Financial Statements Advanced Insulation Systems Limited

For the year ended 30 September 2015



Registered number: 02405903

Company Information

Directors

A D Bennion

S H Shepherd

A Sweeney (appointed 28 January 2015)

E Weeks

Company secretary

A D Bennion

Registered number

02405903

Registered office

Quedgeley West Business Park

Bristol Road Hardwicke Gloucester GL2 4PA

Independent auditor

Grant Thornton UK LLP

Chartered Accountants & Statutory Auditor

Hartwell House 55-61 Victoria Street

Bristol BS1 6FT

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Strategic Report

For the year ended 30 September 2015

The directors present their strategic report for the year ended 30 September 2015.

The directors are pleased to report another successful year for the company. The company's activity continues to be the manufacture, supply and application of fire retardant coatings and sub-sea insulation materials to the oil, gas and petrochemical industries.

Business review

The company performed well in the accounting period generating an operating profit of £11,515,000 compared to £3,867,000 in 2014 with revenue of £38,102,000 versus £28,994,000 in 2014. The Return on Sales generated was 25.1% (2014: 13.3%) which is in line with expectations.

Principal risks and uncertainties

Group sales are dependent on capital investment in the oil and gas industry. The current low oil price has reduced capital investment into the sector. The Group has accordingly reduced the rate of growth in its forecasts for the next three years to reflect the current market situation with the majority of future growth coming from new products currently being introduced to the market. However, the group has a very strong order book and a solid pipeline of future projects.

Margins are also under pressure from our major customers as they look to reduce costs. It is expected that the Group will deliver a slightly reduced margin in the coming period as compared to the current year as it works with its customers to deliver savings.

This report was approved by the board on 12 May 2016

and signed on its behalf.

A D Bennion Director

Directors' Report

For the year ended 30 September 2015

The directors present their report and the audited financial statements for the year ended 30 September 2015.

Directors' responsibilities statement

The directors are responsible for preparing the Strategic report, 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 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 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 judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Principal activities

The principal activity of the company in the year under review was that of the manufacture, supply and application of fire retardant coatings and sub sea insulation materials to the oil, gas and petrochemicals industries.

Dividends

The total distribution of dividends for the year was £7,000,000 (2014: £3,500,000).

Directors

The directors who served during the year were:

A D Bennion S H Shepherd A Sweeney (appointed 28 January 2015) E Weeks

Directors' Report

For the year ended 30 September 2015

Financial risk management objectives and policies

Foreign currency risk

It is company policy that exposures resulting from sales and purchases in foreign currency are matched where possible, and the net exposure may be hedged by the use of forward exchange contracts. The company does not undertake speculative foreign exchange dealings for which there is no underlying exposure.

Credit risk

Management has a credit policy in place and exposure to credit risk is monitored on an ongoing basis. Credit evaluations are carried out on all customers requiring credit and, where appropriate, the company endeavours to minimise risk by use of trade finance instruments such as letters of credit and insurance. At the balance sheet date there were no significant concentrations of credit risk.

Interest rate risk

The company does not undertake any hedging in this area.

Research and development activities

The company will continue its policy of investment in research and development in order to retain a competitive position in the market.

The company has been able to pursue a more aggressive development programme to encompass not just sub-sea products but fire proofing products as well. Products developed through this programme will help to maintain the company's growth in the uncertain economic climate.

Disclosure of information to auditor

Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

- so far as that director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditor is aware of that information.

Auditor

Under section 487(2) of the Companies Act 2006, Grant Thornton UK LLP will be deemed to have been reappointed as auditor 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

This report was approved by the board on 12 May 2016

and signed on its behalf.

A D Bennion Director



Independent Auditor's Report to the Members of Advanced Insulation Systems Limited

We have audited the financial statements of Advanced Insulation Systems Limited for the year ended 30 September 2015, which comprise the Profit and loss account, the Balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an Auditor's 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 auditor

As explained more fully in the Directors' responsibilities statement, 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 and express an opinion on 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 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 Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 September 2015 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
 and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic report and the Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.



Independent Auditor's Report to the Members of Advanced Insulation Systems Limited

Matters on which we are required to report by exception

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

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

James Morter (Senior statutory auditor)

12 May 2016

for and on behalf of

Grant Thornton UK LLP

Statutory Auditor

Chartered Accountants

Bristol

Date:

Profit and Loss Account

For the year ended 30 September 2015

·	Note	2015 £	2014 £
Turnover	1,2	38,101,696	28,994,319
Cost of sales		(24,317,316)	(19,509,848)
Gross profit		13,784,380	9,484,471
Administrative expenses		(2,404,843)	(5,617,747)
Other operating income	. 3	135,562	37
Operating profit	4	11,515,099	3,866,761
Interest receivable and similar income		21	6,322
Interest payable and similar charges	. 7	(141,559)	(30,684)
Profit on ordinary activities before taxation		11,373,561	3,842,399
Tax on profit on ordinary activities	8	(390,136)	1,728
Profit for the financial year	17	10,983,425	3,844,127
		=======================================	

All amounts relate to continuing operations.

There were no recognised gains and losses for 2015 or 2014 other than those included in the Profit and loss account.

The notes on pages 8 to 18 form part of these financial statements.

Advanced Insulation Systems Limited Registered number: 02405903

Balance Sheet As at 30 September 2015

	Note	£	2015 £	£	2014 £
Fixed assets					
Tangible assets	9		2,484,160		1,263,227
Investments	10		77,954		76,270
			2,562,114		1,339,497
Current assets					
Stocks	11	3,366,159		2,788,669	
Debtors	12	24,618,088		18,363,113	
Cash at bank		794,240		350,388	
		28,778,487		21,502,170	
Creditors: amounts falling due within one year	13	(18,659,451)		(14,677,687)	
Net current assets			10,119,036		6,824,483
Total assets less current liabilities			12,681,150		8,163,980
Creditors: amounts falling due after more than one year	14		(497,799)		(72,882)
Provisions for liabilities					
Deferred tax	15		(317,598)		(208,770)
Net assets			11,865,753		7,882,328
Capital and reserves					
Called up share capital	16		150,000		150,000
Profit and loss account	17		11,715,753		7,732,328
Shareholders' funds	18		11,865,753		7,882,328

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 12 May 2016.

A D Bennion Director

The notes on pages 8 to 18 form part of these financial statements.

Notes to the Financial Statements

For the year ended 30 September 2015

1. Accounting Policies

1.1 Basis of preparation of financial statements

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

1.2 Cash flow

The company, being a subsidiary undertaking where 90% or more of the voting rights are controlled within the group whose consolidated financial statements are publicly available, is exempt from the requirement to draw up a cash flow statement in accordance with FRS 1.

1.3 Turnover

The turnover shown in the profit and loss account represents the value of work performed during the year, exclusive of Value Added Tax and trade discounts. Turnover on long-term contracts is recognised by reference to the stage of completion. The stage of completion of a contract is determined by reference to the proportion that contract costs incurred for work performed to date bear to the estimated total contract costs. Turnover recognised but not invoiced is included in Amounts Recoverable on Contracts.

1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Plant and machinery Fixtures and fittings Straight line over 10 yearsStraight line over 4 years

1.5 Leasing and hire purchase

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets. Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives. Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the Profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

1.6 Operating leases

Rentals under operating leases are charged to the Profit and loss account on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate.

Notes to the Financial Statements

For the year ended 30 September 2015

1. Accounting Policies (continued)

1.7 Stocks and work in progress

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 stocks. Cost includes all direct costs.

An estimate of the profit attributable to work completed on long term contracts is recognised once the outcome of the contract can be assessed with reasonable certainty. The costs on long-term contracts not yet taken to the profit and loss account less related foreseeable losses and payments on account are shown in stocks and long-term contract balances.

1.8 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation.

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse.

Deferred tax assets and liabilities are not discounted.

1.9 Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date.

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction.

Exchange gains and losses are recognised in the Profit and loss account.

1.10 Research and development

Development costs are capitalised within intangible assets where they can be identified with a specific project anticipated to produce future benefits, and are amortised on the straight line basis over the anticipated life of the benefits arising from the completed project. Where such projects are in progress, the costs are held within work in progress until the point when the likely outcome of the project may be assessed with reasonable certainty.

Capitalised development costs are reviewed annually, and where future benefits are deemed to have ceased or to be in doubt, the balance of any related research and development is written off to the Profit and loss account.

Notes to the Financial Statements

For the year ended 30 September 2015

1. Accounting Policies (continued)

1.11 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year.

1.12 Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

2. Turnover

The whole of the turnover is attributable to the principal activity of the Company.

A geographical analysis of turnover is as follows:

		2015	2014
		£	£
	United Kingdom	8,687,096	11,938,125
	Rest of world	29,414,600	17,056,194
		38,101,696	28,994,319
3.	Other operating income		
		2015	2014
		£	£
	Other operating income	135,562	37

Notes to the Financial Statements

For the year ended 30 September 2015

4.	Operating	profit

Production Management

The operating profit is stated after charging:

The operating profit is stated after charging:		
	2015	2014
	£	£
Depreciation of tangible fixed assets:		
- owned by the company	200,925	159,164
- held under finance leases	3,125	3,125
Operating lease rentals:		
		9,633
		(610,388)
Research and development expenditure written off	55,740	176,656
During the year, no director received any emoluments (2014 - £NIL).	•	
Auditors' remuneration		
	2015	2014
	£	£
Fees payable to the company's auditor and its associates for the audit		
	16,900	13,100
		,
of:	•	
Taxation compliance services	3,900	1,950
All other non-audit services not included above	-	1,475
Staff and a		
Start costs were as follows.		
	2015	2014
·		£
Wages and salaries	· -	6,854,712
		555,218
Other pension costs	310,258	58,046
	10,422,403	7,467,976
The average monthly number of employees including the directors during	ng the year was as fo	llower
The average monthly humber of employees, medicing the directors, duri	-	
		2014
		No.
Administration	20	15
	Depreciation of tangible fixed assets:	Depreciation of tangible fixed assets: - owned by the company 200,925 - held under finance leases 3,125 Operating lease rentals: - plant and machinery 9,298 Difference on foreign exchange (1,006,644) Research and development expenditure written off 55,740 During the year, no director received any emoluments (2014 - LNIL). Auditors' remuneration 2015 - L Fees payable to the company's auditor and its associates for the audit of the company's annual accounts 16,900 Fees payable to the company's auditor and its associates in respect of: - Taxation compliance services 3,900 All other non-audit services not included above Staff costs Staff costs Staff costs were as follows: - 2015 - L Wages and salaries 9,397,869 Social security costs 714,276 Other pension costs 10,422,403 The average monthly number of employees, including the directors, during the year was as for 2015 No.

118

100

3

145

168

3

Notes to the Financial Statements

For the year ended 30 September 2015

7. Interest payable

		2015	2014
		£	£
	On bank loans and overdrafts	130,125	28,927
	On other loans	173	539
	On finance leases and hire purchase contracts	11,261	1,218
		141,559	30,684
		•	
8.	Taxation		
		2015	2014
		£	£
	Analysis of tax charge/(credit) in the year		
	Current tax (see note below)		
	UK corporation tax charge/(credit) on profit for the year	281,308	(9,984)
	Deferred tax (see note 15)		
	Origination and reversal of timing differences	108,828	8,256
	Tax on profit on ordinary activities	390,136	(1,728)

Factors affecting tax charge for the year

The tax assessed for the year is lower than (2014 - lower than) the standard rate of corporation tax in the UK of 20.5% (2014 - 23%). The differences are explained below:

	2015 £	2014 £
Profit on ordinary activities before tax	11,373,561	3,842,399
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20.5% (2014 - 23%)	2,331,424	883,752
Effects of:		
Expenses not deductible for tax purposes	530	6,141
Capital allowances for year in excess of depreciation	(101,652)	(24,316)
Adjustment in research and development tax credit leading to an		
increase (decrease) in the tax charge	(768,699)	(506,000)
Changes in provisions leading to an increase (decrease) in the tax		
charge	-	(167,266)
Double taxation relief	(272,805)	-
Other differences leading to an increase (decrease) in the tax charge	(50,000)	(7,345)
Group relief	(857,490)	(191,117)
Marginal relief	-	(3,833)
Current tax charge/(credit) for the year (see note above)	281,308	(9,984)

Notes to the Financial Statements

For the year ended 30 September 2015

9. Tangible fixed assets

	Plant and machinery £	Fixtures and fittings	Total £
Cost			
At 1 October 2014	2,387,458	23,350	2,410,808
Additions	1,423,863	2,432	1,426,295
Disposals		(1,500)	(1,500)
At 30 September 2015	3,811,321	24,282	3,835,603
Depreciation			
At 1 October 2014	1,128,924	18,657	1,147,581
Charge for the year	202,453	1,597	204,050
On disposals	-	(188)	(188)
At 30 September 2015	1,331,377	20,066	1,351,443
Net book value	.		
At 30 September 2015	2,479,944	4,216	2,484,160
At 30 September 2014	1,258,534	4,693	1,263,227

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows:

	2015	2014
	£	£
Plant and machinery	16,928	20,053

10. Fixed asset investments

	Investments in subsidiary
	companies
	£
Cost or valuation	
At 1 October 2014	76,270
Additions	1,684
At 30 September 2015	77,954
Net book value	
At 30 September 2015	77,954
At 30 September 2014	76,270

Notes to the Financial Statements

For the year ended 30 September 2015

10. Fixed asset investments (continued)

Subsidiary undertakings

Kingdom)

The following were subsidiary undertakings of the company:

Name (country of incorporation, if not United

Advanced Insulation Systems do Brazil Ltda (Brazil)

	Name (country of incorporation, if not United Kingdom)	Aggregate of share capital and reserves	Profit/(loss)
	Advanced Insulation Systems do Brazil Ltda (Brazil)	(135,892)	(210,714)
11.	Stocks		
		2015	2014
		£	£
	Raw materials	2,090,051	1,503,346
	Work in progress	1,276,108	1,285,323
		3,366,159	2,788,669
12. [`]	Debtors		
		2015	2014
		£	£
	Trade debtors	7,317,495	4,637,075
	Amounts owed by group undertakings	6,329,272	1,876,119
	VAT recoverable	23,609	975,517
	Corporation tax recoverable	-	1,268,988
	Witholding tax recoverable	272,806	71,084
	Other debtors	1,354,559	68,790
	Prepayments and accrued income	33,205	16,185
	Amounts recoverable on long term contracts	9,217,142	9,309,355
	Retentions	70,000	140,000
		24,618,088	18,363,113

Class of shares

Ordinary

Holding

1%

Notes to the Financial Statements

For the year ended 30 September 2015

13. Creditors:

Amounts falling due within one year

	2015	2014
	£	£
Bank loans and overdrafts	3,786,673	4,678,891
Payments received on account	1,054,091	1,630,197
Net obligations under finance leases and hire purchase contracts	190,456	44,583
Trade creditors	3,830,284	4,943,448
Amounts owed to group undertakings	9,144,663	1,979,522
Other taxation and social security	197,468	222,099
Other creditors	94,594	14,189
Accruals and deferred income	361,222	1,164,758
	18,659,451	14,677,687

The bank overdraft facility held with Santander UK Plc is secured by a composite guarantee and right of set-off covering the Company and its parent.

14. Creditors:

Amounts	falling	due	after	more	than	one	year
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	2015	2014
	£	£
Net obligations under finance leases and hire purchase contracts	497,799	72,882

Obligations under finance leases and hire purchase contracts, included above, are payable as follows:

	2015	2014
	£	£
Between one and five years	497,799	72,882

Liabilities under finance leases and hire purchase agreements are secured on the assets to which they relate.

15. Deferred taxation

	2015	2014
	£	£
At beginning of year	208,770	208,770
Charge for year (P&L)	108,828	-
At end of year	317,598	208,770

Notes to the Financial Statements

For the year ended 30 September 2015

15. Deferred taxation (continue

	belefied taxation (bottomacu)		
	The provision for deferred taxation is made up as follows:		
		2015	. 2014
		£	£
	Accelerated capital allowances	317,598	208,770
16.	Share capital		
		2015	2014
		£	£
	Allotted, called up and fully paid	450.000	150,000
	150,000 Ordinary shares shares of £1 each	150,000	150,000
17.	Reserves		
		•	Profit and
			loss account
	At 1 October 2014		£ 7,732,328
	Profit for the financial year		10,983,425
	Dividends: Equity capital		(7,000,000)
	A. 20 Samuel at 2015		11,715,753
	At 30 September 2015		=====
18.	Reconciliation of movement in shareholders' funds		
10.	Reconciliation of movement in snareholders funds	2015	2014
		£	£
	Opening shareholders' funds	7,882,328	7,538,201
	Profit for the financial year	10,983,425	3,844,127
	Dividends (Note 19)	(7,000,000)	(3,500,000)
	Closing shareholders' funds	11,865,753	7,882,328
19.	Dividends		
		2015	2014
		£	£
	Dividends paid on equity capital	7,000,000	3,500,000

Notes to the Financial Statements

For the year ended 30 September 2015

20. Financial instruments

The Company has commitments under forward exchange contracts totalling the following values in GBP:

	Fair value
	£
Forward exchange contracts (sell USD)	(6,324)
Forward exchange contracts (buy EUR)	137,051
Currency swap (sell CAD)	(1,839)
Currency swap (buy USD)	207

The fair value of the financial instruments has not been recorded in the financial statements.

21. Capital commitments

At 30 September 2015 the company had capital commitments as follows:

	2015	2014
•	£	£
Contracted for but not provided in these financial statements	-	335,850

22. Pension commitments

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the Company in an independently administered fund. Contributions totalling £21,326 (2014: £13,938) were due to the scheme at the year end.

23. Operating lease commitments

At 30 September 2015 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings			Other
	2015	2014	2015	2014
	£	£	£	£
Expiry date:				
Within 1 year	-	-	-	618
Between 2 and 5 years	70,000	70,000	9,666	11,091

24. Other financial commitments

The Company has given performance bonds at the year end of £3,166,537 (2014: £2,006,350).

Notes to the Financial Statements

For the year ended 30 September 2015

25. Related party transactions

FRS 8 does not require disclosure of transactions entered into between two or more members of a group, provided that any subsidiary undertaking which is a party to the transaction is wholly owned by a member of that group. The Company has taken advantage of this exemption from disclosing these transactions.

26. Ultimate parent undertaking and controlling party

The immediate parent undertaking by virtue of its controlling holding in the share capital of the Company is Advanced Insulation Limited.

The ultimate parent undertaking is considered by the directors to be Advanced Insulation Holdings Limited, which is incorporated in the United Kingdom.

There is no ultimate controlling related party.