Registered number: 3535936

## LINVATEC (UK) LIMITED

## **DIRECTORS' REPORT AND FINANCIAL STATEMENTS**

For the year ended 31 December 2006

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#### **COMPANY INFORMATION**

**DIRECTORS** 

J J Corasantı

E R Corasantı

**SECRETARY** 

J Corasanti

**COMPANY NUMBER** 

3535936

**REGISTERED OFFICE** 

73/74 Shrivenham Hundred Business Park

Shrivenham Swindon Wiltshire

SN6 8TY

**AUDITORS** 

Horwath Clark Whitehill LLP

Chartered Accountants & Registered Auditors

Carrick House Lypiatt Road Cheltenham Gloucestershire GL50 2QJ

## DIRECTORS' REPORT For the year ended 31 December 2006

The directors present their report and the financial statements for the year ended 31 December 2006

#### 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 by law 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 judgments 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 that 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 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.

So far as each of the directors is aware at the time the report is approved

- there is no relevant audit information of which the company's auditors are unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any
  relevant audit information and to establish that the auditors are aware of that information

#### PRINCIPAL ACTIVITIES AND REVIEW OF BUSINESS

The company's principal activity during the year was the supply of medical equipment

#### **BUSINESS REVIEW**

2006 was another successful year for the company, achieving record sales of £16.7 million and sales growth of 9% on the prior year

Of the £14 1m increased sales revenue the majority stems from the commencement of direct sales (in September 2006 onwards) of the ConMed Endosurgery product range, previously sold in the UK by a distributor

Our key risks include the budgetary constraints faced by our customers and their cyclical purchasing patterns which can affect the sale of capital goods. Competition and the influence of group buyers has exerted a downward pressure on some prices. However despite this, sales growth remain buoyant across the product range.

With an aging population and a continuing trend towards less invasive procedures, the business is well placed to continue sales growth and maintain profitability

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £212,963 (2005 - £536,618)

## DIRECTORS' REPORT For the year ended 31 December 2006

#### **DIRECTORS**

The directors who served during the year were

J J Corasanti E R Corasanti

### **ADDITIONAL INFORMATION RE DIRECTORS**

The directors beneficial holdings in the group are disclosed in the notes to the accounts of the ultimate parent company, CONMED Corporation

No right to subscribe for shares in the company were issued or granted to the directors during the year

#### **AUDITORS**

The auditors, Horwath Clark Whitehill LLP, will be proposed for reappointment in accordance with section 385 of the Companies Act 1985

This report was approved by the board on \* 9th July 2007

and signed on its behalf

J J Corasantı Director 🐷

# PROFIT AND LOSS ACCOUNT For the year ended 31 December 2006

	Note	2006 £	2005 £
TURNOVER	1,2	16,673,360	15,267,720
Cost of sales		(12,401,115)	(11,165,391)
GROSS PROFIT	3	4,272,245	4,102,329
Selling and distribution costs		(2,536,767)	(2,129,941)
Administrative expenses		(1,380,742)	(1,243,166)
OPERATING PROFIT	3	354,736	729,222
Interest receivable		43,222	7,567
Interest payable	5		(987)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		397,958	735,802
TAX ON PROFIT ON ORDINARY ACTIVITIES	6	(184,995)	(199, 184)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		212,963	536,618

All amounts relate to continuing operations

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF LINVATEC (UK) LIMITED

We have audited the financial statements of Linvatec (UK) Limited for the year ended 31 December 2006 set out on pages 5 to 17. These financial statements have been prepared in accordance with 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 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 are 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 judgments 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 which 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.

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF LINVATEC (UK) LIMITED

#### **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 2006 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

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**HORWATH CLARK WHITEHILL LLP** 

Chartered Accountants Registered Auditors

Carrick House Lypiatt Road Cheltenham Gloucestershire GL50 2QJ

10 July 2007

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES For the year ended 31 December 2006

	Note	2006 £	2005 £
PROFIT FOR THE FINANCIAL YEAR		212,963	536,618
TOTAL RECOGNISED GAINS AND LOSSES RELATING TO THE YEAR		212,963	536,618
Prior year adjustment	14	(427,946)	
TOTAL GAINS AND LOSSES RECOGNISED SINCE LAST FINANCIAL STATEMENTS		(214,983)	

## BALANCE SHEET As at 31 December 2006

			2006		As restated 2005
	Note	£	£	£	£
FIXED ASSETS					
Tangible fixed assets	7		1,517,189		1,314,153
CURRENT ASSETS					
Stocks	8	214,880		182,407	
Debtors	9	2,919,419		2,808,466	
Cash at bank and in hand		76,041		156,713	
		3,210,340		3,147,586	
CREDITORS, amounts falling due within one year	10	(1,988,449)		(1,935,622)	
NET CURRENT ASSETS			1,221,891		1,211,964
TOTAL ASSETS LESS CURRENT LIABIL	ITIES		2,739,080		2,526,117
CAPITAL AND RESERVES					
Called up share capital	12		215,232		215,232
Profit and loss account	13		2,523,848		2,310,885
SHAREHOLDERS' FUNDS - All equity	15		2,739,080		2,526,117

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

9 July 2007

J J Corasanti Director

# CASH FLOW STATEMENT For the year ended 31 December 2006

Note	2006 £	2005 £
16	909,410	682,738
17	43,222	6,580
	(319,817)	(257,367)
17	(828,167)	(430, 326)
	(195,352)	1,625
17	-	215,230
	(195,352)	216,855
	16 17 17	Note £  16 909,410  17 43,222 (319,817)  17 (828,167)  (195,352)  17 -

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT For the year ended 31 December 2006

	2006 £	2005 £
(Decrease)/Increase in cash in the year	(195,352)	216,855
MOVEMENT IN NET DEBT IN THE YEAR	(195,352) 156,713	216,855 (60,142)
Net funds/(debt) at 1 January 2006  NET (DEBT)/FUNDS AT 31 DECEMBER 2006	(38,639)	156,713

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 1. ACCOUNTING POLICIES

#### 11 BASIS OF PREPARATION OF FINANCIAL STATEMENTS

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

#### 12 TURNOVER

Turnover comprises revenue recognised by the company in respect of goods and services supplied, exclusive of Value Added Tax and trade discounts

#### 13 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.

Short term leasehold property

period of the lease

Hire equiment

20% straight line

Fixtures and equipment

25-33% straight line

#### 1.4 OPERATING LEASES

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged to the profit and loss account on the strraight line basis over the lease term

#### 1.5 STOCKS

Spare part stocks 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, transportation and duties

#### 1.6 FOREIGN CURRENCIES

Assets and liabailities 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 ruling on the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

#### 1.7 DEFERRED TAXATION

Provision is made in full for all taxation deferred in repsect of timing differences that have originated but not reversed by the balance sheet date, except for gains on disposal of fixed assets which will be rolled over into replacement assets. No provision is made for taxation on permenent differences

Deferred tax assets are recognised to the extent that it is more likely than not that they will be recovered

#### 18 PENSIONS

The company does not operate a company pension scheme. For the employees the company makes contributions on their behalf to individual personal pensions plans. The company's share of contributions is charged against profits as they arise.

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 2. TURNOVER

The whole of the turnover is attributable to the principal activity

A geographical analysis of turnover is as follows

	2006 £	2005 £
Sales - UK	15,891,385	14,792,985
Sales - Other EU	355,229	410,017
Sales - Rest of world	426,746	64,718
	16,673,360	15,267,720

### 3. OPERATING PROFIT

The operating profit is stated after charging

	2006	2005
	£	£
Depreciation of tangible fixed assets		
- owned by the company	623,117	662,806
Auditors' remuneration	10,000	8,000
Operating lease rentals		
- other operating leases	116,908	93,423
Difference on foreign exchange	25,242	104,755

During the year, no director received any emoluments (2005 - £NIL)

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

4.	STAFF COSTS		
	Staff costs were as follows		
		2006 £	2005 £
	Wages and salaries Social security costs Other pension costs	2,114,208 229,604 151,810	1,734,676 200,663 117,872
		2,495,622	2,053,211
	Included in Wages and Salaries costs are Stock Options		a fallavva
	The average monthly number of employees, including th		
		2006	2005
	Sales	29	26
	Repairs Administration	9 13	9 11
		51	46
5.	INTEREST PAYABLE	2006	2005
		£	£
	Other interest payable	-	987

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

TAXATION		
	2006 £	2005 £
ANALYSIS OF TAX CHARGE IN THE YEAR		
CURRENT TAX (see note below)		
UK corporation tax charge on profits of the year Adjustments in respect of prior periods	184,995 -	308,817 (33,633)
TOTAL CURRENT TAX	184,995	275,184
DEFERRED TAX		
Origination and reversal of timing differences	-	(76,000)
TAX ON PROFIT ON ORDINARY ACTIVITIES	184,995	199,184
FACTORS AFFECTING TAX CHARGE FOR THE YEAR		<del></del>
FACTORS AFFECTING TAX CHARGE FOR THE YEAR  The tax assessed for the year is higher than the standard rate of cothe company (30%) The differences are explained below	prporation tax in the Uk	<u> </u>
The tax assessed for the year is higher than the standard rate of co	2006	applicable to
The tax assessed for the year is higher than the standard rate of co		applicable to
The tax assessed for the year is higher than the standard rate of cothe company (30%). The differences are explained below.  Profit on ordinary activities before tax.  Profit on ordinary activities multiplied by standard rate of	2006 £ 397,958 ———	2005 2005 £ 735,802
The tax assessed for the year is higher than the standard rate of continuous the company (30%). The differences are explained below.  Profit on ordinary activities before tax.	2006 £	applicable to
The tax assessed for the year is higher than the standard rate of cothe company (30%). The differences are explained below.  Profit on ordinary activities before tax.  Profit on ordinary activities multiplied by standard rate of	2006 £ 397,958 ———	2005 2005 £ 735,802
The tax assessed for the year is higher than the standard rate of cothe company (30%). The differences are explained below.  Profit on ordinary activities before tax.  Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 30% (2005 - 30%).  EFFECTS OF:  Expenses not deductible for tax purposes.	2006 £ 397,958 ————————————————————————————————————	2005 £ 735,802 220,741 24,333
The tax assessed for the year is higher than the standard rate of cothe company (30%). The differences are explained below.  Profit on ordinary activities before tax.  Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 30% (2005 - 30%).  EFFECTS OF:	2006 £ 397,958 ————————————————————————————————————	2005 2005 £ 735,802

There were no factors that may affect future tax charges

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

Leasehold   Land and   Land and	Total
COST  At 1 January 2006	
At 1 January 2006 Additions Disposals  At 31 December 2006  At 31 December 2006  At 1 January 2006  At 1 January 2006  At 255,747  At 373,994  At 385,277  At 1 January 2006  Charge for the year On disposals  At 31 December 2006	£
Additions Disposals  At 31 December 2006  At 31 December 2006  DEPRECIATION  At 1 January 2006 Charge for the year On disposals  At 31 December 2006	
DEPRECIATION         At 1 January 2006       175,677       2,480,564       248,977       2,5         Charge for the year       15,513       552,645       54,959       6         On disposals       (314)       -       (30,192)         At 31 December 2006       190,876       3,033,209       273,744       3,4         NET BOOK VALUE       64,871       1,340,785       111,533       1,4	219,371 328,481 (32,834)
At 1 January 2006 Charge for the year On disposals  At 31 December 2006	)15,018
Charge for the year On disposals  At 31 December 2006  NET BOOK VALUE At 31 December 2006  15,513 552,645 (314) - (30,192)  190,876 3,033,209 273,744 3,4  64,871 1,340,785 111,533 1,4	
NET BOOK VALUE At 31 December 2006  64,871 1,340,785 111,533 1,5	905,218 923,117 (30,506)
At 31 December 2006 64,871 1,340,785 111,533 1,5	197,829
At 31 December 2005 49.649 1,180,140 84.364 1.	517,189
THE OF DESCRIPTION 2000	314,153
8. STOCKS	
2006 €	2005 £
-	182,407 
9. DEBTORS	
2006 £	2005 £
	472,287
	225,313 110,866
<b>2,919,419</b> <i>2,</i>	808,466

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

10	CREDITORS. AMOUNTS FALLING DUE WITHIN ONE YEAR		
			As restated
		2006	2005
		£	£
	Bank loans and overdrafts	114,680	-
	Trade creditors	68,005	41,845
	Amounts owed to group undertakings	1,072,771 34,995	1,086,316 169,817
	Corporation tax Social security and other taxes	54,995 511,138	553,773
	Accruals and deferred income	186,860	83,871
		1,988,449	1,935,622
11.	DEFERRED TAX ASSET	Unprov	ıded
		-	
		2006 £	2005 £
	Evad accet timing differences	62,043	28,887
	Fixed asset timing differences	<del></del>	
12.	SHARE CAPITAL		
		2006	2005
		£	£
	AUTHORISED		
	216,230 Ordinary shares of £1 each	216,230	216,230
	210,230 Ordinary shares of £1 each		=======================================
	ALLOTTED, CALLED UP AND FULLY PAID		
	215,232 Ordinary shares of £1 each	215,232	215,232
13.	RESERVES		
			Profit and loss account £
	At 1 January 2006		2,738,831
	Pension reserve prior year adjustment (note 14)		(427,946) ————
	At 1 January 2006 (P & L as restated)		2,310,885
	Profit retained for the year		212,963

### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 14. PRIOR YEAR ADJUSTMENT

The 2005 Balance Sheet has been restated relating to a transfer price adjustment between the Linivatec (UK) Limited and its parent company CONMED Corporation

The effect of this transfer price adjustment is a decrease in shareholders' funds of £427,946, an increase in the inter-company balance of £615,452 and an increase in corporation tax recoverable of £187,506

### 15. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

. • •			
		2006 £	As restated 2005 £
	Opening shareholders' funds (as previously stated) Prior year adjustment	2,954,063 (427,946)	1,774,269
	Opening shareholders' funds (as restated)	2,526,117	1,774,269
	Profit for the year Shares issued during the year	212,963 -	536,618 215,230
	Closing shareholders' funds	2,739,080	2,526,117
16	NET CASH FLOW FROM OPERATING ACTIVITIES		
		2006 £	2005 £
	Operating profit Depreciation of tangible fixed assets	354,736 623,117	729,222 662,806
	Loss on disposal of tangible fixed assets Increase in stocks Increase in debtors	2,014 (32,473) (110,953)	87 (52,457) (648,014)
	Increase in creditors Decrease in amounts owed to group undertakings	` 86,514 <sup>′</sup> (13,545)	124,749 (133,655)
	NET CASH INFLOW FROM OPERATIONS	909,410	682,738
17.	ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH	I FLOW STATEMEN	т
		2006 £	2005 £
	RETURNS ON INVESTMENTS AND SERVICING OF FINANCE		
	Interest received Interest paid	43,222 -	7,567 (987)
	NET CASH INFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE	43,222	6,580

## NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

## 17 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH FLOW STATEMENT (continued)

	2006 £	2005 £
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT		
Purchase of tangible fixed assets Sale of tangible fixed assets	(828,481) 314	(430,418) 92
NET CASH OUTFLOW FROM CAPITAL EXPENDITURE	(828,167)	(430,326)
	2006 £	2005 £
FINANCING		
Issue of ordinary shares		215,230

#### 18. ANALYSIS OF CHANGES IN NET DEBT

	1 January	Cash flow	Other non-cash changes	31 December
	2006 £	£	£	2006 £
Cash at bank and in hand Bank overdraft	156,713 -	(80,672) (114,680)	-	76,041 (114,680)
NET FUNDS/(DEBT)	156,713	(195,352)	•	(38,639)

### 19. OPERATING LEASE COMMITMENTS

At 31 December 2006 the company had annual commitments under non-cancellable operating leases as follows

	Land and buildings		Other	
	2006	2005	2006	2005
	£	£	£	£
EXPIRY DATE.				
Within 1 year	-	-	52,012	21,098
Between 2 and 5 years	-	17,300	74,288	91,762
After more than 5 years	92,660	51,360	-	-

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 2006

#### 20. RELATED PARTY TRANSACTIONS

During the year Linvatec (UK) Limited had the following transactions with CONMED Corporation, a company registered in the USA, which is deemed to be related, as it is the ultimate parent company

	2006	2005
	£	£
Material purchases from CONMED	11,814,078	10,840,455
Sales of services to CONMED	426,746	474,735

At the year end Linvatec (UK) Limited owed CONMED Corporation £1,060,564 (2005 - £1,086,316) This balance is included within creditors amounts falling due within one year

#### 21. SHARE OPTIONS

Options to purchase shares in the ultimate holding company, CONMED Corporation, have been granted to some employees of Linvatec (UK) Limited. The valuation of the options has been calculated by the holding company and a charge made to Linvatec (UK) Limited. Further details of the method and assumptions used are disclosed in the accounts of CONMED Corporation (see note 22).

#### 22 ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The ultimate parent company is CONMED Corporation, a company registered in New York, USA. A copy of that company's accounts can be obtained from CONMED Corporation, 525 French Road, Utica, New York 13502, USA.