Amounts falling due within one year	14	12,824,426	_	11,418,740	
NET CURRENT (LIABILITIES)/ASSETS			(619,425)		208,825
TOTAL ASSETS LESS CURRENT LIABILITY	IES		17,474,373		18,360,172
CREDITORS					
Amounts falling due after more than one year	15		(12,382,215)		(12,638,279)
PROVISIONS FOR LIABILITIES	19		(484,554)		(527,674)
NET ASSETS	.,		4,607,604		5,194,219
CAPITAL AND RESERVES					
Called up share capital	20		4,000,080		4,000,080
Capital redemption reserve	21		32		32
Retained earnings	21		607,492		1,194,107
SHAREHOLDERS' FUNDS			4,607,604		5,194,219

The financial statements were approved by the Board of Directors and authorised for issue on 1 June 2020 and were signed on its behalf by:

Dr Maurizio Bragagni - Director

# COMPANY BALANCE SHEET 31 December 2019

		31.12	.19	31.12.	18
	Notes	£	£	£	£
FIXED ASSETS					
Intangible assets	9		308,862		241,109
Tangible assets	10		17,779,140		17,873,829
Investments	11		100		100
			18,088,102		18,115,038
CURRENT ASSETS					
Stocks	12	8,385,130		6,849,854	
Debtors	13	2,478,869		4,607,774	
Cash at bank and in hand		1,321,514		201,932	
		12,185,513	_	11,659,560	
CREDITORS					
Amounts falling due within one year	14	12,800,706	_	11,419,394	
NET CURRENT (LIABILITIES)/ASSETS			(615,193)		240,166
TOTAL ASSETS LESS CURRENT LIABILIT	IES		17,472,909		18,355,204
CREDITORS					
Amounts falling due after more than one year	15		(12,382,215)		(12,638,279)
PROVISIONS FOR LIABILITIES	19		(484,554)		(526,314)
NET ASSETS			4,606,140		5,190,611
CAPITAL AND RESERVES					
Called up share capital	20		4,000,080		4,000,080
Capital redemption reserve	21		32		32
Retained earnings	21		606,028		1,190,499
SHAREHOLDERS' FUNDS			4,606,140		5,190,611
Company's (loss)/profit for the financial year			(584,471)		45,510

The financial statements were approved by the Board of Directors and authorised for issue on 1 June 2020 and were signed on its behalf by:

Dr Maurizio Bragagni - Director

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY for the year ended 31 December 2019

	Called up share capital £	Retained earnings £	Capital redemption reserve £	Total equity £
Balance at 1 January 2018	4,000,080	1,146,826	32	5,146,938
Changes in equity Total comprehensive income		47,281	-	47,281
Balance at 31 December 2018	4,000,080	1,194,107	32	5,194,219
Changes in equity Total comprehensive income		(586,615)		(586,615)
Balance at 31 December 2019	4,000,080	607,492	32	4,607,604

# COMPANY STATEMENT OF CHANGES IN EQUITY for the year ended 31 December 2019

	Called up share capital £	Retained earnings £	Capital redemption reserve £	Total equity £
Balance at 1 January 2018	4,000,080	1,144,989	32	5,145,101
Changes in equity Total comprehensive income		45,510	-	45,510
Balance at 31 December 2018	4,000,080	1,190,499	32	5,190,611
Changes in equity Total comprehensive income		(584,471)	<u>-</u>	(584,471)
Balance at 31 December 2019	4,000,080	606,028	32	4,606,140

# CONSOLIDATED CASH FLOW STATEMENT for the year ended 31 December 2019

	Notes	31.12.19 £	31.12.18 £
Cash flows from operating activities			
Cash generated from operations	1	383,139	3,318,024
Interest paid		(206,606)	(278,678)
Interest element of hire purchase or finance			
lease rental payments paid		-	426
Tax paid		(5,283)	(10,901)
Net cash from operating activities		171,250	3,028,871
Cash flows from investing activities			
Purchase of intangible fixed assets		(186,663)	(111,096)
Purchase of tangible fixed assets		(488,595)	(936,909)
Sale of tangible fixed assets		20,991	
Net cash from investing activities		<u>(654,267)</u>	(1,048,005)
Cash flows from financing activities			
Loan repayments in year		(441,328)	(427,918)
Net cash from financing activities		(441,328)	(427,918)
(Decrease)/increase in cash and cash equivalents		(924,345)	1,552,948
Cash and cash equivalents at beginning of		` ' '	
year	2	(252,721)	(1,805,669)
Cash and cash equivalents at end of year	2	(1,177,066)	(252,721)

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT for the year ended 31 December 2019

### 1. RECONCILIATION OF (LOSS)/PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

	31.12.19	31.12.18
	£	£
(Loss)/profit before taxation	(624,450)	63,667
Depreciation charges	708,154	670,023
Loss on disposal of fixed assets	3,660	=
Finance costs	206,606	278,252
	293,970	1,011,942
Increase in stocks	(1,535,276)	(589,569)
Decrease/(increase) in trade and other debtors	2,139,830	(24,238)
(Decrease)/increase in trade and other creditors	(515,385)	2,919,889
Cash generated from operations	383,139	3,318,024

### 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

### Year ended 31 December 2019

	31.12.19	1.1.19
	£	£
Cash and cash equivalents	1,468,708	286,718
Bank overdrafts	(2,645,774)	(539,439)
	(1,177,066)	(252,721)
Year ended 31 December 2018		
	31.12.18	1.1.18
	£	£
Cash and cash equivalents	286,718	114,729
Bank overdrafts	(539,439)	(1,920,398)
	(252,721)	(1,805,669)

### 3. ANALYSIS OF CHANGES IN NET DEBT

	At 1.1.19 £	Cash flow £	At 31.12.19
Net cash			
Cash at bank and in hand	286,718	1,181,990	1,468,708
Bank overdrafts	(539,439)	(2,106,335)	(2,645,774)
	(252,721)	(924,345)	(1,177,066)
Debt			_
Debts falling due within 1 year	(441,328)	(4,733)	(446,061)
Debts falling due after 1 year	(3,932,470)	446,061	(3,486,409)
	(4,373,798)	441,328	(3,932,470)
Total	(4,626,519)	(483,017)	(5,109,536)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 December 2019

### 1. STATUTORY INFORMATION

Tratos (UK) Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the General Information page.

The presentation currency of the financial statements is the Pound Sterling (£).

### 2. ACCOUNTING POLICIES

### Basis of preparing the financial statements

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

These financial statements have been prepared on the going concern basis, the validity of which is dependent upon the continuing support of the parent company.

The group has early adopted the triennial review 2017 amendments in these accounts

### Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

### Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in 2007, is being amortised evenly over its estimated useful life of five years.

Positive goodwill is in respect of the groups subsidiary company, HEPR Limited. It represents the goodwill on acquisition of a trade and is being amortised over its expected useful life of 5 years.

Negative goodwill is in respect of the acquisition of the group North West Cables Limited and is being written off to the Profit & Loss account.

### **Development costs**

Expenditure on research and development is charged to the profit and loss account in the year in which it is incurred with the exception of expenditure incurred in respect of the development of major new products where the outcome of those projects is assessed as being reasonably certain as regards viability and technical feasibility. Such expenditure is capitalised and amortised straight line over the estimated period of sale for each product, commencing in the year that sales of the product are first made.

### Tangible fixed assets

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

Freehold property - 2% on cost

Plant and machinery 33.3% on cost, 33.3% straight line, 20% on reducing balance, 20% on cost, 10% on reducing

balance and Straight line over 30 years

Fixtures and fittings - 20% on reducing balance, 15% on reducing balance and 10% on reducing balance

Motor vehicles - 25% on reducing balance

### Impairment of assets

At each reporting date fixed assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with its carrying amount. If estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in profit or loss.

If an impairment loss subsequently reverses, the carry amount of the asset is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

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### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

#### **ACCOUNTING POLICIES - continued** 2.

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

Cost is calculated using the first-in, first-out method and includes all purchase, transport, and handling costs in bringing stocks to their present location and condition.

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

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads.

Stocks are valued on the FIFO basis.

### Taxation

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

Current or deferred taxation assets and liabilities are not discounted.

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

### Deferred tax

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

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

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

### Foreign currencies

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

### Pension costs and other post-retirement benefits

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

### Government grants

Government grants are deferred and released to the profit and loss account over the term of the grant dependent upon the group satisfying the terms and conditions.

#### EMPLOYEES AND DIRECTORS 3.

	31.12.19	31.12.18
	£	£
Wages and salaries	1,748,941	1,771,707
Social security costs	175,193	180,580
Other pension costs	121,937	100,255
	<u> 2,046,071</u>	2,052,542

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 3. EMPLOYEES AND DIRECTORS - continued

	The average number of employees during the year was as follows:		
		31.12.19	31.12.18
		53	54
		31.12.19	31.12.18
	Directors' remuneration	£ 281,252	£ 185,209
	Directors' pension contributions to money purchase schemes	<u>72,947</u>	62,534
	The number of directors to whom retirement benefits were accruing was as follows:		
	Money purchase schemes	4	4
	Information regarding the highest paid director for the year ended 31 December 2019 is as follows:	31,12.19	
		£	
	Emoluments etc	87,431	
	Pension contributions to money purchase schemes	<u>11,515</u>	
4.	OPERATING (LOSS)/PROFIT		
	The operating loss (2018 - operating profit) is stated after charging/(crediting):		
		31.12.19	31.12.18
		£	£
	Depreciation - owned assets Loss on disposal of fixed assets	589,246 3,660	647,999
	Development costs amortisation	118,910	22,024
	Auditors' remuneration	16,486	23,457
	Auditors remuneration other services	3,270	3,145
	Foreign exchange differences	(81,211)	143,912
5.	INTEREST PAYABLE AND SIMILAR EXPENSES		
		31.12.19	31.12.18
	Paul interest	£	£
	Bank interest Bank Joan interest	- 144.927	27 176,445
	Interest on parent company debt	29,994	73,388
	Invoice discounting interest	31,685	28,818
	Hire purchase		(426)
		206,606	278,252

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 6. TAXATION

### Analysis of the tax (credit)/charge

The tax (credit)/charge on the loss for the year was as follows:

	31.12.19 £	31.12.18 £
Current tax: Overseas tax	5,284	10,901
Deferred tax Tax on (loss)/profit	(43,119) (37,835)	5,485 16,386

### Reconciliation of total tax (credit)/charge included in profit and loss

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

(Loss)/profit before tax (Loss)/profit multiplied by the atoutout rate of comparation tay in the LIK of	31.12.19 £ (624,450)	31.12.18 £ 63,667
(Loss)/profit multiplied by the standard rate of corporation tax in the UK of 19% (2018 - 19%)	(118,646)	12,097
Effects of:		
Expenses not deductible for tax purposes	74,974	9,406
Capital allowances in excess of depreciation	(168,979)	(151,394)
Utilisation of tax losses	212,652	129,891
Overseas tax	5,284	10,901
Deferred tax	(43,120)	5,485
Total tax (credit)/charge	(37,835)	16,386

### 7. INDIVIDUAL INCOME STATEMENT

As permitted by Section 408 of the Companies Act 2006, the Income Statement of the parent company is not presented as part of these financial statements.

### 8. **DEFINED CONTRIBUTION PENSION SCHEME**

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.

The total cost of contributions in the year is £121,937 (2018: £100,255). No contributions were outstanding at 31st December 2019 (2018:nil)

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 9. INTANGIBLE FIXED ASSETS

Grou	p

	Development	pment		
Goodwill	Goodwill	costs	Totals	
£	£	£	£	
126,325	(234,262)	263,133	155,196	
	<u>-</u>	186,663	186,663	
126,325	(234,262)	449,796	341,859	
126,325	(234,262)	22,024	(85,913)	
<u>-</u>	<del></del>	118,910	118,910	
126,325	(234,262)	140,934	32,997	
<u>-</u>	<u>-</u>	308,862	308,862	
<u> </u>	<u> </u>	241,109	241,109	
	£  126,325  126,325  126,325	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	

### Company

Сотрану	Development costs
COST	
At I January 2019	263,133
Additions	186,663
At 31 December 2019	449,796
AMORTISATION	
At 1 January 2019	22,024
Amortisation for year	118,910
At 31 December 2019	140,934
NET BOOK VALUE	
At 31 December 2019	308,862
At 31 December 2018	241,109

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 10. TANGIBLE FIXED ASSETS

### Group

	Fixtures				
	Freehold property £	Plant and machinery £	and fittings £	Motor vehicles £	Totals £
COST					
At 1 January 2019	7,790,871	12,690,945	522,305	56,345	21,060,466
Additions	29,167	377,468	81,960	-	488,595
Disposals		-	(35,846)	(45,204)	(81,050)
At 31 December 2019	7,820,038	13,068,413	568,419	11,141	21,468,011
DEPRECIATION	•				
At 1 January 2019	573,061	2,308,638	226,815	41,714	3,150,228
Charge for year	158,351	394,442	33,579	2,874	589,246
Eliminated on disposal	_	-	(21,355)	(35,044)	(56,399)
At 31 December 2019	731,412	2,703,080	239,039	9,544	3,683,075
NET BOOK VALUE					
At 31 December 2019	7,088,626	10,365,333	329,380	1,597	17,784,936
At 31 December 2018	7,217,810	10,382,307	295,490	14,631	17,910,238

Included in cost of land and buildings is freehold land of £463,000 (2018 - £463,000) which is not depreciated.

### Company

			Fixtures		
	Freehold property £	Plant and machinery £	and fittings £	Motor vehicles £	Totals £
COST OR VALUATION					
At 1 January 2019	7,782,959	12,688,373	481,545	13,783	20,966,660
Additions	29,167	377,468	81,960	-	488,595
At 31 December 2019	7,812,126	13,065,841	563,505	13,783	21,455,255
DEPRECIATION					
At 1 January 2019	565,149	2,306,066	209,966	11,650	3,092,831
Charge for year	158,351	394,442	29,957	534	583,284
At 31 December 2019	723,500	2,700,508	239,923	12,184	3,676,115
NET BOOK VALUE	•				
At 31 December 2019	7,088,626	10,365,333	323,582	1,599	17,779,140
At 31 December 2018	7,217,810	10,382,307	271,579	2,133	17,873,829

Included in cost or valuation of land and buildings is freehold land of £ 463,000 (2018 - £ 463,000 ) which is not depreciated.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 11. FIXED ASSET INVESTMENTS

### Company

Unlisted investments £
~
100
100 100

The group or the company's investments at the Balance Sheet date in the share capital of companies include the following:

### Subsidiaries

### Hamilton Cables (East Anglia) Ltd

Registered office:

Nature of business: dormant

Class of shares: holding Ordinary 100.00

The subsidiary has a nil balance sheet value for the years ended 31st December 2018 and 2017.

The registered office of the subsidiary is:

1 Park Road

Holmewood Industrial Park

Holmewood Chesterfield Derbys S42 5UW

### **Hamilton Cables Limited**

Registered office:

Nature of business: dormant

Class of shares: holding Ordinary 100.00

The subsidiary has a nil balance sheet value for the years ended 31st December 2018 and 2017.

The registered office of the subsidiary is:

1 Park Road

Holmewood Industrial Park

Holmewood

Chesterfield

Derbys S42 5UW

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 11. FIXED ASSET INVESTMENTS - continued

North West Cables Limited

Registered office:

Nature of business: Dormant

Class of shares: holding Ordinary 100.00

The subsidiary has a nil balance sheet value for the years ended 31st December 2018 and 2017.

The registered office of the subsidiary is:

Randles Road

Knowsley Business Park

Knowsley Merseyside L34 9HX

**HEPR** Limited

Registered office:

Nature of business: Dormant

Class of shares: holding Ordinary 100.00

The subsidiary has a nil balance sheet value for the years ended 31st December 2018 and 2017.

The registered office of the subsidiary is:

Randles Road

Knowsley Business Park

Knowsley Merseyside L34 9HX

Tratos Limited

Registered office:

Nature of business: Sales agency

Class of shares: holding Ordinary 100.00

 Aggregate capital and reserves
 31.12.19
 31.12.18

 Less)/profit for the year
 1,719
 3,868

 (Loss)/profit for the year
 (2,144)
 1,772

The registered office of the subsidiary is:

Randles Road

Knowsley Business Park

Knowsley Merseyside L34 9HX

The subsidiaries Hamilton Cables Limited, Hamilton Cables (East Anglia) Limited and North West Cables Limited have claimed exemption from an audit by virtue of section 479A of the Companies Act 2006.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 12. STOCKS

	Group		Company	
	31.12.19	31.12.18	31,12,19	31.12.18
	£	£	£	£
Stock of finished goods	8,085,337	6,632,257	8,085,337	6,632,257
Work-in-progress	299,793	217,597	299,793	217,597
	8,385,130	6,849,854	8,385,130	6,849,854

The total carrying amount of stock is pledged as security.

### 13. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	31.12.19	31.12.18	31,12,19	31.12.18
	£	£	£	£
Trade debtors	1,901,898	4,309,722	1,901,898	4,309,722
Amounts owed by group undertakings	-	6,698	174,309	142,415
Other debtors	29,415	1,747	-	-
Tax	176,916	=	176,916	-
Prepayments and accrued income	242,934	172,826	225,746	155,637
	2,351,163	4,490,993	2,478,869	4,607,774

### 14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	31.12.19	<b>1.12.19</b> 31.12.18	31.12.19	31.12.18
	£	£	£	£
Bank loans and overdrafts (see note 16)	3,091,835	980,767	3,091,835	1,010,104
Trade creditors	269,001	385,525	266,695	383,209
Amounts owed to group undertakings	8,969,396	9,453,204	8,969,396	9,453,203
Social security and other taxes	56,824	56,521	38,837	35,083
VAT	223,008	341,039	223,008	341,039
Accrued expenses	214,362	201,684	210,935	196,756
	12,824,426	11,418,740	12,800,706	11,419,394

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

	Group		Company	
	31.12.19	31.12.18	31.12.19	31.12.18
	£	£	£	£
Bank loans (see note 16)	3,486,409	3,932,470	3,486,409	3,932,470
Amounts owed to group undertakings	8,895,806	8,705,809	8,895,806	8,705,809
	12,382,215	12,638,279	12,382,215	12,638,279

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 16. LOANS

An analysis of the maturity of loans is given below:

	Group		Co	mpany
	31.12.19	31.12.18	31.12.19	31.12.18
	£	£	£	£
Amounts falling due within one year or on				
demand:				
Bank overdrafts	2,645,774	539,439	2,645,774	568,776
Bank loans	446,061	441,328	446,061	441,328
	3,091,835	980,767	3,091,835	1,010,104
Amounts falling due between one and two				
years:				
Bank loans	450,794	446,061	450,794	446,061
Amounts falling due between two and five				
years:				
Bank loans	1,100,615	1,264,742	1,100,615	1,264,742
Amounts falling due in more than five years:				
Repayable by instalments				
Bank loans	1,935,000	2,221,667	1,935,000	2,221,667

The group has consolidated it's loans under one lender and the duration of the loan is for fourteen years. Interest is applied at 2.75% over the Bank of England base rate

The group has taken out a commercial mortgage in the year with Lloyds bank for £1 million repayable over 6 years. Interest applied to this loan is at a fixed rate of 8.15% over the duration. The loan is secured against specified plant owned by the company

### 17. LEASING AGREEMENTS

Minimum lease payments fall due as follows:

Group		
<b>F</b>	Non-cancella	ible operating
	lea	ises
	31.12.19	31.12.18
	£	£
Within one year	7,184	7,184
Between one and five years	31,197	38,382
	<u>38,381</u>	45,566
Company		
1 0	Non-cancella	ible operating
	lea	iscs
	31.12.19	31.12.18
	£	£
Within one year	7,184	7,184
Between one and five years	31,197	38,382
	38,381	45,566
		<del></del>

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 18. SECURED DEBTS

The following secured debts are included within creditors:

	G	roup	Con	npany
	31.12.19	31.12.18	31.12.19	31.12.18
	£	£	£	£
Bank overdraft	2,645,774	539,439	2,645,774	568,776
Bank loans	3,932,470	4,373,798	3,932,470	4,373,798
	6,578,244	4,913,237	6,578,244	4,942,574

There is a charge over the company's land and buildings.

A cross guarantee and debenture between Tratos and its fellow group companies also exists.

Bank overdrafts are secured by means of a fixed and floating charge. The fixed charge is over all fixed assets plus present and future book and other debts. The floating charge is over all movable and intangible assets of the company.

### 19. PROVISIONS FOR LIABILITIES

	Gre	oup	Comp	pany
	31.12.19 £	31.12.18 £	31.12.19 £	31.12.18 £
Deferred tax Accelerated capital allowances	484,554	527,674	484,554	526,314
Group				
				Deferred tax £
Balance at 1 January 2019				527,674
Provided during year Balance at 31 December 2019				(43,120) 484,554
Company				
				Deferred tax
				£
Balance at 1 January 2019				526,314
Credit to Income Statement during year Balance at 31 December 2019				(41,760) 484,554

### 20. CALLED UP SHARE CAPITAL

Allotted, issued	d and fully paid:			
Number:	Class:	Nominal	31.12.19	31.12.18
		value:	£	£
1,500,080	Ordinary A	£1	1,500,080	1,500,080
32	Ordinary B	£1	-	-
2,500,000	Ordinary C	£1	2,500,000	2,500,000
			4,000,080	4,000,080

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued for the year ended 31 December 2019

### 21. RESERVES

### Group

<b></b>	Retained earnings £	Capital redemption reserve £	Totals £
At 1 January 2019	1,194,107	32	1,194,139
Deficit for the year	(586,615)		(586,615)
At 31 December 2019	607,492		607,524
Company			
		Capital	
	Retained	redemption	
	earnings	reserve	Totals
	£	£	£
At 1 January 2019	1,190,499	32	1,190,531
Deficit for the year	(584,471)		(584,471)
At 31 December 2019	606,028	32	606,060

Called-up share capital represents the nominal value of shares that have been issued.

Capital redemption reserve, this reserve records the nominal value of shares repurchased by the company.

Profit and loss account includes all current and prior period retained profits and losses.

### 22. ULTIMATE PARENT COMPANY

Tratos Srl (incorporated in Italy ) is regarded by the directors as being the company's ultimate parent company.

The parents registered office is: Via Stadio, 2 - Pieve Santo Stefano (AR) 52036 -Italy

### 23. RELATED PARTY DISCLOSURES

The company has taken advantage of exemption, under the terms of Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland', not to disclose related party transactions with wholly owned subsidiaries within the group.

Transactions between group entities which have been eliminated on consolidation are not disclosed within the financial statements.

### Entities with control, joint control or significant influence over the entity

	31,14,19	31.12.10
	£	£
Sales	1,102,046	1,544,324
Purchases and direct costs	1,424,756	15,971,493
Machinery	90,761	550,332
Amount due to related party	17,865,201	18,159,012

31 12 10

31 12 18

### 24. ULTIMATE CONTROLLING PARTY

The controlling party is Dr A Bragagni.

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.