



**SCOTT-MONCRIEFF**

EDINBURGH AND GLASGOW

**DORMY LIMITED**

**Financial Statements  
For the year ended 31 December 2007**

**Company number: 151549**

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**DORMY LIMITED**

**Financial Statements  
For the year ended 31 December 2007**

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**Company Information**

**Company registration number.** 151549

**Country of incorporation.** England and Wales

**Registered office** Unit 4 Wharton Street  
Birmingham  
B7 5TR

**Principal place of business:** 144 Neilston Road  
Paisley  
PA2 6QH

**Directors:** M Peduzzi  
A Feldbauer  
I P Bradbeer  
M Wuercher  
D F Marchant

**Secretary:** D F Marchant

**Principal banker:** Bank of Scotland plc  
Glasgow Chief Office  
110 St Vincent Street  
Glasgow  
G2 5EJ

**Auditors:** Scott Moncrieff  
Registered Auditors  
Chartered Accountants  
25 Bothwell Street  
Glasgow  
G2 6NL

**Report of the Directors**

The Directors present their annual report together with the audited financial statements for the year ended 31 December 2007

**Principal Activity**

The company is principally engaged in the manufacture and distribution of marking products

**Results and Dividends**

There was a profit for the year after taxation amounting to £213,368 (2006 £113,574) The Directors did not recommend the payment of a dividend during the year

**Post balance sheet events**

On 30 September 2008, the operations of the company were hived-up to the parent undertaking Trodat (UK) Limited

**Directors**

The present membership of the Board is set out below All served throughout the year unless otherwise indicated

M Peduzzi  
A Feldbauer  
I P Bradbeer  
W Wuercher  
D F Marchant

**Directors' Responsibilities**

Company law requires the directors to prepare the financial statements for each financial year which 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 those financial statements the director is required to

- Select suitable accounting policies and then apply them consistently,
- made judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

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

**Report of the Directors**

**Disclosure of Information to Auditors**

As far as each of the Directors at the time the report is approved are aware -


- a) there is no relevant information of which the company's auditors are unaware, and
- b) 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

**Auditors**

Scott-Moncrieff were appointed as auditors of the company during the year

A resolution to re-appoint Scott-Moncrieff, Chartered Accountants, as auditors will be put to members at the annual general meeting

**BY ORDER OF THE BOARD**



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I P Bradbeer  
Director

14 October 2008

**Independent Auditors' Report to the Shareholders of Dormy Limited**

We have audited the financial statements of Dormy Limited for the year ended 31 December 2007 which comprise the principal accounting policies, the income statement, the balance sheet, statement of recognised income and expenditure, the cash flow statement and notes 1 to 21. 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 International Financial Reporting Standards (IFRSs) as adopted by the EU 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 judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

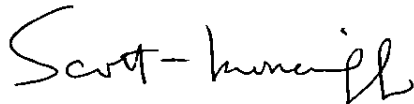
We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity 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 Dormy Limited**

**Opinion**

In our opinion -

- the financial statements give a true and fair view, in accordance with IFRSs as adopted by the EU, of the state of the company's affairs as at 31 December 2007 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



Scott-Moncrieff  
Chartered Accountants  
Registered Auditors  
25 Bothwell Street  
Glasgow  
G2 6NL

14 October 2008

**Income Statement**  
**For the year ended 31 December 2007**

	Note	2007 £	2006 £
<b>Continuing Operations</b>			
Revenue	5	6,233,977	5,706,509
Cost of sales		(3,055,507)	(2,840,642)
<b>Gross profit</b>		3,178,470	2,865,867
Administrative expenses		(2,965,102)	(2,732,293)
<b>Profit from operations</b>		213,368	133,574
Finance costs	7	-	(20,000)
<b>Profit before taxation</b>	6	213,368	113,574
Taxation	9	-	-
<b>Profit for the year</b>	15	<u>213,368</u>	<u>113,574</u>

**STATEMENT OF RECOGNISED INCOME AND EXPENSE**


Actuarial gain on defined benefit pension scheme	17	372,000	380,000
Net gain recognised directly in equity		372,000	380,000
Profit for the year		213,368	113,574
<b>Total recognised income and expenditure for the year</b>		<u>585,368</u>	<u>493,574</u>
Attributable to Equity holders of the parent		<u>585,368</u>	<u>493,574</u>



**Balance Sheet**  
As at 31 December 2007

	Note	2007 £	2006 £
<b>Non-current assets</b>			
Property, plant and equipment	10	792,563	676,878
<b>Current assets</b>			
Inventories	11	815,569	848,126
Trade and other receivables	12	5,457,920	4,844,079
Cash and cash equivalents		1,349,278	1,757,418
		<u>7,622,767</u>	<u>7,449,623</u>
<b>Total assets</b>		8,415,330	8,126,501
<b>Current liabilities</b>			
Trade and other payables	13	(6,621,247)	(6,080,114)
Net current assets		1,001,520	1,369,509
<b>Non-current liabilities</b>			
Retirement benefit obligations	17	(875,328)	(1,713,000)
<b>Total non-current liabilities</b>		<u>(875,328)</u>	<u>(1,713,000)</u>
<b>Net assets</b>		<u>918,755</u>	<u>333,387</u>
<b>Equity</b>			
Share capital	14	14,106	14,106
Retained earnings	15	904,649	319,281
<b>Equity attributable to equity shareholders</b>	15	<u>918,755</u>	<u>333,387</u>

The financial statements were approved and authorised for issue by the Board of Directors on 14 October 2008 and approved on their behalf by -



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I P Bradbeer  
Director

**Cash Flow Statement**  
**For the year ended 31 December 2007**

	Note	2007 £	2006 £
<b>Net cash (used in)/generated by operating activities</b>	16	(220,892)	346,883
<b>Investing activities</b>			
Purchases of property, plant and equipment		(187,248)	(20,614)
Sales of property, plant and equipment		-	2,351
<b>Net cash (used in) investing activities</b>		(187,248)	(18,263)
<b>Cash flows used in financing activities</b>			
Interest paid		-	-
<b>Net cash used in financing activities</b>		-	-
<b>Net (decrease)/increase in cash and cash equivalents</b>		(408,140)	328,620
<b>Cash and cash equivalents at the beginning of the year</b>		1,757,418	1,428,798
<b>Cash and cash equivalents at the end of the year</b>		<u>1,349,278</u>	<u>1,757,418</u>
<b>Comprising:</b>			
Cash		<u>1,349,278</u>	<u>1,757,418</u>

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

**1. General information**

Dormy Limited is a company incorporated in the United Kingdom. The address of its registered office and principal place of business are disclosed in the Company Information Section of the financial statements. The principal activity of the company is described on page 2.

**2. Statement of compliance**

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).

**3. Summary of significant accounting policies**

The accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to each year presented unless otherwise stated.

**Basis of preparation**

The financial statements have been prepared under the historical cost convention and, in accordance with IFRSs, and IFRIC interpretations endorsed by the European Union.

**Adoption of new and revised standards**

In the current year, the company has adopted IFRS 7 Financial Instruments Disclosures which is effective for annual reporting periods beginning on or after 1 January 2007, and the related amendment to IAS 1 Presentation of Financial Statements. The impact of the adoption of IFRS 7 and the changes to IAS 1 has been to expand the disclosures provided in these financial statements regarding the company's financial instruments and management of capital.

The following standards, amendments and interpretations became effective during the year, but are not relevant to the company's operations:

IFRIC 7	Applying the Restatement Approach under IAS 29, Financial Reporting in Hyperinflationary Economies
IFRIC 8	Scope of IFRS 2
IFRIC 9	Reassessment of Embedded Derivatives
IFRIC 10	Interim Financial Reporting and Impairment

At the year-end the following standards, amendments and interpretations, which have not been applied in these financial statements, were in issue but not yet effective:

IAS 1 (revised)	Presentation of Financial Statements
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At the year-end the following standards, amendments and interpretations were in issue but not yet effective and are not expected to be relevant to the company's operations:

IAS 23 (amendment)	Borrowing Costs
IFRS 8	Operating Segments
IFRIC 11	IFRS 2 – Group and Treasury Share Transactions
IFRIC 12	Service Concession Arrangements
IFRIC 13	Customer Loyalty Programmes
IFRIC 14	IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction

**Notes to the Financial Statements  
For the year ended 31 December 2007**

**3 Summary of significant accounting policies (cont'd)**

**Revenue**

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods and services provided in the normal course of the business, net of discounts, VAT and other sales related taxes. Sales of goods are recognised when goods are delivered and title passes.

**Property, plant and equipment**

The company elected, on adoption of IFRS at the date of transition, 1 January 2005, to freeze the cost of plant, property and equipment at their revalued amount.

At each balance sheet date, the company reviews the carrying amount of its tangible assets to determine whether there is any indication that these assets have suffered an impairment loss. If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recoverable amount is the higher of fair value less costs to sell and value in use. Value in use is based on estimated future cash flows, discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

**Depreciation**

Property, plant and equipment are stated at cost less accumulated depreciation and recognised impairment loss.

Depreciation is calculated to write down the cost or valuation less estimated residual value of all tangible fixed assets other than freehold land by equal annual instalments over their expected useful lives. The estimated useful lives, residual values and depreciation method are reviewed by class of asset at each year end, with any changes in estimate accounted for on a prospective basis. The rates generally applicable are -

Freehold buildings	2% on cost
Plant and machinery	10 – 20% on cost
Motor vehicles	20 – 33% on cost
Fixtures and fittings	10 – 20% on cost

**Inventories**

Inventories are valued at the lower of cost and net realisable value. Cost comprises direct material and where applicable, direct labour costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using the weighted average method. Net realisable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

**Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand and demand deposits and other short term highly liquid investments that are readily convertible into a known amount of cash and are subject to an insignificant risk of changes in value.

**Notes to the Financial Statements  
For the year ended 31 December 2007**

**3. Summary of significant accounting policies (cont'd)**

**Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax. Current tax including UK corporation tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

**Foreign currencies**

Transactions denominated in foreign currencies are translated at the exchange rate at the date of the transaction.

Foreign currency assets and liabilities held at the balance sheet date are retranslated at the exchange rates ruling at that date. Any resulting exchange profit or loss is dealt with in the Income Statement.

**Employee benefits – Retirement Benefit costs**

**Defined contribution scheme**

The pension costs charged against profits represent the amount of the contributions payable to the scheme in respect of the accounting period.

**Defined benefit scheme**

The company operates an externally managed contributory Retirement Benefits Scheme. The expected costs of providing pensions under this Scheme, as calculated by qualified actuaries using the projected unit method, is charged to the Income Statement so as to spread the cost over the service lives of the current employees.

Actuarial gains and losses are recognised in full in the Statement of Recognised Income and Expense as they are incurred.

**Leases**

All leases are regarded as operating leases and the payments made under them are charged to the Income Statement on a straight line basis over the lease term.

**Equity instruments**

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued are recorded at the proceeds received, net of direct issue costs.

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

**4. Critical accounting judgements and key sources of estimation uncertainty**

The preparation of financial statements under IFRS requires the company to make estimates and assumptions that affect the application of policies and reported amounts. Estimates and judgements are continually evaluated and are based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances. If in the future should such estimates and assumptions deviate from actual circumstances, the original estimates and assumptions would be modified as appropriate in the year in which circumstances change.

The estimates and assumptions which have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities within the next financial year are discussed below.

**Impairment of assets**

Property, plant and equipment are reviewed for impairment if events or changes in circumstances indicate that the carrying amount may not be recoverable. When a review for impairment is conducted, the recoverable amount of an asset is determined based on value-in-use calculations prepared on the basis of management's assumptions and estimates.

**Defined benefit scheme**

The company has a defined benefit scheme for its employees. The present value of the scheme's liabilities recognised at the balance sheet date has been calculated based on key assumptions and estimates of future events as set out in note 17.

**5. Revenue**

All revenue paid in the period was derived from the sale of goods and originated entirely from within the United Kingdom.

<b>6. Profit on ordinary activities before taxation</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Profit on ordinary activities before taxation is stated after charging/(crediting)		
Auditors' remuneration	17,500	18,500
Depreciation and amounts written off property plant and equipment - owned	71,563	85,423
Other operating lease rentals	45,492	44,827
Profit on disposal of tangible fixed assets	-	(400)
Staff costs (Note 8)	<u>1,754,693</u>	<u>1,598,689</u>
<b>7. Finance costs</b>		
Net finance cost on defined benefit pension scheme	<u>-</u>	<u>20,000</u>

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

<b>8 Directors and employees</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Remuneration in respect of directors was as follows -		
Emoluments	239,840	196,483
Compensation for loss of office	-	30,000
Pension costs	14,548	50,400
	<u>254,387</u>	<u>276,883</u>
Remuneration in respect of the highest paid director was as follows		
Emoluments	151,919	130,112
Pension contributions	10,800	-
	<u>162,719</u>	<u>130,112</u>
Number of directors accruing benefits in the defined benefits pension scheme	<u>-</u>	<u>1</u>
<b>Staff Costs</b>		
Staff costs during the year were as follows -		
Wages and salaries	1,555,356	1,390,965
Social security costs	147,478	133,425
Pension costs – operating charge	51,859	54,299
Operating staff costs	<u>1,754,693</u>	<u>1,578,689</u>
Pension costs – net finance cost	-	20,000
	<u>1,754,693</u>	<u>1,598,689</u>

The average number of employees of the company during the year was 83 (2006 78)

Notes to the Financial Statements  
For the year ended 31 December 2007

9 Tax on profit on ordinary activities	2007 £	2006 £
The tax charge represents		
UK corporation tax at 30% (2006 30%)	-	-
Deferred tax adjustments in respect of prior years	-	-
	<u>-</u>	<u>-</u>
	<u>-</u>	<u>-</u>

Unrelieved tax losses of £2,853,479 (2006 £2,541,962) remain available to offset against future taxable trading profits

**Factors affecting the tax charge for the year**

The tax assessed for the year differs from the standard rate of corporation tax in the United Kingdom of 30% (2006 30%) The differences are explained below -

Profit on ordinary activities before taxation	<u>213,368</u>	<u>113,574</u>
Profit on ordinary activities before taxation multiplied by standard rate of corporation tax in the United Kingdom of 30% (2006 30%)	64,010	34,072
Effect of		
Expenses not deductible for tax purposes	3,863	6,084
Capital allowances in excess of depreciation	(25,240)	22,349
Other short term timing differences	(136,088)	(81,848)
Trade losses not utilised	93,455	19,343
	<u>-</u>	<u>-</u>
	<u>-</u>	<u>-</u>



Notes to the Financial Statements  
For the year ended 31 December 2007

10. Property, plant and equipment	Freehold Land and Buildings £	Plant and Machinery £	Motor Vehicles £	Fixtures and Fittings £	Total £
<b>Cost</b>					
At 1 January 2006	643,889	1,887,940	3,430	877,950	3,404,647
Additions	-	8,202	-	12,412	20,614
Disposals	-	-	(3,430)	(2,181)	(5,611)
At 1 January 2007	643,889	1,887,940	-	887,821	3,419,650
Additions	-	33,010	-	154,238	187,248
Disposals	-	-	-	-	-
At 31 December 2007	<u>643,889</u>	<u>1,920,950</u>	<u>-</u>	<u>1,042,059</u>	<u>3,606,898</u>
<b>Depreciation</b>					
At 1 January 2006	85,008	1,811,488	3,430	761,083	2,661,009
Charge for year	12,878	23,219	-	49,326	85,423
Eliminated on disposal	-	-	(3,430)	(230)	(3,660)
At 1 January 2007	97,886	1,834,707	-	810,179	2,742,772
Charge for year	12,878	21,050	-	37,635	71,563
Eliminated on disposal	-	-	-	-	-
At 31 December 2007	<u>110,764</u>	<u>1,855,757</u>	<u>-</u>	<u>847,814</u>	<u>2,814,335</u>
<b>Net book amount</b>					
At 31 December 2007	<u>533,125</u>	<u>65,193</u>	<u>-</u>	<u>194,245</u>	<u>792,563</u>
<b>Net book amount</b>					
At 31 December 2006	<u>546,003</u>	<u>53,233</u>	<u>-</u>	<u>77,642</u>	<u>676,878</u>
<b>11. Inventories</b>					
				<b>2007</b> £	<b>2006</b> £
Raw materials and consumables				444,614	411,313
Work in progress				4,177	4,399
Finished goods and goods for resale				366,778	432,414
				<u>815,569</u>	<u>848,126</u>

The cost of inventories recognised as an expense during the year was £2,279,948 (2006 £2,209,967)

The cost of inventories recognised as an expense includes £1,500 (2006 £Nil) in respect of write downs of inventory to net realisable value

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

<b>12. Trade and other receivables</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Trade receivables	1,706,450	1,676,450
Amounts owed by parent undertakings	3,607,516	2,990,853
Amounts owed by group undertakings	27,370	70,366
Amounts owed by associated undertakings	-	9,178
Prepayments and accrued income	116,584	97,232
	<u>5,457,920</u>	<u>4,844,079</u>

All of the trade and other receivables above were receivable under normal commercial terms, 30 to 60 days. The directors consider that the carrying value of trade and other receivables approximates to their fair value. Debtors days were 91 days (2006: 99 days). A bad debt provision of £13,253 (2006: £17,676) was held against receivables.

<b>13. Trade and other payables</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Trade payables	443,542	443,371
Amounts owed to parent undertakings	4,812,035	4,120,229
Amounts owed to group undertakings	789,831	966,213
Amounts owed to associated undertakings	-	850
Social security and other taxes	168,289	191,116
Accruals and deferred income	407,550	358,335
	<u>6,621,247</u>	<u>6,080,114</u>

Trade purchases are made under normal commercial terms, generally 30 days. The directors consider that the carrying value of trade and other payables approximates to their fair value.

Notes to the Financial Statements  
For the year ended 31 December 2007

	2007 £	2006 £
<b>14. Share capital</b>		
<b>Authorised</b>		
19,400 Ordinary shares of £1 each	19,400	19,400
Nil 10% cumulative preference shares of £1 each	-	-
	<u>19,400</u>	<u>19,400</u>
<b>Allotted, called up and fully paid</b>		
14,106 Ordinary shares of £1 each	14,106	14,106
Nil 10% cumulative preference shares of £1 each	-	-
	<u>14,106</u>	<u>14,106</u>
<b>Equity shares</b>		
14,106 Ordinary shares of £1 each	<u>14,106</u>	<u>14,106</u>

**Reclassification of cumulative preference shares**

On 3 August 2006, the company reclassified all of the issued cumulative preference shares of £1 each as ordinary shares of £1 each ranking pari passu in all aspects with the existing ordinary shares of £1 each

	Share Capital £	Retained Earnings £	Total £
<b>15. Statement of changes in equity</b>			
At 1 January 2006	9,706	(174,293)	(164,587)
Actuarial gain on defined benefit pension scheme	-	380,000	380,000
Reclassification of preference shares	4,400	-	4,400
Profit for the year	-	113,574	113,574
Total recognised income for the year	<u>4,400</u>	<u>493,574</u>	<u>497,974</u>
At 1 January 2007	14,106	319,281	333,387
Actuarial gain on defined benefit pension scheme	-	372,000	372,000
Reclassification of preference shares	-	-	-
Profit for the year	-	213,368	213,368
Total recognised income for the year	<u>-</u>	<u>585,368</u>	<u>585,368</u>
At 31 December 2007	<u>14,106</u>	<u>904,649</u>	<u>918,755</u>

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

<b>16. Note to the cash flow statement</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Operating profit	213,368	133,574
Depreciation of property, plant and equipment	71,563	85,423
Profit on sale of property, plant and equipment	-	(400)
Other non-cash movements affecting earnings	(465,672)	(241,000)
Operating cash flows before movement in working capital	(180,741)	(22,403)
Decrease/(increase) in inventories	32,557	(258,186)
Increase in receivables	(613,841)	(880,318)
Increase in payables	541,133	1,507,790
Cash (used in)/generated by operations	<u>(220,892)</u>	<u>346,883</u>

**17. Pensions**

The group, of which the company is a member, operates a defined benefit scheme and a defined contribution scheme for principal UK subsidiary companies. The assets of both schemes are held separately from those of the group.

The contributions to the defined benefit scheme are determined by a qualified actuary with the most recent valuation being at 1 January 2006. The principal financial assumptions used in the valuation were as follows -

Average long term rate of investment return pre-retirement	5.5% per annum
Average long term rate of investment return post-retirement	4.75% per annum
Average rate of increase in pensionable earnings	4.75% per annum
Retail price inflation	2.75% per annum
Pensions in payment to escalate at	3% per annum
Pensions in deferment to escalate at	2.75% per annum

The market value of the scheme's assets was £6,999,000 at the date of valuation. The actuarial value of the assets at the date of the valuation represented 75% of the value of the liabilities. The recommendation of the actuary was that, with effect from 1 April 2007, the employer's contribution rate to the scheme was to be maintained at 23.8% of pensionable salaries. The Trustees have subsequently put in place a recovery plan, dated 28 March 2007, which is expected to remove the deficit over a 14 year period, by way of annual employer contributions of £146,000. The scheme closed to future accrual as at 30 September 2007. The next actuarial valuation is due at 1 January 2009.

A defined contribution pension scheme has been in operation since June 2000. The existing pension scheme continues to operate for existing employees. However, all new employees are eligible only to join the new pension scheme.

The total group pension charge for the year was as follows -

	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Defined contribution scheme	34,859	26,299
Defined benefit scheme	17,000	28,000
	<u>51,859</u>	<u>54,299</u>

Notes to the Financial Statements  
For the year ended 31 December 2007

## 17. Pensions (cont'd)

## IAS 19 "Employee Benefits"

The valuation used for IAS 19 disclosures has been based on the most recent actuarial valuation at 1 January 2006 and updated to take account of the requirements of IAS 19, in order to assess the liabilities of the scheme at 31 December 2007. The financial assumptions used to calculate scheme liabilities under IAS 19 were -

	Projected unit	
	2007	2006
Discount rate	5.75%	5.25%
Salary increase rate	n/a	3.00%
Inflation rate	3.25%	3.00%
Pension increase rate - pensioners	3.50%	3.25%
- deferred pensioners	3.25%	3.00%

The assets in the scheme and the expected rate of return were -

	Long term	Value as at	Long term	Value as at
	rate of return		rate of return	
	expected at	31 December	expected at	31 December
	2007	2007	2006	2006
		£000		£000
Equities	7.50%	3,098	7.50%	4,116
Bonds	5.75%	2,863	5.00%	2,849
Cash	5.75%	26	5.00%	6
Total market value of assets		5,987		6,971
Present value of scheme liabilities		(6,862)		(8,684)
Deficit in the scheme		(875)		(1,713)

The following amounts have been recognised in the income statement under the requirements of IAS 19

	2007	2006
	£000	£000
<b>Operating profit</b>		
Gain on settlement	(47)	(200)
Current service cost	17	28
Past service cost	-	48
Total operating (income)/charge	(30)	(124)
<b>Other finance costs</b>		
Expected return on pension scheme assets	412	430
Interest cost	(412)	(450)
Net return	-	(20)

Notes to the Financial Statements  
For the year ended 31 December 2007

## 17. Pensions (cont'd)

	2007 £000	2006 £000
<b>Statement of recognised income and expense (SORIE):</b>		
Actual return less expected return on pension scheme assets	(170)	53
Experience gains and losses arising on the scheme liabilities	120	93
Changes in the assumptions underlying the present value of scheme liabilities	422	234
	<u>372</u>	<u>380</u>
Total gain recognised in SORIE	<u>372</u>	<u>380</u>
<b>Movements in the present value of defined benefit obligations were as follows -</b>	<b>2007</b>	<b>2006</b>
	<b>£000</b>	<b>£000</b>
At 1 January	8,684	9,312
Current service cost	17	28
Past cost service	-	48
Contributions from scheme members	4	7
Interest cost	412	450
Benefits paid	(1,666)	(634)
Actuarial loss	(589)	(527)
	<u>6,862</u>	<u>8,684</u>
At 31 December	<u>6,862</u>	<u>8,684</u>
<b>Movements in the fair value of the scheme assets were as follows -</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
At 1 January	6,971	6,998
Expected return on assets	412	430
Company contributions	436	117
Employee contributions	4	7
Benefits paid	(1,666)	(634)
(Loss)/gain on assets	(170)	53
	<u>5,987</u>	<u>6,971</u>
At 31 December	<u>5,987</u>	<u>6,971</u>
The actual return on scheme assets was £242,000 (2006 £483,000)		
<b>History of experience gains and losses</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Experience adjustment on scheme liabilities	170	(93)
Percentage of scheme liabilities	2.8%	1.1%
Experience adjustment on scheme assets	(120)	(53)
Percentage of scheme assets	(1.7%)	0.8%

**Notes to the Financial Statements  
For the year ended 31 December 2007**

<b>18. Operating Lease Commitments</b>	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
At the balance sheet date, the Company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows -		
	<b>2007</b>	<b>2006</b>
	<b>£</b>	<b>£</b>
Within one year	32,054	45,492
In the second to fifth years inclusive	85,570	38,711
	<u>117,624</u>	<u>84,203</u>

Operating lease payments represent factory facilities with lease terms of 5 years, and motor vehicles and equipment with lease terms varying from 2 to 5 years

The company does not have the option to purchase the leased assets at the expiry of the lease period

**19. Financial assets and liabilities**

**Capital risk management**

The capital structure of the company consists of cash and cash equivalents. The company has an amalgamated group overdraft facility to assist in the management of liquidity risk which is due to expire on 21 September 2008. The Group manages its capital to ensure that entities in the Group will be able to continue as going concerns.

**Financial risk management objectives**

A treasury policy has been established which sets out the financial objectives of the company. The Directors monitor and manage the financial risks relating to the operations of the company through internal management reports.

**Market risk**

The company's market risk is primarily attributable to fluctuations in foreign currency. The company is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the Euro and US Dollar. Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities.

The exposure to foreign exchange risk is not considered to be significant.

**Notes to the Financial Statements**  
**For the year ended 31 December 2007**

**19 Financial assets and liabilities (cont'd)**

**Credit risk management**

The company's credit risk is primarily attributable to its trade receivables. Maximum credit risk exposure is limited to the carrying amount recognised in the balance sheet.

Risk is managed by assessment of all significant new customers prior to agreement to trade and regular review of overdue debt by management.

Included in the company's trade receivable balance are overdue balances totalling £709,768 (2006, £265,607). The Directors consider all balances to be fully recoverable with the exception of £13,253 (2006, £17,677) which has been provided for.

**Liquidity risk**

Ultimate responsibility for liquidity risk management rests with the Directors. The company manages liquidity risk by maintaining both short and long term cash flow forecasts. The company has an amalgamated group overdraft facility.

The financial risk on liquid funds is limited because the counterparty is a bank with a high credit rating.

**Fair value of financial instruments**

The directors consider that there is no significant difference between the book value and fair value of the company's financial assets and liabilities.

**20. Related Party Transactions**

The company undertook trading transactions during the ordinary course of business with related parties during the year and had balances outstanding with these parties at 31 December -

	Revenue		Receivable		Expenditure		Payable	
	2007	2006	2007	2006	2007	2006	2007	2006
	£	£	£	£	£	£	£	£
<b>Parent undertaking</b>								
Trodat UK Limited	-	-	3,607,516	2,990,853	220,569	164,191	4,812,035	4,120,229
<b>Group undertaking</b>								
Trodat GmbH	407,235	375,555	1,383	934	1,745,172	1,550,889	602,592	779,718
Trodat Produktions GmbH	20,801	20,091	-	67,219	79,180	103,957	22,502	131,138
Trodat Marking Devices (Xiamen) Co Limited	-	2,316	-	2,213	200,256	249,878	126,561	55,357
Trodat France SAS	72	-	72	-	-	-	-	-
Trotec GmbH	-	-	-	-	-	-	31,694	-
Trodat Marking Products Inc	-	974	81	-	-	-	-	-
Trotec Laser UK	33,873	-	25,833	-	-	-	3,583	-
Trodat Trading (Xiamen) Co Ltd	-	-	-	-	5,179	-	2,898	-
<b>Associated undertaking</b>								
XYZMO Software GmbH	-	-	-	9,178	-	-	-	850



**Notes to the Financial Statements  
For the year ended 31 December 2007**

**21. Immediate and ultimate parent undertaking**

The immediate parent undertaking is Trodat (UK) Limited. The largest group of undertakings for which group accounts have been prepared is that headed by Trodat GmbH, a company incorporated in Austria.

The directors consider that the ultimate parent undertaking of this company is Trodat GmbH, incorporated in Austria. Copies of group accounts for the ultimate parent undertaking may be obtained from its registered office.

**22. Post balance sheet events**

On 30 September 2008, the operations of the company were hived-up to the parent undertaking Trodat (UK) Limited.