

# S.L.E. LIMITED ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 JULY 2008

Company Registration No. 1649988 (England And Wales)

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### DIRECTORS' REPORT FOR THE YEAR ENDED 31 JULY 2008

The directors present their report and financial statements for the year ended 31 July 2008.

### Principal activities and review of the business

The principal activities of the company throughout the year were those of designing, manufacturing and supplying medical equipment.

This year the Company recorded its highest ever annual turnover, significantly ahead of last year, which was at the time our best annual turnover year to date. The Company also recorded an increased level of net profit.

The increase in turnover was accounted for by an increase in the number of SLE manufactured products sold. In particular there was significant growth outside of Europe and this is anticipated to continue as the company enhances its network of distributors.

This financial year the Company completed the process of focusing its activities on neonatal/infant intensive care with the ending of its distribution of adult ventilators in the UK. Whilst the initial effect is to reduce UK turnover in this financial year, it better positions the UK sales team for overall more profitable future growth.

No new products were released in this financial year although several significant enhancements were made to current products. However, much long-term work was undertaken and a number of new products are due to be released in this coming financial year.

Overall the directors considered the results to be encouraging, and a positive enhancement to the success of the Company.

### Results and dividends

The results for the year are set out on page 4.

### Research and development

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

### **Directors**

The following directors have held office since 1 August 2007:

D.P. Nelligan

B.J. Nelligan

M.D. Donovan

R. K. L. Woodrow

### **Auditors**

Kingston Smith LLP have indicated their willingness to continue in office and in accordance with the provisions of the Companies Act it is proposed that they be re-appointed auditors to the company for the ensuing year.

### DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### **Directors' responsibilities**

The directors are responsible for preparing 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 those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements 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.

### Statement of disclosure to auditors

- (a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

By order of the board

S. Nelligan

Secretary

### INDEPENDENT AUDITORS' REPORT TO S.L.E. LIMITED **UNDER SECTION 247B OF THE COMPANIES ACT 1985**

We have examined the abbreviated accounts set out on pages 4 to 16, together with the financial statements of S.L.E. Limited for the year ended 31 July 2008 prepared under section 226 of the Companies Act 1985.

This report is made solely to the company in accordance with Section 247B of the Companies Act 1985. Our work has been undertaken so that we might state to the company those matters we are required to state to them in an auditor's report on abbreviated accounts 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, for our work, for this report, or for the opinions we have formed.

### Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Act to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with that provision and to report our opinion to you.

### Basis of opinion

We conducted our work in accordance with Bulletin 2006/3 "The special auditor's report on abbreviated accounts in the United Kingdom" issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

#### Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Companies Act 1985, and the abbreviated accounts have been properly prepared in accordance with that provision.

Kingston Just LLP

Kingston Smith LLP

**Chartered Accountants** 

**Registered Auditors** 

6 January 2009

Surrey House 36-44 High Street

Redhill Surrey

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# ABBREVIATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 JULY 2008

		2008	2007
	Notes	£	£
Gross profit		3,515,054	3,643,069
Distribution costs		(847,286)	(660,400)
Administrative expenses		(2,036,291)	(2,412,463)
Operating profit	2	631,477	570,206
Profit on sale of UK diagnostic distribu	tion division	-	39,997
Profit on ordinary activities before			<del></del>
interest		631,477	610,203
Other interest receivable and similar			
income		14,854	44,853
Interest payable and similar charges	4	(213,118)	(201,665)
Profit on ordinary activities before			
taxation		433,213	453,391
Tax on profit on ordinary activities	5	(153,726)	(195,433)
Profit for the year	15	279,487	257,958
			<del></del>

The profit and loss account has been prepared on the basis that all operations are continuing operations.

There are no recognised gains and losses other than those passing through the profit and loss account.

# ABBREVIATED BALANCE SHEET AS AT 31 JULY 2008

		2008		2007	
	Notes	£	£	£	£
Fixed assets					
Tangible assets	6		824,898		837,133
Investments	7		220		220
			825,118		837,353
Current assets					
Stocks	8	2,387,808		2,277,413	
Debtors	9	2,621,397		1,961,133	
Cash at bank and in hand		527,585		1,592,805	
		5,536,790		5,831,351	
Creditors: amounts falling due within	10				
one year		(3,007,488)		(3,646,952)	
Net current assets			2,529,302		2,184,399
Total assets less current liabilities			3,354,420		3,021,752
Creditors: amounts falling due after more than one year	11		(541,000)		(541,000)
Provisions for liabilities and charges	12		(137,160)		(83,979)
Net Assets			2,676,260		2,396,773
Capital and reserves					
Called up share capital	14		25,000		25,000
Revaluation reserve	15		113,608		123,707
Profit and loss account	15		2,537,652		2,248,066
From and loss account	19		2,001,002		
Shareholders' funds	16		2,676,260		2,396,773

These abbreviated accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium-sized companies.

B.J. Nelligar Director

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 JULY 2008

		2008		2007
	£	£	£	£
Net cash inflow from operating activities		23,003		267,423
Returns on investments and servicing of finance				
Interest received	14,854		44,853	
Interest paid	(213,118)		(201,665)	
Net cash outflow for returns on investments		(198,264)		
and servicing of finance				(156,812)
Taxation		(212,382)		(311)
Capital expenditure				
Payments to acquire tangible assets	(126,087)		(58,469)	
Receipts from sales of tangible assets	65,007		-	
Receipts from sales of investments			375,000	
Net cash outflow for capital expenditure		(61,080)		316,531
Net cash outflow before management of liquid resources and financing		(448,723)		426,831
Financing			(444 972)	
Repayment of long term bank loan	<u>-</u>		(111,873)	
Net cash outflow from financing				(111,873)
(Decrease)/increase in cash in the year		(448,723)		314,958

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 JULY 2008

1	Reconciliation of operating profit to net cash inflow from activities	operating	2008	2007
			£	£
	Operating profit		631,477	570,206
	Depreciation of tangible assets		102,175	163,976
	(Profit)/loss on disposal of tangible assets		(28,860)	58,820
	Increase in stocks		(110,395)	(676,098)
	Increase in debtors		(660,264)	(183,164)
	Increase in creditors within one year		88,870	333,683
	Net cash inflow from operating activities		23,003	267,423
2	Analysis of net debt	1 August 2007		31 July 2008
		£	£	£
	Net cash:	. ====	(( 505 600)	
	Cash at bank and in hand		(1,065,220)	
	Bank overdrafts	(1,737,991)	616,497	(1,121,494)
		(145,186)	(448,723)	(593,909)
	Debt:			
	Debts falling due after one year	(541,000)	-	(541,000)
	Net debt	(686,186)	(448 723)	(1,134,909)
	Net debt			
3	Reconciliation of net cash flow to movement in net debt		2008	2007
			£	£
	(Decrease)/increase in cash in the year		(448,723)	314,958
	Cash (inflow)/outflow from (increase)/decrease in debt			111,874
	Movement in net debt in the year		(448,723)	426,832
	Opening net debt		(686,186)	(1,113,018)
	Closing net debt		(1,134,909)	(686,186)
				<del></del>

# NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 JULY 2008

### 1 Accounting policies

### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention modified to include the revaluation of freehold land and buildings.

### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

### 1.3 Turnover

Turnover represents amounts receivable for goods and services provided net of value added tax.

#### 1.4 Research and development

Research expenditure is written off to the profit and loss account in the year in which it is incurred. Development expenditure is written off in the same way unless the directors are satisfied as to the technical, commercial and financial viability of individual projects. In this situation, the expenditure is deferred and amortised over the period during which the company is expected to benefit.

### 1.5 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation less estimated residual value of each asset over its expected useful life, as follows:

Land and buildings 2% straight line
Plant and machinery 20% reducing balance
Computer equipment 33% straight line

Fixtures, fittings & equipment 20% reducing balance

Motor vehicles 25% straight line

Demo Equipment over 4 years with no depreciation in the first year, 30% in

the second, 30% in the third and 40% being charged in the final year.

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The part of the annual depreciation charge on revalued assets which relates to the revaluation surplus is transferred from the revaluation reserve to the profit and loss account.

#### 1.6 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

### 1.7 Investments

Fixed asset investments are stated at cost less provision for diminution in value.

### 1.8 Stock and work in progress

Stock and work in progress are valued at the lower of cost and net realisable value. Cost includes all direct costs incurred in bringing the stocks to their present location and condition, including where appropriate a proportion of manufacturing overheads.

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 1 Accounting policies (continued)

#### 1.9 Pensions

The company operates a defined contribution scheme on behalf of the Company's employees, which is funded by contributions partly from the employees and partly from the Company at rates determined by the Company. Such contributions are held in Trustee Administered Funds completely independent of the Company's finances.

In addition the Company makes contributions to the S.L.E. No.3 Retirement Benefits Scheme, a defined contribution scheme, on behalf of the Officers and Directors of the Company.

The pension costs represents contributions payable to the scheme.

### 1.10 Deferred taxation

In accordance with FRS 19, deferred tax is recognised as a liability or asset if transactions or events that give the company the obligation to pay more tax in future or a right to pay less tax in future have occurred by the Balance Sheet date.

### 1.11 Foreign currency translation

Transactions denominated in foreign currencies are translated into Sterling at the rate of exchange ruling at the date of the transaction. Assets and liabilities in foreign currencies are translated into Sterling at the rates of exchange ruling at the end of the financial year. All exchange differences are dealt with in the profit and loss account.

2	Operating profit	2008 £	2007 £
	Operating profit is stated after charging:		
	Depreciation of tangible assets	102,175	163,976
	Loss on disposal of tangible assets	-	58,820
	Loss on foreign exchange transactions	-	191,036
	Operating lease rentals		
	- Plant and machinery	7,055	8,333
	- Other assets	188,002	176,647
	Auditors' remuneration	10,750	10,250
	and after crediting:		
	Profit on disposal of tangible assets	(28,860)	-
	Profit on foreign exchange transactions	(38,591)	<del>-</del>
3	Interest receivable and similar income	2008	2007
		£	£
	Bank interest	14,854	44,853
		14,854	44,853

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

4	Interest payable and similar charges	2008 £	2007 £
	On bank loans and overdrafts	168,362	156,787
	On overdue tax	1,964	5,471
	Other interest	42,792	39,407
		213,118	201,665
5	Taxation	2008	2007
		£	£
	Domestic current year tax		
	U.K. corporation tax	100,545	185,635
	Adjustment for prior years	<u>-</u>	26,746
	Current tax charge	100,545	212,381
	Deferred tax		
	Deferred tax (credit)/charge current year	53,181	(16,948)
		153,726	195,433
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	433,213	453,391
	Profit on ordinary activities before taxation multiplied by standard rate of		
	UK corporation tax of 29.33% (2007 - 30.00%)	127,061	136,017
	Effects of:		
	Non deductible expenses	499	25,598
	Depreciation add back	29,968	49,193
	Capital allowances	(32,800)	10,261
	Adjustments to previous periods	-	26,746
	Marginal rate relief	(24,183)	(21,579)
	Other tax adjustments	<u> </u>	(13,855)
		(26,516)	76,364
	Current tax charge	100,545	212,381

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 6 Tangible fixed assets

Tangible fixed assets	Land and buildings	Plant and machinery	Fixtures, fittings & equipment	Motor vehicles	Total
	£	£	£	£	£
Cost or valuation					
At 1 August 2007	748,593	273,855	1,065,436	10,115	2,097,999
Additions	-	7,727	118,360	-	126,087
Disposals	-	-	(87,004)	-	(87,004)
At 31 July 2008	748,593	281,582	1,096,792	10,115	2,137,082
Depreciation					
At 1 August 2007	179,426	240,052	835,940	5,448	1,260,866
On disposals	-	-	(50,857)	-	(50,857)
Charge for the year	16,809	7,368	75,469	2,529	102,175
At 31 July 2008	196,235	247,420	860,552	7,977	1,312,184
Net book value					
At 31 July 2008	552,358	34,162	236,240	2,138	824,898
At 31 July 2007	569,167	33,803	229,496	4,667	837,133

Included within land and buildings is land with a cost of £78,853 (2007: £78,853).

The freehold and leasehold land and buildings were valued on an open market basis by Stuart Edwards Fullermoon, a firm of independent Chartered Surveyors, on 12 August 2003. The Directors have not updated the value at the year end, because they are not aware of any material change in value.

If these properties were sold for their revalued amounts it would be necessary to replace them with similar property, and rollover relief against tax on the gain would be available. Accordingly, no timing differences arise and no provision has been made for deferred tax in respect of the revaluation.

### Comparable historical cost for the land and buildings included at valuation:

£
622,361
182,509 7,530
190,039
432,322
439,852

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 7 Fixed asset investments

			Unlisted investments £
	Cost or valuation At 1 August 2007 & at 31 July 2008		220
	Net book value At 31 July 2007 and at 31 July 2008		220
			Directors' valuation £
	At 31 July 2007 and at 31 July 2008		220
8	Stocks and work in progress	2008 £	2007 £
	Raw materials and consumables Work in progress Finished goods and goods for resale	1,414,877 357,104 615,827	931,468 738,832 607,113
		2,387,808	2,277,413
9	Debtors	2008 £	2007 £
	Trade debtors Other debtors Prepayments and accrued income	2,351,821 179,369 90,207	1,599,987 294,995 66,151
		2,621,397	1,961,133

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

10	Creditors: amounts falling due within one year	2008	2007
	-	£	£
	Bank loans and overdrafts	1,121,494	1,737,991
	Trade creditors	1,309,799	1,297,496
	Corporation tax	100,545	212,382
	Other taxes and social security costs	56,447	120,614
	Other creditors	189,392	87,235
	Accruals and deferred income	229,811	191,234
		3,007,488	3,646,952

The bank loans and overdrafts due within one year are secured by a legal charge and a Mortage Debenture over the freehold property 232 Selsdon Road, Croydon.

11	Creditors: amounts falling due after more than one year	2008 £	2007 £
	Other loans	541,000	541,000
	Loan maturity analysis In more than five years	541,000	541,000

The company has long term loans from family members which are repayable in 2019 and carry interest at 2.5% above base rate.

### 12

Accelerated capital allowances

Provisions for liabilities and charges		
		Deferred tax
		liability
		£
Balance at 1 August 2007		83,979
Profit and loss account		53,181
Balance at 31 July 2008		137,160
The deferred tax liability is made up as follows:		
	2008	2007

137,160	83,979

£

£

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 13 Pension and other post-retirement benefit commitments

At the year end the company had accrued £8,198 in respect of pension contributions (2007 - prepaid £207).

### **Defined contribution**

		2008 £	2007 £
	Contributions payable by the company for the year	71,625	96,217
14	Share capital	2008 £	2007 £
	Authorised 250,000 Ordinary Shares of £1 each	250,000	250,000
	Allotted, called up and fully paid 25,000 Ordinary Shares of £1 each	25,000	25,000
15	Statement of movements on reserves	Revaluation reserve £	Profit and loss account £
	Balance at 1 August 2007 Profit for the year Transfer from revaluation reserve to profit and loss account Balance at 31 July 2008	123,707 - (10,099) 	2,248,066 279,487 10,099 2,537,652
16	Reconciliation of movements in shareholders' funds	2008 £	2007 £
	Profit for the financial year Opening shareholders' funds	279,487 2,396,773	257,958 2,138,815
	Closing shareholders' funds	2,676,260	2,396,773

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 17 Financial commitments

At 31 July 2008 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 July 2009:

	Land and bu	Land and buildings		Other	
	2008	2007	2008	2007	
	£	£	£	£	
rating leases which expire:					
nin one year	-	-	22,307	1,978	
ween two and five years	-	-	29,999	84,153	
ver five years	103,000	103,000	-	-	
	103,000	103,000	52,306	86,131	
ectors' emoluments			2008	2007	
			£	£	
oluments for qualifying services			302,183	269,623	
, , -	ney purchase schemes		21,991	42,944	
			324,174	312,567	
	nin one year ween two and five years ver five years ectors' emoluments oluments for qualifying services	ectors' emoluments  2008 £  20	trating leases which expire:  Inin one year  Inin o	2008   2007   2008   £	

The number of directors for whom retirement benefits are accruing under money purchase pension schemes amounted to 4 (2007 - 4).

Emoluments disclosed above include the following amounts paid to the highest paid director:

Emoluments for qualifying services	106,148	72,321
Company pension contributions to money purchase schemes	12,642	32,054

# NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 JULY 2008

### 19 Employees

### Number of employees

The average monthly number of employees (including directors) during the year was:

	2008	2007
	Number	Number
Administration	18	19
Production	40	43
Selling and Distribution	10	9
	68	71
Employment costs	2008	2007
	£	£
Wages and salaries	2,045,450	1,717,142
Social security costs	242,145	203,550
Other pension costs	71,625	96,217
	2,359,220	2,016,909

### 20 Ultimate parent company

The Company is controlled by the Nelligan family by virtue of their interests in the issued share capital.

### 21 Related party transactions

Mr B.J. Nelligan, a director of the Company, and Mrs S. Nelligan, the Company Secretary, are trustees and beneficiaries of the S.L.E. No.3 Retirement Benefits Scheme. The Scheme charged the Company rent, at open market value, amounting to £103,000 (2007 - £97,880).

Loans from directors, their close family and family controlled trusts amounted to £541,000 at 31 July 2008 (2007 - £541,000). Under the commercial terms of the loan agreements, interest of £42,792 (2007 - £39,407) was charged during the year.