

COMPANY REGISTRATION NUMBER 773331

**NUMATIC INTERNATIONAL LIMITED**  
**FINANCIAL STATEMENTS**  
**31 DECEMBER 2011**



**STEWART & CO**  
Chartered Accountants & Statutory Auditor  
Knoll House, Knoll Road  
Camberley, Surrey  
GU15 3SY

**NUMATIC INTERNATIONAL LIMITED**  
**FINANCIAL STATEMENTS**  
**YEAR ENDED 31 DECEMBER 2011**

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# **NUMATIC INTERNATIONAL LIMITED**

## **THE DIRECTOR'S REPORT**

### **YEAR ENDED 31 DECEMBER 2011**

The director has pleasure in presenting his report and the financial statements of the group for the year ended 31 December 2011

#### **PRINCIPAL ACTIVITIES AND BUSINESS REVIEW**

The principal activity of the group during the year was that of design, manufacturer and distribution of professional cleaning equipment and there has been no change during the year

As we expected at the end of 2010, the year of 2011 has been very much "more of the same" with depressed activity as a result of the continued austerity strategy affecting both the retail and professional markets

Raw material price increases continued to play havoc with many product costs requiring a great deal of diligence in cost control in order to protect margins

The continued Euro uncertainty in the European countries has brought its own pressures on individual markets and I am sure this will continue for some time to come

Uncertain trading worldwide could well be something we will be living with for a few years to come

New and improved products developed in 2011/2012 will be presented at the Interclean exhibition in May 2012 and will enter production throughout 2012 and 2013 adding strength to our sales platform

The group sales in 2011 were a little ahead of 2010, as were profits, but some form of expansionist policy will be needed if we are to see across the board improvements during the next year

Our total worldwide manufacturing facility is based in Chard and, as one would expect, we have maintained employment levels at the existing number of 700 Employee relationships remain strong with excellent communications at all levels both at home and abroad

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £3,535,000 The director has not recommended a dividend

#### **FINANCIAL INSTRUMENTS**

The company does not use any financial instruments to hedge its risks associated with price, credit, liquidity or cash flow

#### **DIRECTOR**

The director who served the company during the year was as follows

Mr C R Duncan

# NUMATIC INTERNATIONAL LIMITED

## THE DIRECTOR'S REPORT *(continued)*

YEAR ENDED 31 DECEMBER 2011

### **DIRECTOR'S RESPONSIBILITIES**

The director is responsible for preparing the Director's Report and the financial statements in accordance with applicable law and regulations

Company law requires the director to prepare financial statements for each financial year Under that law the director has 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 director 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 year

In preparing those financial statements, the director is required to

- select suitable accounting policies and then apply them consistently,
- make judgements 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 group will continue in business

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

In so far as the director is aware

- there is no relevant audit information of which the group's auditor is unaware, and
- the director has taken all steps that he ought to have taken to make himself aware of any relevant audit information and to establish that the auditor is aware of that information

### **DISABLED EMPLOYEES**

It is the group's policy to consider applications for employment from disabled people on the same basis as other potential employees Ability and aptitude are the determining factors in the selection, training, career development and promotion of all employees If an employee becomes disabled during the period of employment the group will, if necessary and to the extent possible, retrain the employee for duties suited to that employee's abilities following disablement

### **EMPLOYEE INVOLVEMENT**

The group involves employees in the business in various ways Regular meetings are held between managers and the Union Representatives of staff to discuss any issues arising and the Health and Safety Committee liaises with staff Furthermore, wages are based on a productivity scheme, which involves disclosure to staff of sales performance

**NUMATIC INTERNATIONAL LIMITED**

**THE DIRECTOR'S REPORT** *(continued)*

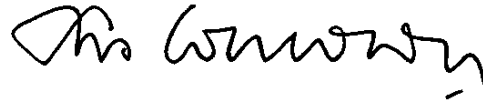
**YEAR ENDED 31 DECEMBER 2011**

**AUDITOR**

Stewart & Co are deemed to be re-appointed under section 487(2) of the Companies Act 2006

Registered office  
Knoll House  
Knoll Road  
Camberley  
Surrey  
GU15 3SY

Signed by order of the director



MR S WHITLOCK  
Company Secretary

Approved by the director on 29 August 2012

# **NUMATIC INTERNATIONAL LIMITED**

## **INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDER OF NUMATIC INTERNATIONAL LIMITED**

**YEAR ENDED 31 DECEMBER 2011**

We have audited the group and parent company financial statements ("the financial statements") of Numatic International Limited for the year ended 31 December 2011. 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 shareholder, 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 shareholder 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 shareholder as a body, for our audit work, for this report, or for the opinions we have formed.

### **RESPECTIVE RESPONSIBILITIES OF DIRECTOR AND AUDITOR**

As explained more fully in the Director's Responsibilities Statement set out on page 2, the director is 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 (APB's) Ethical Standards for Auditors.

### **SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the group's and the parent company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by , and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

# NUMATIC INTERNATIONAL LIMITED

## INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDER OF NUMATIC INTERNATIONAL LIMITED *(continued)*

YEAR ENDED 31 DECEMBER 2011

### OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements

- give a true and fair view of the state of the group's and parent company's affairs as at 31 December 2011 and of the group's 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

### EMPHASIS OF MATTER - POSSIBLE OUTCOME OF LEGAL PROCEEDINGS

In forming our opinion on the financial statements, which is not qualified, we have considered the adequacy of the disclosures made in note 19 to the financial statements concerning the possible outcome of legal proceedings, alleging the misappropriation of assets owned by Numatic International SAS, a wholly owned subsidiary incorporated in France, where the company is the claimant. The ultimate outcome of the matter cannot presently be determined and full provision has been made for the assets in question in the financial statements.

### OPINION ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Director's Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

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

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



Knoll House, Knoll Road  
Camberley, Surrey  
GU15 3SY

29 August 2012

DAVID HARTLEY FCA (Senior  
Statutory Auditor)  
For and on behalf of  
STEWART & CO  
Chartered Accountants  
& Statutory Auditor

# NUMATIC INTERNATIONAL LIMITED

## PROFIT AND LOSS ACCOUNT

YEAR ENDED 31 DECEMBER 2011

	Note	2011 £000	2010 £000
<b>GROUP TURNOVER</b>	<b>2</b>	<b>111,211</b>	105,362
Cost of sales		<u>74,790</u>	<u>70,269</u>
<b>GROSS PROFIT</b>		<b>36,421</b>	35,093
Distribution costs		2,680	2,735
Administrative expenses		28,174	28,157
Other operating income	3	(130)	(1,159)
<b>OPERATING PROFIT</b>	<b>4</b>	<b>5,697</b>	5,360
Attributable to			
Operating profit before exceptional items		5,367	5,577
Exceptional items	4	330	(217)
		<u>5,697</u>	<u>5,360</u>
Interest receivable and similar income	7	–	71
Interest payable and similar charges	8	(512)	(417)
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		<b>5,185</b>	5,014
Tax on profit on ordinary activities	9	1,650	1,552
<b>PROFIT FOR THE FINANCIAL YEAR</b>	<b>10</b>	<b>3,535</b>	3,462

All of the activities of the group are classed as continuing

The company has taken advantage of section 408 of the Companies Act 2006  
not to publish its own Profit and Loss Account

The notes on pages 11 to 29 form part of these financial statements



**NUMATIC INTERNATIONAL LIMITED**  
**GROUP STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES**  
**YEAR ENDED 31 DECEMBER 2011**

	<b>2011</b>	2010
	<b>£000</b>	£000
Profit for the financial year attributable to the shareholder of the parent company	<b>3,535</b>	3,462
Actuarial gain/(loss) in respect of defined benefit pension scheme	<b>(2,359)</b>	1,216
Deferred tax in respect of defined benefit pension scheme	<b>384</b>	(328)
	<u><b>1,560</b></u>	<u>4,350</u>
Exchange differences on retranslation of net assets of subsidiary undertakings	<b>(373)</b>	226
Total gains and losses recognised since the last annual report	<u><b>1,187</b></u>	<u>4,576</u>


The notes on pages 11 to 29 form part of these financial statements

**NUMATIC INTERNATIONAL LIMITED**  
**GROUP BALANCE SHEET**  
**31 DECEMBER 2011**

	Note	2011 £000	2010 £000
<b>FIXED ASSETS</b>			
Intangible assets	11	126	427
Tangible assets	12	<u>29,951</u>	<u>29,614</u>
		<u>30,077</u>	<u>30,041</u>
<b>CURRENT ASSETS</b>			
Stocks	14	14,725	16,788
Debtors	15	19,635	17,768
Cash at bank		<u>8,969</u>	<u>8,296</u>
		43,329	42,852
<b>CREDITORS: Amounts falling due within one year</b>	16	<u>18,588</u>	<u>20,194</u>
<b>NET CURRENT ASSETS</b>		<u>24,741</u>	<u>22,658</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>54,818</u>	<u>52,699</u>
<b>CREDITORS: Amounts falling due after more than one year</b>	17	5,864	5,972
<b>PROVISIONS FOR LIABILITIES</b>			
Deferred taxation	18	163	126
Other provisions	19	<u>1,941</u>	<u>2,329</u>
<b>NET ASSETS EXCLUDING PENSION LIABILITY</b>		<u>46,850</u>	<u>44,272</u>
Defined benefit pension scheme liability	20	<u>(4,666)</u>	<u>(3,276)</u>
<b>NET ASSETS INCLUDING PENSION LIABILITY</b>		<u>42,184</u>	<u>40,996</u>
<b>CAPITAL AND RESERVES</b>			
Called-up equity share capital	24	5,000	5,000
Profit and loss account	25	<u>37,184</u>	<u>35,996</u>
<b>SHAREHOLDER'S FUNDS</b>	26	<u>42,184</u>	<u>40,996</u>

These financial statements were approved and signed by the director and authorised for issue on 29 August 2012

MR C R DUNCAN



The notes on pages 11 to 29 form part of these financial statements

# NUMATIC INTERNATIONAL LIMITED

## BALANCE SHEET

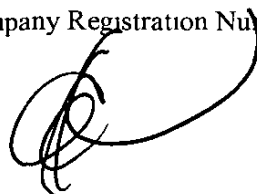
31 DECEMBER 2011

	Note	2011 £000	2010 £000
<b>FIXED ASSETS</b>			
Intangible assets	11	105	113
Tangible assets	12	24,558	24,556
Investments	13	10,167	7,545
		<u>34,830</u>	<u>32,214</u>
<b>CURRENT ASSETS</b>			
Stocks	14	9,520	11,725
Debtors	15	19,633	20,574
Cash at bank		7,574	7,345
		<u>36,727</u>	<u>39,644</u>
<b>CREDITORS: Amounts falling due within one year</b>	16	15,526	17,426
<b>NET CURRENT ASSETS</b>		<u>21,201</u>	<u>22,218</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>56,031</u>	<u>54,432</u>
<b>CREDITORS: Amounts falling due after more than one year</b>	17	3,884	4,002
<b>PROVISIONS FOR LIABILITIES</b>			
Deferred taxation	18	148	126
<b>NET ASSETS EXCLUDING PENSION LIABILITY</b>		<u>51,999</u>	<u>50,304</u>
Defined benefit pension scheme liability	20	(4,666)	(3,276)
<b>NET ASSETS INCLUDING PENSION LIABILITY</b>		<u>47,333</u>	<u>47,028</u>
<b>CAPITAL AND RESERVES</b>			
Called-up equity share capital	24	5,000	5,000
Profit and loss account	25	42,333	42,028
<b>SHAREHOLDER'S FUNDS</b>		<u>47,333</u>	<u>47,028</u>

These financial statements were approved and signed by the director and authorised for issue on 29 August 2012

MR C R DUNCAN

Company Registration Number 773331



The notes on pages 11 to 29 form part of these financial statements

**NUMATIC INTERNATIONAL LIMITED**  
**GROUP CASH FLOW STATEMENT**  
**YEAR ENDED 31 DECEMBER 2011**

	Note	2011 £000	2010 £000
<b>NET CASH INFLOW FROM OPERATING ACTIVITIES</b>	<b>27</b>	<b>7,842</b>	<b>5,762</b>
<b>RETURNS ON INVESTMENTS AND SERVICING OF FINANCE</b>	<b>27</b>	<b>(507)</b>	<b>(398)</b>
<b>TAXATION</b>	<b>27</b>	<b>(1,539)</b>	<b>(1,203)</b>
<b>CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT</b>	<b>27</b>	<b>(2,471)</b>	<b>(2,773)</b>
<b>CASH INFLOW BEFORE FINANCING</b>		<u><b>3,325</b></u>	<u><b>1,388</b></u>
<b>FINANCING</b>	<b>27</b>	<b>(108)</b>	<b>340</b>
<b>INCREASE IN CASH</b>	<b>27</b>	<u><b>3,217</b></u>	<u><b>1,728</b></u>

The notes on pages 11 to 29 form part of these financial statements

**NUMATIC INTERNATIONAL LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 31 DECEMBER 2011**

**1. ACCOUNTING POLICIES**

**Basis of accounting**

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

**Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the company and all group undertakings. These are adjusted, where appropriate, to conform to group accounting policies. Acquisitions are accounted for under the acquisition method and goodwill on consolidation is capitalised and written off over five years from the year of acquisition. The results of companies acquired or disposed of are included in the profit and loss account after or up to the date that control passes respectively. As a consolidated profit and loss account is published, a separate profit and loss account for the parent company is omitted from the group financial statements by virtue of section 408 of the Companies Act 2006.

**Turnover**

The turnover shown in the profit and loss account represents amounts invoiced during the year, exclusive of Value Added Tax.

**Research and development**

Research and development expenditure is written off in the year in which it is incurred.

**Goodwill**

Positive purchased goodwill arising on acquisitions is capitalised, classified as an asset on the Balance Sheet and amortised over its estimated useful life up to a maximum of 15 years. This length of time is presumed to be the maximum useful life of purchased goodwill because it is difficult to make projections beyond this period. Goodwill is reviewed for impairment at the end of the first full financial year following each acquisition and subsequently as and when necessary if circumstances emerge that indicate that the carrying value may not be recoverable.

**Amortisation**

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Goodwill	- 5 or 15 years
Patents	- Between 10 and 20 years straight line

**Fixed assets**

All fixed assets are initially recorded at cost.

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2011

### 1. ACCOUNTING POLICIES *(continued)*

#### Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Freehold Property	-	2% per annum straight line (France 15 years)
Plant & Machinery	-	On a straight line monthly basis over the first 6 years to 10% of cost, thereafter its value in use is reassessed on an annual basis and 20% reducing balance (France over 5 and 10 years straight line)
Computer Equipment	-	On a straight line basis over the first 3 years to 10% of cost, thereafter its value in use is reassessed on an annual basis (France between 3 and 5 years straight line)
Motor Vehicles	-	20%-33% per annum straight line
Tooling	-	On a straight line monthly basis over 4 to 10 years

#### Stocks

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

#### Work in progress

Work in progress is valued on the basis of direct costs plus attributable overheads based on normal level of activity. Provision is made for any foreseeable losses where appropriate. No element of profit is included in the valuation of work in progress.

#### Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

#### Pension costs and other post-retirement benefits

The group operates a defined benefit pension scheme for employees. The assets of the scheme are held separately from those of the group.

Current service costs, past service costs and gains and losses on settlements and curtailments are charged to the profit and loss account. Past service costs are recognised over the vesting period or immediately if the benefits have vested. When a settlement (eliminating all obligations for benefits already accrued) or a curtailment (reducing future obligations as a result of a material reduction in the scheme membership or a reduction in future entitlement) occurs, the obligation and related plan assets are re-measured using current actuarial assumptions and the resultant gain or loss is recognised in the profit and loss account during the period in which the settlement or curtailment occurs.

The interest cost and the expected return on assets are shown as a net amount in the profit and loss account as other finance costs or income. Actuarial gains and losses are recognised immediately in the statement of total recognised gains and losses.

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2011

### 1. ACCOUNTING POLICIES *(continued)*

Pension scheme assets are valued at fair value at the balance sheet date. Fair value is based on market price information and in the case of quoted securities is the published bid price. Pension scheme liabilities are measured on an actuarial basis using the projected unit method and are discounted to their present value using a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. Pension scheme deficits are recognised in full on the balance sheet, net of related deferred tax.

The overseas subsidiary undertakings make contributions (where applicable) on behalf of their employees into private funds, contributions to these schemes are charged to the profit and loss account as they are incurred.

The parent undertaking also operates a defined contribution self-administered scheme for directors, contributions to this scheme are charged to the profit and loss account as they are incurred.

#### **Deferred taxation**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more tax, with the following exceptions:

Provision is made for tax on gains arising from the revaluation (and similar fair value adjustments) of fixed assets, and gains on disposal of fixed assets that have been rolled over into replacement assets, only to the extent that, at the balance sheet date, there is a binding agreement to dispose of the assets concerned. However, no provision is made where, on the basis of all available evidence at the balance sheet date, it is more likely than not that the taxable gain will be rolled over into replacement assets and charged to tax only where the replacement assets are sold.

Deferred tax assets are recognised only to the extent that the director considers that it is 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 is measured on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

#### **Foreign currencies**

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

#### **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.

**NUMATIC INTERNATIONAL LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 31 DECEMBER 2011**

**1. ACCOUNTING POLICIES** *(continued)*

**Investments**

Investments held as fixed assets are stated at cost, provision is made for impairment where there is felt to be a permanent diminution in value of the underlying net assets

**2. TURNOVER**

The turnover for the year was derived from the group's principal activity. In the opinion of the director all geographical markets are supplied under similar terms conditions and prices, and the products supplied form one class of business. Inter group trading is eliminated on consolidation. The director considers that any further disclosure in terms of turnover analysis would be commercially sensitive and therefore prejudicial to the group.

**3. OTHER OPERATING INCOME**

	2011 £000	2010 £000
Rent receivable	–	74
Other operating income	<u>130</u>	<u>1,085</u>
	<u>130</u>	<u>1,159</u>

**4. OPERATING PROFIT**

Operating profit is stated after charging/(crediting)

	2011 £000	2010 £000
Amortisation of intangible assets	86	60
Depreciation of owned fixed assets	2,173	2,258
Loss/(Profit) on disposal of fixed assets	1	(25)
Operating lease costs		
- Plant and equipment	375	298
Net profit on foreign currency translation	(59)	(39)
Auditor's remuneration - audit of the financial statements	60	55
Auditor's remuneration - other fees	124	93
Provision for losses in Numatic International SAS	<u>(330)</u>	<u>217</u>



**NUMATIC INTERNATIONAL LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 31 DECEMBER 2011**

**4. OPERATING PROFIT** *(continued)*

Stewart & Co

	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>
Auditor's remuneration - audit of the financial statements	<u>60</u>	<u>55</u>
Auditor's remuneration - other fees		
- Local statutory audit of subsidiary	<u>124</u>	<u>93</u>
Overseas auditors		
	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>
Auditor's remuneration - other fees		
- Local statutory audit of subsidiary	<u>124</u>	<u>93</u>

**5. PARTICULARS OF EMPLOYEES**

The average number of staff employed by the group during the financial year amounted to

	<b>2011</b>	<b>2010</b>
	<b>No</b>	<b>No</b>
Number of production staff	<b>623</b>	<b>623</b>
Number of administrative staff	<u>222</u>	<u>215</u>
	<u><b>845</b></u>	<u><b>838</b></u>

The aggregate payroll costs of the above were

	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>
Wages and salaries	<b>24,804</b>	<b>24,884</b>
Social security costs	<b>1,626</b>	<b>1,616</b>
Other pension costs	<u><b>2,011</b></u>	<u><b>1,777</b></u>
	<u><b>28,441</b></u>	<u><b>28,277</b></u>

Other pension costs are amounts charged to operating profit and do not include amounts credited to finance income (see note 7), charged to finance costs (see note 8), and amounts recognised in the statement of recognised gains and losses

**NUMATIC INTERNATIONAL LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED 31 DECEMBER 2011**

**6. DIRECTOR'S REMUNERATION**

The director's aggregate remuneration in respect of qualifying services were

	2011 £000	2010 £000
Remuneration receivable	<u>424</u>	<u>740</u>

**7. INTEREST RECEIVABLE AND SIMILAR INCOME**

	2011 £000	2010 £000
Bank interest receivable	-	19
Net finance income in respect of defined benefit pension schemes	-	52
	<u>-</u>	<u>71</u>

**8. INTEREST PAYABLE AND SIMILAR CHARGES**

	2011 £000	2010 £000
Other similar charges payable	<u>512</u>	<u>417</u>

**9. TAXATION ON ORDINARY ACTIVITIES**

**(a) Analysis of charge in the year**

	2011 £000	2010 £000
Current tax		
<b>UK Taxation</b>		
In respect of the year		
UK Corporation tax based on the results for the year at 26% (2010 - 28%)	1,186	1,241
<b>Foreign tax</b>		
Current tax on income for the year	251	84
Total current tax	<u>1,437</u>	<u>1,325</u>
Deferred tax		
Origination and reversal of timing differences	213	227
Tax on profit on ordinary activities	<u>1,650</u>	<u>1,552</u>

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2011

### 9 TAXATION ON ORDINARY ACTIVITIES *(continued)*

#### (b) Factors affecting current tax charge

The tax assessed on the profit on ordinary activities for the year is higher than the standard rate of corporation tax in the UK of 26% (2010 - 28%)

	2011 £000	2010 £000
Profit on ordinary activities before taxation	<u>5,185</u>	<u>5,014</u>
Profit on ordinary activities by rate of tax	1,348	1,404
Expenses not deductible for tax purposes	448	86
Capital allowances for period in excess of depreciation	(39)	1
Tax chargeable at lower rates	22	-
Overseas taxation	251	84
Tax adjustment for overseas subsidiaries	(393)	(23)
Tax adjustment for pension costs under FRS17	(200)	(227)
Total current tax (note 9(a))	<u>1,437</u>	<u>1,325</u>

### 10. PROFIT ATTRIBUTABLE TO MEMBERS OF THE PARENT COMPANY

The profit dealt with in the financial statements of the parent company was £2,280,000 (2010 - £3,360,000)

### 11. INTANGIBLE FIXED ASSETS

Group	Goodwill £000	Patents £000	Total £000
<b>COST</b>			
At 1 January 2011	476	162	638
Additions	104	-	104
Transfers	(568)	-	(568)
Exchange adjustments	(12)	(3)	(15)
<b>At 31 December 2011</b>	<u>-</u>	<u>159</u>	<u>159</u>
<b>AMORTISATION</b>			
At 1 January 2011	187	24	211
Charge for the year	77	9	86
Transfers	(260)	-	(260)
Exchange adjustments	(4)	-	(4)
<b>At 31 December 2011</b>	<u>-</u>	<u>33</u>	<u>33</u>
<b>NET BOOK VALUE</b>			
<b>At 31 December 2011</b>	<u>-</u>	<u>126</u>	<u>126</u>
At 31 December 2010	<u>289</u>	<u>138</u>	<u>427</u>

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**11. INTANGIBLE FIXED ASSETS** *(continued)*

Company	Patents £000
<b>COST</b>	
At 1 January 2011 and 31 December 2011	<u>136</u>
<b>AMORTISATION</b>	
At 1 January 2011	23
Charge for the year	8
At 31 December 2011	<u>31</u>
<b>NET BOOK VALUE</b>	
At 31 December 2011	<u>105</u>
At 31 December 2010	<u>113</u>

**12. TANGIBLE FIXED ASSETS**

Group	Freehold Property £000	Plant & Machinery £000	Fixtures & Fittings £000	Motor Vehicles £000	Tooling £000	Total £000
<b>COST</b>						
At 1 Jan 2011	26,835	10,021	3,234	584	6,719	47,393
Additions	537	877	568	137	590	2,709
Disposals	-	(59)	(12)	(35)	(287)	(393)
Transfers		568				568
Exchange adjustments	(118)	(18)	(76)	(81)	(9)	(302)
At 31 Dec 2011	<u>27,254</u>	<u>11,389</u>	<u>3,714</u>	<u>605</u>	<u>7,013</u>	<u>49,975</u>
<b>DEPRECIATION</b>						
At 1 Jan 2011	4,253	6,920	2,278	310	4,018	17,779
Charge for the year	548	690	373	84	478	2,173
On disposals	-	(31)	(7)	(12)	-	(50)
Transfers		260				260
Exchange adjustments	(26)	(8)	(42)	(60)	(2)	(138)
At 31 Dec 2011	<u>4,775</u>	<u>7,831</u>	<u>2,602</u>	<u>322</u>	<u>4,494</u>	<u>20,024</u>
<b>NET BOOK VALUE</b>						
At 31 Dec 2011	<u>22,479</u>	<u>3,558</u>	<u>1,112</u>	<u>283</u>	<u>2,519</u>	<u>29,951</u>
At 31 Dec 2010	<u>22,582</u>	<u>3,101</u>	<u>956</u>	<u>274</u>	<u>2,701</u>	<u>29,614</u>

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2011

### 12. TANGIBLE FIXED ASSETS *(continued)*

Company	Freehold Property £000	Plant & Machinery £000	Fixtures & Fittings £000	Motor Vehicles £000	Tooling £000	Total £000
<b>COST</b>						
At 1 Jan 2011	22,154	9,289	2,339	54	6,355	40,191
Additions	112	607	396	-	584	1,699
Disposals	-	(18)	-	-	-	(18)
<b>At 31 Dec 2011</b>	<b><u>22,266</u></b>	<b><u>9,878</u></b>	<b><u>2,735</u></b>	<b><u>54</u></b>	<b><u>6,939</u></b>	<b><u>41,872</u></b>
<b>DEPRECIATION</b>						
At 1 Jan 2011	3,239	6,652	1,735	43	3,966	15,635
Charge for the year	416	543	263	3	470	1,695
On disposals	-	(16)	-	-	-	(16)
<b>At 31 Dec 2011</b>	<b><u>3,655</u></b>	<b><u>7,179</u></b>	<b><u>1,998</u></b>	<b><u>46</u></b>	<b><u>4,436</u></b>	<b><u>17,314</u></b>
<b>NET BOOK VALUE</b>						
<b>At 31 Dec 2011</b>	<b><u>18,611</u></b>	<b><u>2,699</u></b>	<b><u>737</u></b>	<b><u>8</u></b>	<b><u>2,503</u></b>	<b><u>24,558</u></b>
At 31 Dec 2010	<u>18,915</u>	<u>2,637</u>	<u>604</u>	<u>11</u>	<u>2,389</u>	<u>24,556</u>

### 13. INVESTMENTS

Company	Group companies £000
<b>COST</b>	
At 1 January 2011	7,545
Additions	2,622
<b>At 31 December 2011</b>	<b><u>10,167</u></b>
<b>NET BOOK VALUE</b>	
<b>At 31 December 2011</b>	<b><u>10,167</u></b>
At 31 December 2010	<u>7,545</u>

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	<b>Country of incorporation</b>	<b>Holding</b>	<b>Proportion of voting rights and shares held</b>	<b>Nature of business</b>
<b>Subsidiary undertakings</b>				
All held by the company				
Numatic International SAS	France	Ordinary shares	100%	Sales and distribution
Numatic International GmbH	Germany	Ordinary shares	100%	Sales and distribution
Numatic International B V	Holland	Ordinary shares	100%	Sales and distribution
Numatic International (Proprietary) Ltd	South Africa	Ordinary shares	100%	Sales and distribution
Numatic International Schweiz AG	Switzerland	Ordinary shares	100%	Sales and distribution

It must be emphasised that in aggregate the value of the investments in Numatic International SAS, Numatic International B V, Numatic International (Proprietary) Ltd and Numatic International Schweiz AG are disproportionate to their current asset value by £6,923,000. It is the company's policy to fully capitalise start up costs, working capital requirements and wherever possible the provision of freehold premises. All subsidiaries are held for the long term and are expected, if they are not already, to provide a meaningful return on the capital employed. Furthermore the current asset values of the subsidiary undertakings do not include internally generated goodwill. Accordingly no impairments have been made.

All subsidiary undertakings are involved in the sale and distribution of group and associated products.

All subsidiary undertakings are included in the consolidated accounts.

**14. STOCKS**

	<b>Group</b>		<b>Company</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Raw materials	<b>6,605</b>	8,280	<b>6,605</b>	8,280
Work in progress	<b>960</b>	944	<b>959</b>	944
Finished goods	<b>7,130</b>	7,534	<b>1,926</b>	2,471
Small tools	<b>30</b>	30	<b>30</b>	30
	<b><u>14,725</u></b>	<u>16,788</u>	<b><u>9,520</u></b>	<u>11,725</u>

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**15. DEBTORS**

	<b>Group</b>		<b>Company</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Trade debtors	16,374	14,224	10,777	9,223
Amounts owed by group undertakings	–	–	8,441	10,924
Other debtors	2,589	3,036	5	4
Deferred taxation (Note 18)	15	22	–	–
Prepayments and accrued income	657	486	410	423
	<u>19,635</u>	<u>17,768</u>	<u>19,633</u>	<u>20,574</u>

**16. CREDITORS: Amounts falling due within one year**

	<b>Group</b>		<b>Company</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Overdrafts	2,656	5,200	1,878	4,402
Trade creditors	8,589	8,259	7,907	7,659
Other creditors including taxation				
Corporation tax	686	804	686	791
Other taxation	1,498	827	1,374	674
Other creditors	915	788	–	–
Accruals and deferred income	4,244	4,316	3,681	3,900
	<u>18,588</u>	<u>20,194</u>	<u>15,526</u>	<u>17,426</u>

**17. CREDITORS: Amounts falling due after more than one year**

	<b>Group</b>		<b>Company</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Bank loans	<u>5,864</u>	<u>5,972</u>	<u>3,884</u>	<u>4,002</u>

**18. DEFERRED TAXATION**

The movement in the deferred taxation provision during the year was

	<b>Group</b>		<b>Company</b>	
	<b>2011</b>	<b>2010</b>	<b>2011</b>	<b>2010</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Provision brought forward	104	103	126	132
Increase/(Decrease) in provision	44	1	22	(6)
Provision carried forward	<u>148</u>	<u>104</u>	<u>148</u>	<u>126</u>

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**18. DEFERRED TAXATION** *(continued)*

The group's provision for deferred taxation consists of the tax effect of timing differences in respect of

<b>Group</b>	<b>2011</b>		<b>2010</b>	
	<b>Provided £000</b>	<b>Unprovided £000</b>	<b>Provided £000</b>	<b>Unprovided £000</b>
Excess of taxation allowances over depreciation on fixed assets	148	-	126	-
Other timing differences	-	-	(22)	-
	<u>148</u>	<u>-</u>	<u>104</u>	<u>-</u>

The company's provision for deferred taxation consists of the tax effect of timing differences in respect of

<b>Company</b>	<b>2011</b>		<b>2010</b>	
	<b>Provided £000</b>	<b>Unprovided £000</b>	<b>Provided £000</b>	<b>Unprovided £000</b>
Excess of taxation allowances over depreciation on fixed assets	148	-	126	-

**19. OTHER PROVISIONS**

	<b>Group</b>		<b>Company</b>	
	<b>2011 £000</b>	<b>2010 £000</b>	<b>2011 £000</b>	<b>2010 £000</b>
Other provisions	<u>1,941</u>	<u>2,329</u>	<u>-</u>	<u>-</u>

During 2009 irregular activities by former management were identified in Numatic International SAS, a wholly owned subsidiary incorporated in France, and there are currently legal proceedings in progress alleging the misappropriation of the subsidiary's assets, where the company is the claimant. The value of the assets that the company is trying to recover stands at £2,525,000, for which full provision was made in the financial statements for the year ended 31 December 2008. This figure consists of several transactions covering the two periods preceding this date. The results included in these financial statements in respect of Numatic International SAS are £175,000 a gain (2010 £106,000 loss) and £1,518,000 net assets (2010 £1,935,000 net liabilities). This is after a £330,000 gain (2010 £106,000 loss) and net liability £1,941,000 (2010 £2,329,000) in respect of the provision.



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**20. PENSIONS AND OTHER POST RETIREMENT BENEFITS**

The group operates a number of pension schemes for its employees

**Defined benefit pension scheme (company only)**

Employees contribute 7% of salary (2010 7%) with the balance of required contributions being met by the company (23.3% of pensionable salaries at the balance sheet date). An actuary reviews the assets and liabilities of the scheme on a triennial basis for funding purposes, the last valuation being as at 1st April 2009. Interim valuations will continue to be performed at the end of each accounting year for the purposes of FRS 17 disclosures.

The actuarial assessment considers the assets and liabilities at the date of calculation and forecasts assets and liabilities in the future according to a set of assumptions, the most important of which are the rate of return on the assets and the rate of increase in remuneration and pensions.

At the date of the last full valuation in 2009, the actuarial valuation of the assets was £18,745,000 and of the liabilities £31,354,000, representing a shortfall of £12,609,000 and a funding level of 60%. This underfunding is being reduced by adjusting the employer's contribution to 23.3% of pensionable salaries for the year to 31st December 2009 and thereafter.

The position will be reviewed at the next actuarial valuation, which should have an effective date not more than three years from the date of the latest valuation.

The amounts recognised in the profit and loss account are as follows

	2011 £000	2010 £000
<i>Amounts credited to operating profit</i>		
Current service cost	(864)	(851)
Total operating credit	<u>(864)</u>	<u>(851)</u>
<i>Amounts included in other finance cost/(income)</i>		
Expected return on scheme assets	2,003	1,848
Interest on scheme liabilities	(1,998)	(1,900)
Other finance cost/(income)	<u>5</u>	<u>(52)</u>
Total credit to the profit and loss account	<u>(859)</u>	<u>(903)</u>

The total operating credit is recognised in the following line items in the profit and loss account

	2011 £000	2010 £000
Cost of sales	(766)	(903)
Total operating credit	<u>(766)</u>	<u>(903)</u>

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**20. PENSIONS AND OTHER POST RETIREMENT BENEFITS** *(continued)*

Other finance cost is included in the profit and loss account within interest payable and similar charges

Actuarial losses of £(2,359) (2010 £1,216) have been recognised in the statement of total recognised gains and losses

The amounts recognised in the balance sheet are as follows

	2011 £000	2010 £000
Present value of unfunded obligations	(6,140)	(4,550)
Related deferred tax asset	1,474	1,274
Net pension liability	<u>(4,666)</u>	<u>(3,276)</u>

Changes in the present value of the defined benefit obligation scheme are as follows

	2011 £000	2010 £000
Opening defined benefit obligation	36,778	33,042
Current service cost	864	851
Interest on scheme liabilities	1,998	1,900
Actuarial loss	1,330	1,266
Contributions by scheme participants	488	509
Benefits paid	(914)	(790)
Closing defined benefit obligation	<u>40,544</u>	<u>36,778</u>

The defined benefit obligation may be analysed between wholly unfunded and wholly or partly funded schemes as follows

	2011 £000	2010 £000
Funded	34,404	32,228
Unfunded	6,140	4,550
	<u>40,544</u>	<u>36,778</u>

Changes in the fair value of scheme assets are as follows

	2011 £000	2010 £000
Opening fair value of scheme assets	32,228	26,467
Expected return on scheme assets	2,003	1,848
Contributions by scheme participants	488	509
Actuarial (loss)/gain	(1,029)	2,482
Benefits paid	(914)	(790)
Other	1,628	1,712
Closing fair value of scheme assets	<u>34,404</u>	<u>32,228</u>

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

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### 20. PENSIONS AND OTHER POST RETIREMENT BENEFITS *(continued)*

The fair value of the major categories of scheme assets as a percentage of total scheme assets are as follows

	2011	2010
	%	%
European equities	73.00	78.00
European bonds	21.00	15.00
Property	-	7.00
Cash	6.00	-

The principal actuarial assumptions as at the balance sheet date were

	2011	2010
	%	%
Discount rate	4.70	5.40
Expected return on scheme assets	5.50	6.10
Rate of increase in salaries	3.80	4.40
Rate of increase in pensions in payment	2.80	3.30
Inflation	2.80	3.40

Amounts for the current and previous four periods are as follows

	2011	2010	2009	2008	2007
	£000	£000	£000	£000	£000
Defined benefit obligation	(40,544)	(36,778)	(33,042)	(27,129)	(29,500)
Fair value of scheme assets	34,404	32,228	26,467	20,505	24,691
Deficit in the scheme	<u>(6,140)</u>	<u>(4,550)</u>	<u>(6,575)</u>	<u>(6,624)</u>	<u>(4,809)</u>

#### Other pension schemes

The overseas subsidiary undertakings make contributions into employees' personal pension schemes

#### Total pension costs

The pension cost charge represents contributions payable by the group to the funds and amounted to £1,777,000 (2009 £1,903,000), including contributions payable by overseas subsidiary undertakings

All contributions deducted from employees and payable by the employer have been paid to the UK schemes.

### 21. SECURITY

Bank borrowings covering the bank treasury loan and the overdraft facility are secured by specific legal charges over freehold land and property

Until 5 July 2012 there was a letter of comfort in place from the parent undertaking, in respect of any bank borrowings of Chalon UK Limited, a company previously owned and controlled by Mr C R Duncan, the sole director

There is also security given by the parent undertaking in respect of the bank borrowings of Numatic International SAS



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**22. COMMITMENTS UNDER OPERATING LEASES**

At 2011 the group had annual commitments under non-cancellable operating leases as set out below

Group	2011		2010	
	Land and buildings £000	Other items £000	Land and buildings £000	Other items £000
Operating leases which expire				
Within 1 year	241	277	267	180
Within 2 to 5 years	1,424	362	1,238	643
After more than 5 years	20	-	829	-
	<u>1,685</u>	<u>639</u>	<u>2,334</u>	<u>823</u>

**23. RELATED PARTY TRANSACTIONS**

The company was under the control of Mr C R Duncan throughout the current and previous year Mr C R Duncan is the director and sole shareholder

During the year the company was invoiced by Chalon UK Limited, a company previously owned and controlled by Mr C R Duncan, nil (2010 £250,000) regarding marketing and consultancy Also during the year the company lent to, and wrote off, £600,000 to Chalon UK Limited Since the year end a further £1,850,000 has been transferred to Chalon UK Limited and will be written off in the year ended 31 December 2012

**24. SHARE CAPITAL**

**Authorised share capital:**

	2011 £000	2010 £000
5,000,000 Ordinary shares of £1 each	<u>5,000</u>	<u>5,000</u>

**Allotted, called up and fully paid:**

	2011		2010	
	No	£000	No	£000
5,000,000 Ordinary shares of £1 each	<u>5,000,000</u>	<u>5,000</u>	<u>5,000,000</u>	<u>5,000</u>

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**25. RESERVES**

<b>Group</b>	<b>Profit and loss account £000</b>
Balance brought forward	35,996
Profit for the year	3,535
Exchange differences on retranslation of net assets of subsidiary undertakings	(372)
Defined benefit pension scheme	(1,975)
Balance carried forward	<u>37,184</u>
<b>Company</b>	<b>Profit and loss account £000</b>
Balance brought forward	42,028
Profit for the year	2,280
Defined benefit pension scheme	(1,975)
Balance carried forward	<u>42,333</u>

**26. RECONCILIATION OF MOVEMENTS IN SHAREHOLDER'S FUNDS**

	<b>2011 £000</b>	<b>2010 £000</b>
Profit for the financial year	3,535	3,462
Defined benefit pension scheme	(1,975)	876
Exchange differences on retranslation of net assets of subsidiary undertakings	(372)	226
Net addition to shareholder's funds	<u>1,188</u>	4,564
Opening shareholder's funds	40,996	36,432
Closing shareholder's funds	<u>42,184</u>	<u>40,996</u>

# NUMATIC INTERNATIONAL LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2011

### 27. NOTES TO THE CASH FLOW STATEMENT

#### RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2011 £000	2010 £000
Operating profit	5,697	5,360
Amortisation	86	60
Depreciation	2,173	2,258
Loss/(Profit) on disposal of fixed assets	1	(25)
Decrease/(increase) in stocks	2,063	(2,121)
(Increase)/decrease in debtors	(1,874)	1,337
Increase/(decrease) in creditors	1,056	(823)
(Decrease)/increase in provisions	(388)	121
Exchange differences arising on consolidation	(373)	226
Exchange rate adjustments on fixed assets	175	126
FRS17 adjustment reversal	(774)	(757)
Net cash inflow from operating activities	<u>7,842</u>	<u>5,762</u>

#### RETURNS ON INVESTMENTS AND SERVICING OF FINANCE

	2011 £000	2010 £000
Interest received	-	19
Interest paid	(507)	(417)
Net cash outflow from returns on investments and servicing of finance	<u>(507)</u>	<u>(398)</u>

#### TAXATION

	2011 £000	2010 £000
Taxation	<u>(1,539)</u>	<u>(1,203)</u>

#### CAPITAL EXPENDITURE

	2011 £000	2010 £000
Payments to acquire intangible fixed assets	(104)	(178)
Payments to acquire tangible fixed assets	(2,709)	(2,725)
Receipts from sale of fixed assets	342	130
Net cash outflow from capital expenditure	<u>(2,471)</u>	<u>(2,773)</u>

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**27. NOTES TO THE CASH FLOW STATEMENT** *(continued)*

**FINANCING**

	2011 £000	2010 £000
(Repayment of)/increase in bank loans	(108)	340
Net cash (outflow)/inflow from financing	<u>(108)</u>	<u>340</u>

**RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS**

	2011 £000	2010 £000
Increase in cash in the period	3,217	1,728
Net cash outflow from/(inflow) from bank loans	<u>108</u>	<u>(340)</u>
	<u>3,325</u>	<u>1,388</u>
Change in net funds	3,325	1,388
Net debt at 1 January 2011	(2,876)	(4,264)
Net funds at 31 December 2011	<u>449</u>	<u>(2,876)</u>

**ANALYSIS OF CHANGES IN NET FUNDS**

	At 1 Jan 2011 £000	Cash flows £000	At 31 Dec 2011 £000
Net cash			
Cash in hand and at bank	8,296	673	8,969
Overdrafts	(5,200)	2,544	(2,656)
	<u>3,096</u>	<u>3,217</u>	<u>6,313</u>
Debt			
Debt due after 1 year	(5,972)	108	(5,864)
Net funds	<u>(2,876)</u>	<u>3,325</u>	<u>449</u>