**REGISTERED NUMBER: 05397984** 

GEOTHERMAL INTERNATIONAL LIMITED
REPORT OF THE DIRECTORS AND
CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30TH JUNE 2013

WEDNESDAY

18/12/2013 COMPANIES HOUSE

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### **GEOTHERMAL INTERNATIONAL LIMITED**

# COMPANY INFORMATION FOR THE YEAR ENDED 30TH JUNE 2013

**DIRECTORS:** 

K Drage M Fellowes

B Gautier A Jones A Robison

**SECRETARY:** 

A A Hobday

**REGISTERED OFFICE:** 

141-143 Albany Road

Earlsdon Coventry CV5 6ND

REGISTERED NUMBER:

05397984

**AUDITORS:** 

Ernst & Young LLP 1 Colmore Square Bırmıngham B4 6HQ

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2013

The directors present their report with the financial statements of the company and the group for the year ended 30th June 2013

#### **RESULTS AND DIVIDENDS**

The consolidated loss for the year, after taxation and minority interests, is £3,628,070 (2012 £4,945,452 loss) No dividends will be distributed for the year ended 30th June 2013 (2012 - £nil)

#### PRINCIPAL ACTIVITIES AND REVIEW OF THE BUSINESS

The principal activities of the group in the year under review were that of design and installation of renewable energy solutions including geothermal heating and cooling systems, combined heat and power systems, and the operating maintenance and servicing of installations

The group's key financial performance indicators during the year were as follows

|  | 2013<br>£   | 2012<br>£   | Change<br>% |
|--|-------------|-------------|-------------|
| Group turnover                         | 9,978,442   | 11,521,900  | -13%        |
| Group operating loss                   | (3,948,953) | (3,942,031) | +0%         |
| Loss after tax and minority interests  | (3,628,070) | (4,945,452) | +27%        |
| Equity shareholders' funds / (deficit) | 5,900,557   | (7,549,557) | +178%       |
| Average number of employees            | 91          | 104         | -13%        |

The turnover of the group was lower in the year as some contracts existing at the beginning of the year were completed and new projects awarded had yet to commence. Gross profits improved for the period as the group concentrated on securing contracts with higher margins and managed down it's direct costs of operations. Administrative costs increased for the year as part of the restructuring and refinancing of the group in the period, including increased investment in the sales and business development activities. Overall employee numbers reduced reflecting increased efficiency in the support functions within the business. As a consequence of the above and notwithstanding a reduction in turnover, the operating loss was held at the same level as last year.

On 19th December 2012, Geothermal International Ltd entered into an agreement with the holder of convertible loan notes made to the Company, whereby the total value of £3 25m was converted into new shares. On 12th April 2013, Geothermal International Limited raised an investment of £3 306m by way of an issue of new shares of which £2 806m was paid by way of cash and £0 500m by way of conversion of existing shareholder loans. As part of the new investment, a restructure of the share capital base of the company was undertaken, this simplified the share structure such that previous investments by way of shares would no longer be classified as long-term debt but as part of shareholders' funds. The value classified as equity that had previously been classified as debt totalled £10 286m. The new investments from the company's existing investors leaves the business well positioned to invest in its future growth.

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2013

#### Outlook

The year under review has been challenging and the macro-economic environment remains tough in both our UK and international markets. However the Board remains confident about the future trading of the business as demand increases from customers who need to find a solution to mitigate significant increases in energy costs, meet their own and legislative requirements with regard to carbon targets, and take advantage of the regional and national incentives available. As part of the need to meet low carbon targets in the economy as a whole the UK government has recently announced substantial increases in the Renewable Heat Incentive (RHI) for heat-pumps, and this together with the increasing availability of long-term financing for customers, in the opinion of the directors, will further increase demand for the group's products and services. The group has also rebranded its business as GI Energy and the directors believe, with the skills within the businesses, this will help in the re-positioning of the group as an efficient energy solutions provider across a number of technologies.

#### Going concern

The directors are satisfied that the company has adequate resources to continue in operational existence for the foreseeable future. To reach this conclusion the directors have taken into account budgets prepared and the medium term strategic plan, which include current and anticipated contracts with reasonable judgement and estimates.

The company regards the current cash in hand as adequate in terms of liquidity for its needs. For this reason the directors continue to adopt the going concern basis in preparing the financial statements.

#### Principal risks and uncertainties

The directors constantly monitor the risks and uncertainties facing the company with particular reference to the exposure to foreign currency risk, liquidity risk and credit risk. They are confident that there are suitable policies in place and there are no material risks and uncertainties which have not been considered. The Company's principal financial instruments comprise cash and short term deposits. The main purpose of these financial instruments is to finance the Company's operations. The Company has various other financial assets and liabilities such as trade debtors and trade creditors, which arise directly from its operations. During the year no trading in financial instruments was undertaken

#### Foreign currency risk

There are limited exposures to the US Dollar and Euro, despite high volatility across the currency markets. This is due to the benefit of a natural hedge from both sales and costs being transacted in US Dollar and Euro

#### Liquidity Risk

The Company has sufficient available funds for operations and planned activities. Funding comes from the cash flow it generates from customer contracts and new and existing investors.

#### Credit Risk

Credit risk is limited because of the nature of the Company's customers, primarily governmental bodies and large corporations. The company manages competitive trading risk by providing added value and maintaining strong relationships with customers.

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2013

#### **DIRECTORS**

The directors who have held office during the period from 1st July 2012 to the date of this report are as follows

**B** Gautier

G Le Sueur – resigned 6th August 2013

M Fellowes

K Drage - appointed 25th April 2013

A Jones – appointed 23rd May 2013

B Davidson – resigned 3<sup>rd</sup> February 2013

A Robison – appointed 6th August 2013

During the year the Company had in force an indemnity provision in favour of one or more directors of Geothermal International Limited against liability in respect of proceedings brought by third parties, subject to the conditions set out in section 234 of the Companies Act 2006

#### FINANCIAL INSTRUMENTS

The Group operates a centralised treasury function, which is responsible for managing the liquidity risks associated with the Group's activities. The group is exposed to foreign exchange risks and manages these by matching, wherever possible, its contracts for sales and purchases in the same currencies.

The Group's principal financial instruments include loans and debt finance instruments, the main purpose of which is to raise finance for the Group's operations. In addition, the Group has various other financial assets and liabilities such as trade receivables and trade payables arising directly from its operations.

The Group manages its cash and borrowing requirements centrally to maximise interest income and minimise interest expenses, whilst ensuring that the Group has sufficient liquid resources to meet the operating needs of its businesses

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2013

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and the group and of the profit or loss of the group for that period. In preparing these financial statements, the directors are 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, 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 adequate accounting records that are sufficient to show and explain the company's and the group's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO THE GROUP'S AUDITOR

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the group's auditor is unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the group's auditor is aware of that information

#### **AUDITOR**

The auditors, Ernst & Young LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting

### ON BEHALF OF THE BOARD:

M Fellowes - Director

Date 29 November 2013

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS GEOTHERMAL INTERNATIONAL LIMITED

We have audited the financial statements of Geothermal International Limited for the year ended 30 June 2013 which comprise the Consolidated Profit and Loss Account, the Consolidated Statement of Total Recognised Gains and Losses, the Consolidated and Company Balance Sheets, the Consolidated Cash Flow Statement and the related notes 1 to 27 The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditor

As explained more fully in the Statement of Directors' Responsibilities set out on page 5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (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 undertaking's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' 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

#### Opinion on the financial statements

In our opinion the financial statements

- give a true and fair view of the state of the group's and of the parent undertaking's affairs as at 30 June 2013 and of the group's loss for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

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

# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF GEOTHERMAL INTERNATIONAL LIMITED - CONTINUED

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

Ernst Yaung LU Nigel Meredith (Senior Statutory Auditor)

For and on behalf of Ernst & Young LLP (Statutory Auditor)

Birmingham, UK

Date 2 December 2013

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# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH JUNE 2013

|   |        | 20    | 13          | 2012 |             |  |
|---|--------|-------|-------------|------|-------------|--|
|   | Notes  | £     | £           | £    | £           |  |
| TURNOVER                                    | 2      |       | 9,978,442   |      | 11,521,900  |  |
| Cost of sales                               |        |       | (6,476,702) |      | (8,170,006) |  |
| GROSS PROFIT                                |        |       | 3,501,740   |      | 3,351,894   |  |
| Administrative expenses                     |        |       | (7,450,693) |      | (7,293,925) |  |
| OPERATING LOSS                              | 5      |       | (3,948,953) |      | (3,942,031) |  |
| Interest payable and similar charges        | 6      |       | (36,637)    |      | (816,730)   |  |
| LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION | 8      |       | (3,985,590) |      | (4,758,761) |  |
| Tax on loss on ordinary activities          | 7      |       |             |      | (53,479)    |  |
| LOSS FOR THE FINANCIAL YEAR AFTER TAXATION  | 2      |       | (3,985,590) |      | (4,812,240) |  |
| Minority interests                          |        |       | 357,520     |      | (133,212)   |  |
| DEFICIT FOR THE FINANCIAL Y                 | EAR FO | R THE | (3,628,070) |      | (4,945,452) |  |

### **CONTINUING OPERATIONS**

The loss for the financial year after taxation relates to continuing operations

# CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 30TH JUNE 2013

|  | 2013        | 2012         |
|--|-------------|--------------|
|  | £           | £            |
| LOSS FOR THE FINANCIAL YEAR                                | (3,628,070) | (4,945,452)  |
| TOTAL RECOGNISED GAINS AND LOSSES RELATING TO THE YEAR     | (3,628,070) | (4,945,452)  |
| Prior year adjustment to 2012 opening reserves (note 9)    |             | (2,310,957)  |
| TOTAL GAINS AND LOSSES RECOGNISED SINCE LAST ANNUAL REPORT | (3,628,070) | _(7,256,409) |

# CONSOLIDATED BALANCE SHEET 30TH JUNE 2013

|  | Notes | 2013        |           | 2012        |              |
|--|-------|-------------|-----------|-------------|--------------|
|  |       | £           | £         | £           | £            |
| FIXED ASSETS                                     |       |             |           |             |              |
| Intangible assets                                | 10    |             | 3,577,896 |             | 3,904,493    |
| Tangible assets                                  | 11    |             | 180,316   |             | 273,159      |
| Investments                                      | 12    |             | 27,867    |             | 19,845       |
|  |       |             | 3,786,079 |             | 4,197,497    |
| CURRENT ASSETS                                   |       |             |           |             |              |
| Stocks   | 13    | 537,455     |           | 538,075     |              |
| Debtors  | 14    | ř           |           |             |              |
| Amounts falling due after one year               |       | 323,768     |           | 391,777     |              |
| Amounts failing due within one year              |       | 3,722,835   |           | 2,593,738   |              |
| Cash at bank                                     |       | 2,701,575   |           | 3,867,496   |              |
|  |       | 7,285,633   |           | 7,391,086   |              |
| CREDITORS  |       |             |           |             |              |
| Amounts falling due within one year              | 15    | (4,852,245) |           | (4,708,703) |              |
| NET CURRENT ASSETS                               |       |             | 2,433,388 |             | 2,682,383    |
| TOTAL ASSETS LESS CURRENT LIABILITIES            |       |             | 6,219,467 |             | 6,879,880    |
| CREDITORS Amounts falling due after more than or | 10    |             |           |             |              |
| year   | 16    |             | (291,414) |             | (14,401,941) |
| Provision for interest in associate              | 12    |             | (27,496)  |             | (27,496)     |
| NET ASSETS / (LIABILITIES)                       |       |             | 5,900,557 |             | (7,549,557)  |

# **CONSOLIDATED BALANCE SHEET - continued 30TH JUNE 2013**

|                         |       | 20 | 13           | 20 | 12           |
|-------------------------|-------|----|--------------|----|--------------|
|                         | Notes | £  | £            | £  | £            |
| CAPITAL AND RESERVES    |       |    |              |    |              |
| Called up share capital | 21    |    | 434,892      |    | 25,731       |
| Share premium           | 22    |    | 20,533,182   |    | 3,528,654    |
| Profit and loss account | 22    |    | (14,856,650) |    | (11,250,581) |
|                         |       |    | 6,111,424    |    | (7,696,581)  |
| Minority interests      | 20    |    | (210,867)    |    | 146,639      |
| SHAREHOLDERS'           |       |    |              |    |              |
| FUNDS / (DEFICIT)       | 26    |    | 5,900,557    |    | (7,549,557)  |

The financial statements were approved by the Board of Directors on 29 November 2013 and were signed on its behalf by

M Fellowes - Director

# COMPANY BALANCE SHEET 30TH JUNE 2013

|  | _     |             |           |             |              |
|--|-------|-------------|-----------|-------------|--------------|
|  | 2013  |             | 2012      |             |              |
|  | Notes | £           | £         | £           | £            |
| FIXED ASSETS                                     |       |             |           |             |              |
| Intangible assets                                | 10    |             | 2,823,696 |             | 3,059,616    |
| Tangible assets                                  | 11    |             | 42,468    |             | 173,048      |
| Investments                                      | 12    |             | 134,282   |             | 425,402      |
|  |       |             | 3,000,446 |             | 3,658,066    |
| CURRENT ASSETS                                   |       |             |           |             |              |
| Stocks   | 13    | 369,497     |           | 512,665     |              |
| Debtors  | 14    | ,           |           | ,           |              |
| Amounts falling due after one year               |       | 323,768     |           | 391,777     |              |
| Amounts falling due within one year              | ŗ     | 5,777,302   |           | 4,698,356   |              |
| Cash at bank                                     |       | 2,102,812   |           | 2,874,395   |              |
|  |       | 8,573,379   |           | 8,477,193   |              |
| CREDITORS  |       |             |           |             |              |
| Amounts falling due within one year              | 15    | (2,271,198) |           | (3,690,912) |              |
| NET CURRENT ASSETS                               |       |             | 6,302,181 |             | 4,786,281    |
| TOTAL ASSETS LESS CURRENT LIABILITIES            |       |             | 9,302,627 |             | 8,444,347    |
| CREDITORS Amounts falling due after more than or | ne    |             |           |             |              |
| year   | 16    |             | (275,000) |             | (14,107,109) |
| NET ASSETS / (LIABILITIES)                       |       |             | 9,027,627 |             | (5,662,762)  |

# **COMPANY BALANCE SHEET - continued** FOR THE YEAR ENDED 30TH JUNE 2013

|                         | 2013  |   |              | 2012 |             |
|-------------------------|-------|---|--------------|------|-------------|
|                         | Notes | £ | £            | £    | £           |
| CAPITAL AND RESERVES    |       |   |              |      |             |
| Called up share capital | 21    |   | 434,892      |      | 25,731      |
| Share premium           | 22    |   | 20,533,182   |      | 3,528,654   |
| Profit and loss account | 22    |   | (11,940,447) |      | (9,217,147) |
| SHAREHOLDERS'           |       |   |              |      |             |
| FUNDS / (DEFICIT)       | 26    |   | 9,027,627    |      | (5,662,762) |

The financial statements were approved by the Board of Directors on 29 November 2013 and were signed on its behalf by

M Fellowes - Director

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2013

| <del></del>   |                 |   |                      |   |                   |
|---|-----------------|---|----------------------|---|-------------------|
|   |                 | 2 | 013                  | 2 | 012               |
|   | Notes           | £ | £                    | £ | £                 |
| Net cash outflow from operating activities              | 1               |   | (3,821,803)          |   | (2,289,139)       |
| nom operating activities                                | •               |   | (3,621,663)          |   | (2,20),13))       |
| Returns on investments and                              | 2               |   | (52.172)             |   | (275.016)         |
| servicing of finance                                    | 2               |   | (52,173)             |   | (375,016)         |
| Capital expenditure                                     | 2               |   | (72,226)             |   | (36,633)          |
| Acquisitions and disposals                              | 2               |   | (7,372)              |   | <u>(441,618</u> ) |
|   |                 |   | (3,953,574)          |   | (3,142,406)       |
| Financing   | 2               |   | 2,741,408            |   | 9,083,415         |
| (Decrease)/increase in cash in th                       | ie period       |   | (1,212,166)          |   | 5,941,009         |
| Reconciliation of net cash flow to movement in net debt | 3               |   | _ <u></u> ••         |   | <del>_</del> _    |
| (Decrease)/increase in cash in the                      |                 |   | (1,212,166)          |   | 5,941,009         |
| Cash inflow/(outflow) from increallease financing       | ase in debt and |   | 65,172               |   | (9,083,415)       |
| Change in net debt resulting from                       | cash flows      |   | (1,146,994)          |   | (3,142,406)       |
| Changes in net debt from non                            |                 |   |                      |   |                   |
| cash flows  |                 |   | 14,607,109           |   | (471,079)         |
| Exchange movement                                       |                 |   | 46,245               |   | (38,383)          |
| Movement in net debt in the per                         | rıod            |   | 13,506,360           |   | (3,651,868)       |
| Net debt at 1st July                                    |                 |   | <u>(11,081,000</u> ) |   | (7,429,132)       |
| Net debt at 30th June                                   |                 |   | 2,425,360            |   | (11,081,000)      |

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2013

# 1 RECONCILIATION OF OPERATING LOSS TO NET CASH OUTFLOW FROM OPERATING ACTIVITIES

|  | 2013        | 2012        |
|--|-------------|-------------|
|  | £           | £           |
| Operating loss                             | (3,948,953) | (3,942,031) |
| Depreciation charges                       | 186,448     | 291,391     |
| (Profit)/loss on disposal of fixed assets  | (15,980)    | 848         |
| Amortisation charge                        | 327,201     | 568,632     |
| Decrease/(increase) in stocks              | 620         | (45,594)    |
| (Increase)/decrease in debtors             | (1,061,088) | 1,011,694   |
| Increase/(decrease) in creditors           | 689,949     | (174,079)   |
| Net cash outflow from operating activities | (3,821,803) | (2,289,139) |

## 2 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

|  | 2013            | 2012              |
|--|-----------------|-------------------|
|  | £               | £                 |
| Returns on investments and servicing of finance                      | 2.250           |                   |
| Interest received  | 3,359           | (260,004)         |
| Interest paid  | (53,652)        | (368,984)         |
| Interest element of hire purchase payments                           | (1,880)         | (6,032)           |
|  |                 |                   |
| Net cash outflow for returns on investments and servicing of finance | (52,173)        | (375,016)         |
| Capital expenditure  |                 |                   |
| Purchase of tangible fixed assets                                    | (88,206)        | (36,633)          |
| Sale of tangible fixed assets  | 15,980          | <u> </u>          |
|  | <del></del>     |                   |
| Net cash outflow for capital expenditure                             | <u>(72,226)</u> | (36,633)          |
|  |                 |                   |
| Acquisitions and disposals   |                 |                   |
| Purchase of capital in group undertaking                             | -               | (441,618)         |
| Increase in investment in other participating interests              | (7,372)         |                   |
| Net cash outflow for acquisitions and disposals                      | (7,372)         | <u>(441,618</u> ) |

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2013

## 2 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT - continued

|   |                                   |                      |                |               | 2013         | 2012         |
|---|-----------------------------------|----------------------|----------------|---------------|--------------|--------------|
|   |                                   |                      |                |               | £            | £            |
|   | Financing                         |                      |                |               |              |              |
|   | Loan repayments in ye             | ear                  |                |               | (40,000)     | (50,000)     |
|   | Preferred shares issue            |                      |                |               | 2,696,845    | 9,201,030    |
|   | Special share issue               |                      |                |               | 109,735      | (67.615)     |
|   | Capital element of hire           | e purchase payment   |                |               | (25,172)     | (67,615)     |
|   | Net cash inflow from              | financing            |                |               | 2,741,408    | 9,083,415    |
| 3 | ANALYSIS OF CHA                   | NOES IN NET DI       | 7 DT           |               |              |              |
| 3 | ANALISIS OF CHA                   | INGES IN NET DI      | 2D I           |               | Other        |              |
|   |                                   |                      |                | Exchange      | non-cash     | At           |
|   |                                   | At 1 7 12<br>£       | Cash flow<br>£ | movement<br>£ | changes<br>£ | 30 6 13<br>£ |
|   | Net cash                          |                      |                |               |              |              |
|   | Cash at bank                      | 3,867,496            | (1,212,166)    | 46,245        |              | 2,701,575    |
|   | Debt                              |                      |                |               |              |              |
|   | Hire purchase                     | (26,387)             | 25,172         | -             | -            | (1,215)      |
|   | Debts falling due within one year | (815,000)            | 40,000         |               | 500,000*     | (275,000)    |
|   | Debts falling due                 | (813,000)            | 40,000         | -             | 300,000      | (273,000)    |
|   | after one year                    | <u>(14,107,109</u> ) |                | <del>-</del>  | 14,107,109** | <del>_</del> |
|   |                                   | (14,948,496)         | 65,172         | <u>-</u>      | 14,607,109   | (276,215)    |
|   | Total                             | (11,081,000)         | (1,146,994)    | 46,245        | 14,607,109   | 2,425,360    |

<sup>\*</sup> Conversion of shareholder loans to Preferred shares – subsequently converted to Ordinary shares

<sup>\*\*</sup> Conversion of Preferred shares to Ordinary shares

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30TH JUNE 2013

#### 1 ACCOUNTING POLICIES

#### Accounting convention

The financial statements have been prepared under the historical cost convention

#### 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 between 10 and 20 years following acquisition. The results of the 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 accounts 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

In respect of long term contracts and contracts for on-going services, turnover represents the value of work done in the year, including estimates of amounts not invoiced. Turnover in respect of long term contracts and contracts for on-going services is recognised by reference to the value of work carried out to date. The amount of profit attributable to the stage of completion of a long-term contract is recognised when the outcome of the contract can be foreseen with reasonable certainty.

#### Intangible assets

Intangible assets comprise goodwill, trademarks and development costs. Goodwill is written off between 10 and 20 years. Trademarks and development costs were shown at cost less provision for any permanent diminution in value before a decision was taken in 2012 to expense all such items in the future.

#### Tangible fixed assets

All tangible assets are initially recorded at cost. The carrying values of tangible fixed assets are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable.

#### 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

Plant and machinery

Works plant and machinery

- 33 33% per annum on cost

Drilling rigs

- 20% per annum on cost

Motor vehicles

- 30% per annum on cost

#### Stocks

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

Long term contracts are stated at net cost less forseeable losses, less any applicable payments on account. The amount recorded as turnover in respect of long term contracts is ascertained by reference to the value of the work carried out to date. Attributable profit is recognised as the difference between recorded turnover and related costs.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 1 ACCOUNTING POLICIES - continued

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date. Deferred tax assets are recognised only to the extent that the directors consider 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

#### 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 transaction. Exchange differences are taken into account in arriving at the operating result.

Results of overseas subsidiaries are translated at the average rate for the year. Assets and liabilities of overseas subsidiaries are translated at the ruling rate at the balance sheet date. Exchange differences are dealt with through reserves.

#### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term

#### **Investments**

Investments held as fixed assets are stated at cost less provision for any permanent diminution in value

#### Financial instruments

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

### 2 TURNOVER

The turnover and loss before taxation are attributable to the one principal activity of the group

An analysis of turnover by geographical market is given below

|                | 2013      | 2012       |
|----------------|-----------|------------|
|                | £         | £          |
| United Kingdom | 6,440,891 | 8,914,781  |
| Overseas       | 3,537,551 | 2,607,119  |
|                |           |            |
|                | 9,978,442 | 11,521,900 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

| 3 | STAFF COSTS  |                      |                      |  |  |
|---|--|----------------------|----------------------|--|--|
|   | The average number of staff employed by the group during the financia  | l year was           |                      |  |  |
|   |  | 2013                 | 2012                 |  |  |
|   |  | No                   | No                   |  |  |
|   | Number of production staff Number of administrative staff  | 45<br>37             | 51<br>43             |  |  |
|   | Number of management staff   | 10                   | 10                   |  |  |
|   |  | 92                   | 104                  |  |  |
|   | The aggregate payroll costs, including directors' emoluments   |                      |                      |  |  |
|   |  | 2013                 | 2012                 |  |  |
|   |  | £                    | £                    |  |  |
|   | Wages and salaries Social security costs   | 4,910,347<br>588,590 | 5,950,300<br>256,684 |  |  |
|   |  | 5,498,937            | 6,206,984            |  |  |
| 4 | DIRECTORS' REMUNERATION  |                      |                      |  |  |
|   | The directors' aggregate remuneration in respect of qualifying services were   |                      |                      |  |  |
|   |  | 2013                 | 2012                 |  |  |
|   | Remuneration receivable  | £<br>329,134         | £<br>342,917         |  |  |
|   |  |                      |                      |  |  |
|   | Remuneration of highest paid director  | 2013                 | 2012                 |  |  |
|   | Total remuneration   | £<br>218,096         | £<br>136,667         |  |  |
|   |  | 2013                 | 2012                 |  |  |
|   |  | No                   | No                   |  |  |
|   | Number of directors in respect of whose qualifying services shares were receivable under long term incentive schemes | 0                    | 1                    |  |  |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

| 5 | OPERATING LOSS                                   |          |         |
|---|--|----------|---------|
|   | The operating loss is stated after charging      |          |         |
|   |  | 2013     | 2012    |
|   |  | £        | £       |
|   | Depreciation - owned assets                      | 157,716  | 250,137 |
|   | Depreciation - assets on hire purchase contracts | 28,732   | 41,254  |
|   | Goodwill amortisation                            | 327,201  | 432,861 |
|   | Trademarks amortisation                          | -        | 82,771  |
|   | Development costs amortisation                   | -        | 53,000  |
|   | Auditors' remuneration for audit services        | 55,100   | 29,500  |
|   | Auditors' remuneration for tax services          | 6,000    | 16,431  |
|   | Foreign exchange differences                     | 664      | 29,330  |
| 6 | INTEREST PAYABLE AND SIMILAR CHARGES             |          |         |
|   |  | 2013     | 2012    |
|   |  | £        | £       |
|   | Preferred share coupon                           | -        | 570,715 |
|   | Reversal of interest payable on convertible loan | (49,825) | -       |
|   | Interest payable                                 | 79,572   | 230,174 |
|   | Net bank interest payable                        | 5,010    | 9,809   |
|   | Hire purchase                                    | 1,880    | 6,032   |
|   |  | 36,637   | 816,730 |
|   |  |          |         |

The company exercised its option to convert a convertible loan deed, dated 2nd December 2011, in the sum of £3,250,000 into preferred share capital at £225 per share on 19th December 2012. Any interest accrued in respect of this convertible loan deed prior to this date was not converted into preferred share capital and was no longer due, and was therefore released.

#### 7 TAXATION

| Analysis of the tax charge The tax charge on the loss on ordinary activities for the year was as follows |      |        |
|--|------|--------|
| The tax entarge on the root on ordinary determines for the year was as follows                           | 2013 | 2012   |
|  | £    | £      |
| Current tax  |      |        |
| UK corporation tax   | -    | -      |
| Under provision in   |      |        |
| prior year   |      | 53,479 |
| Tax on loss on ordinary activities   |      | 53,479 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 7 TAXATION - continued

#### Factors affecting the tax charge

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below

|  | 2013                         | 2012                         |
|--|------------------------------|------------------------------|
| Loss on ordinary activities before tax   | £<br>(3,985,590)             | £<br>(4,758,761)             |
| Loss on ordinary activities multiplied by the standard rate of corporation tax in the UK of 23 25% (2012 - 24%)        | (926,650)                    | (1,142,103)                  |
| Effects of Expenses not deductible for tax purposes Depreciation in excess of capital allowances Unrelieved tax losses | 174,451<br>63,666<br>688,533 | 284,721<br>70,029<br>840,832 |
| Current tax charge   | <u></u>                      | 53,479                       |

At 30 June 2013, there are unrecognised deferred tax assets in respect of tax losses recoverable of £2,414,466 (2012 £2,104,911) and depreciation charged in excess of capital allowances of £78,189 (2012 £72,490) These amounts will only be recognised in the future when the directors consider that the nature and size of the Company's profits make it appropriate to do so

The main rate of UK corporation tax is scheduled to fall to 21% from 1 April 2014 and to 20% from 1 April 2015 Each percentage point deduction in the rate of UK corporation tax will reduce the value of the unrecognised deferred tax asset by £108,376 The impact of these changes will be reported when the rate changes are subsequently enacted

#### 8 LOSS OF PARENT COMPANY

As permitted by Section 408 of the Companies Act 2006, the profit and loss account of the parent company is not presented as part of these financial statements. The parent company's loss for the financial year was £2,723,300 (2012 - £4,128,390)

### 9 PRIOR YEAR ADJUSTMENT

The prior year adjustment to the 2012 opening reserves arose from a change in the treatment of the recognition of revenue on long term contracts. This adjustment arose as a result of both a change in accounting policy and a correction of a fundamental error in the accounting of Amounts Recoverable on Contracts in previous years.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 10 INTANGIBLE FIXED ASSETS

| Group   |                      |                 | 5 1                      |                      |
|---|----------------------|-----------------|--------------------------|----------------------|
|   | Goodwill<br>£        | Trademarks<br>£ | Developmen<br>costs<br>£ | t<br>Totals<br>£     |
| COST At 1st July 2012 Exchange difference           | 5,764,378<br>604     | 82,771<br>      | 53,000                   | 5,900,149<br>604     |
| At 30th June 2013                                   | 5,764,982            | 82,771          | 53,000                   | 5,900,753            |
| AMORTISATION At 1st July 2012 Amortisation for year | 1,859,885<br>327,201 | 82,771<br>      | 53,000                   | 1,995,656<br>327,201 |
| At 30th June 2013                                   | 2,187,086            | 82,771          | 53,000                   | 2,322,857            |
| NET BOOK VALUE<br>At 30th June 2013                 | 3,577,896            |                 |                          | 3,577,896            |
| At 30th June 2012                                   | 3,904,493            | _               |                          | 3,904,493            |
| Company   |                      |                 |                          | Goodwill             |
| COST At 1st July 2012 and 30th June 2013            |                      |                 |                          | £<br>                |
| AMORTISATION At 1st July 2012 Amortisation for year |                      |                 |                          | 1,648,313<br>235,920 |
| At 30th June 2013                                   |                      |                 |                          | 1,884,233            |
| NET BOOK VALUE<br>At 30th June 2013                 |                      |                 |                          | 2,823,696            |
| At 30th June 2012                                   |                      |                 |                          | 3,059,616            |

The directors have performed an impairment review on the value of goodwill Trading in the UK in its subsidiaries based in the United States are making good progress, however the recovery of the goodwill value is dependent on winning new contracts. In the opinion of the directors the value of goodwill is recoverable

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 11 TANGIBLE FIXED ASSETS

| Group                  |               |          |              |
|------------------------|---------------|----------|--------------|
|                        | Plant and     | Motor    |              |
|                        | machinery     | vehicles | Totals       |
|                        | £             | £        | £            |
| COST                   |               |          |              |
| At 1st July 2012       | 1,558,626     | 465,083  | 2,023,709    |
| Additions              | 88,206        | -        | 88,206       |
| Disposals              | (4,227)       | (39,925) | (44,152)     |
| Exchange differences   | 12,949        | 605      | 13,554       |
|                        |               |          |              |
| At 30th June 2013      | 1,655,554     | 425,763  | 2,081,317    |
| DEPRECIATION           |               |          |              |
| At 1st July 2012       | 1,321,657     | 428,893  | 1,750,550    |
| Charge for year        | 156,327       | 30,121   | 186,448      |
| Eliminated on disposal | (4,227)       | (39,925) | (44,152)     |
| Exchange differences   | 7,91 <u>7</u> | 238      | <u>8,155</u> |
|                        |               |          |              |
| At 30th June 2013      | 1,481,674     | 419,327  | 1,901,001    |
| NET BOOK VALUE         |               |          |              |
| At 30th June 2013      | 173,880       | 6,436    | 180,316      |
| Att John June 2013     | 173,000       | 0,430    |              |
| At 30th June 2012      | 236,969       | 36,190   | 273,159      |
|                        | <del></del> = |          | <del></del>  |

The net book value of tangible fixed assets includes £5,925 (2012 - £34,657) in respect of assets held under hire purchase contracts

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 11 TANGIBLE FIXED ASSETS - continued

| Company                |           |          |           |
|------------------------|-----------|----------|-----------|
|                        | Plant and | Motor    |           |
|                        | machinery | vehicles | Totals    |
|                        | £         | £        | £         |
| COST                   |           |          |           |
| At 1st July 2012       | 1,271,062 | 455,187  | 1,726,249 |
| Additions              | 19,614    | -        | 19,614    |
| Disposals              | (4,227)   | (39,925) | (44,152)  |
|                        |           |          |           |
| At 30th June 2013      | 1,286,449 | 415,262  | 1,701,711 |
| DEPRECIATION           |           |          |           |
| At 1st July 2012       | 1,127,245 | 425,956  | 1,553,201 |
| Charge for year        | - ,       | •        |           |
| · ·                    | 122,067   | 28,127   | 150,194   |
| Eliminated on disposal | (4,227)   | (39,925) | (44,152)  |
| At 30th June 2013      | 1,245,085 | 414,158  | 1,659,243 |
|                        |           |          |           |
| NET BOOK VALUE         |           |          |           |
| At 30th June 2013      | 41,364    | 1,104    | 42,468    |
| At 30th June 2012      | 142 017   | 20.221   | 172.049   |
| At 30th Julie 2012     | 143,817   | 29,231   | 173,048   |

The net book value of tangible fixed assets includes £1,104 (2012 - £27,843) in respect of assets held under hire purchase contracts

### 12 INVESTMENTS

### Group

|                        | Provision for interest | Interest<br>in other       |
|------------------------|------------------------|----------------------------|
|                        | ın<br>associate        | participating<br>interests |
| 0.00                   | £                      | £                          |
| COST At 1st July 2012  | (27,496)               | 19,845                     |
| Exchange differences   | (27,470)               | 650                        |
| Increase in investment | <u> </u>               | 7,372                      |
| At 30th June 2013      | (27,496)               | 27,867                     |
| NET BOOK VALUE         |                        |                            |
| At 30th June 2013      | <u>(27,496)</u>        | 27,867                     |
| At 30th June 2012      | <u>(27,496)</u>        | 19,845                     |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 12 INVESTMENTS - continued

#### Group

#### Provision for interest in associate

The group's aggregate share of associates at the year end is as follows 
The associates did not trade during 2013 or 2012

| •   | 2013        | 2012     |
|---|-------------|----------|
|   | £           | £        |
| Loss before tax                                 | -           | -        |
| Taxation  | -           | -        |
| Loss after tax                                  |             |          |
| Share of assets                                 |             |          |
| Fixed assets                                    | 4,287       | 4,287    |
| Current assets                                  | 28,117      | 28,117   |
| Share of liabilities                            |             |          |
| Share of liabilities due within one year        | (59,900)    | (59,900) |
| Share of liabilities due after one year or more | - · · · · · | -        |
| Share of net liabilities                        | (27,496)    | (27,496) |

### Interest in other participating interests

GI Endurant LLC has an investment in Gateway Energy Services Group LLC and the increase in investment has been funded by a reduction in the amount of the invoices billed to Gateway for development work under their contract

#### Company

|                               | Shares in<br>group<br>undertakings<br>£ | Interest<br>in<br>associate<br>£ | Totals<br>£ |
|-------------------------------|---|----------------------------------|-------------|
| COST                          | ~                                       | ~                                | ~           |
| At 1st July 2012<br>Additions | 2,850,160                               | 22,136                           | 2,872,296   |
| At 30th June 2013             | 2,850,160                               | 22,136                           | 2,872,296   |
| PROVISIONS                    |   |                                  |             |
| At 1st July 2012              | 2,424,758                               | 22,136                           | 2,446,894   |
| Provision for year            | 291,120                                 | <u>-</u>                         | 291,120     |
| At 30th June 2013             | 2,715,878                               | 22,136                           | 2,738,014   |
| NET BOOK VALUE                |   |                                  |             |
| At 30th June 2013             | 134,282                                 | <u> </u>                         | 134,282     |
| At 30th June 2012             | 425,402                                 | <u>-</u>                         | 425,402     |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 12 INVESTMENTS - continued

|  | Country of incorporation | Holding              | Proportion of holding | f<br>Nature of business |
|--|--------------------------|----------------------|-----------------------|-------------------------|
| Subsidiary undertakings<br>Held by the company       | •                        | J                    |                       |                         |
| Geothermal International Espana S A                  | Spain                    | Ordinary<br>shares   | 100%                  | geothermal heating and  |
| Geothermal Heating<br>(International) Limited        | England                  | Ordinary<br>shares   | 100%                  | cooling systems Dormant |
| G H I Installations Limited                          | England                  | Ordinary<br>shares   | 100%                  | Dormant                 |
| Geothermal Limited                                   | England                  | Ordinary shares      | 100%                  | Dormant Dormant         |
| Waterfurnace Europe Limited                          | England                  | Ordinary shares      | 100%                  | Dormant Dormant         |
| Geothermal International (Ireland) Limited           | England                  | Ordinary shares      | 100%                  | 5 Dormant               |
| Geothermal International Energy Management Solutions | England                  | Ordinary shares      | 100%                  | 5 Dormant               |
| Limited Cirrus Energi Limited                        | England                  | Ordinary<br>shares   | 100%                  | Dormant                 |
| Geothermal International Polska<br>Sp Z o o          | Poland                   | Ordinary<br>shares   | 90%                   | 5 Dormant               |
| Geothermal International Holdings North America Inc  | America                  | Ordinary shares      | 100%                  | Holding company         |
| Geothermal International Asia<br>Limited             | Hong Kong                | Ordinary<br>shares   | 100%                  | Dormant Dormant         |
| Held by the group<br>GI Endurant LLC                 | America                  | Class A              | 51%                   | Installation of         |
| Of Endurant ELC                                      | America                  | voting units Class B |                       | geothermal heating      |
|  |                          | non-voting units     |                       |                         |
| American Geo Energy LLC                              | America                  | Voting rights        | 76%                   | Dormant                 |
| Endurant Energy Systems LLC                          | America                  | Voting rights        | 76%                   | Dormant                 |
| Endurant Energy Construction Services LLC            | America                  | Voting rights        | 76%                   | Dormant                 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

| 12 | INVESTMENTS - continued  |
|----|--------------------------|
| 1/ | INVESTIMENTS - CONTINUED |

|  | Country of incorporation | Holding       | Proportion of holding | Nature of business     |
|--|--------------------------|---------------|-----------------------|------------------------|
| Associate undertakings                   |                          |               |                       |                        |
| Held by the company                      |                          |               |                       |                        |
| Geothermal International Italia          | Italy                    | Ordinary      | 20%                   | Installation of        |
| SRL                                      |                          | shares        | g                     | geothermal heating and |
|  |                          |               |                       | cooling systems        |
| Geothermal International                 | Hungary                  | Ordinary      | 40%                   | Dormant                |
| (Magyarorszag)                           | 0,                       | shares        |                       |                        |
| Geothermal International                 | Croatia                  | Ordinary      | 10%                   | Dormant                |
| Hrvatsks (Croatia) d o o                 |                          | shares        |                       |                        |
| Held by the group                        |                          |               |                       |                        |
| General Geo Services LLC (North America) | America                  | Voting rights | 15 2%                 | Dormant                |

### 13 STOCKS

|                                   | Group           |         | Company |         |
|-----------------------------------|-----------------|---------|---------|---------|
|                                   | 2013            | 2012    | 2013    | 2012    |
|                                   | £               | £       | £       | £       |
| Stock                             | 377,781         | 415,468 | 269,282 | 384,402 |
| Net costs less foreseeable losses | <u> 159,674</u> | 122,607 | 100,215 | 128,263 |
|                                   | 537,455         | 538,075 | 369,497 | 512,665 |

#### 14 **DEBTORS**

|                                     | Group     |           | Company   |           |
|-------------------------------------|-----------|-----------|-----------|-----------|
|                                     | 2013      | 2012      | 2013      | 2012      |
|                                     | £         | £         | £         | £         |
| Amounts falling due within one year |           |           |           |           |
| Trade debtors                       | 2,168,906 | 1,307,470 | 817,039   | 688,000   |
| Amounts owed by group undertakings  | -         | -         | 3,651,518 | 2,935,581 |
| Amounts recoverable on contracts    | 1,140,206 | 911,976   | 1,140,206 | 911,976   |
| Other debtors                       | 413,723   | 374,292   | 168,539   | 162,799   |
|                                     | 3,722,835 | 2,593,738 | 5,777,302 | 4,698,356 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 14 DEBTORS - continued

|                                    | Group   |         | Company |         |
|------------------------------------|---------|---------|---------|---------|
|                                    | 2013    | 2012    | 2013    | 2012    |
| Amounts falling due after one year | £       | £       | £       | £       |
| Trade debtors                      | 323,768 | 391,777 | 323,768 | 391,777 |

### 15 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

|                                       | Group     |           | Con       | Company   |  |
|---------------------------------------|-----------|-----------|-----------|-----------|--|
|                                       | 2013      | 2012      | 2013      | 2012      |  |
|                                       | £         | £         | £         | £         |  |
| Shareholder loans (see note 17)       | -         | 815,000   | -         | 815,000   |  |
| Hire purchase contracts (see note 18) | 1,215     | 26,387    | -         | 21,920    |  |
| Payments on account                   | 1,513,253 | 401,557   | 286,909   | 401,557   |  |
| Trade creditors                       | 1,121,430 | 1,750,550 | 783,648   | 1,319,369 |  |
| Amounts owed to group undertakings    | -         | -         | 130,636   | 128,006   |  |
| Corporation Tax                       | 5,246     | 5,269     | 5,269     | 5,269     |  |
| Social security and other taxes       | 116,549   | 309,253   | 97,281    | 292,678   |  |
| Other creditors                       | 465,022   | 294,832   | 57,170    | -         |  |
| Accruals and deferred income          | 1,629,530 | 1,105,855 | 910,285   | 707,113   |  |
|                                       | 4,852,245 | 4,708,703 | 2,271,198 | 3,690,912 |  |

Other creditors for the Group includes £304,478 in respect of deferred consideration on the acquisition of GI Endurant LLC

## 16 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

|                                 | G       | Group      |         | mpany      |
|---------------------------------|---------|------------|---------|------------|
|                                 | 2013    | 2012       | 2013    | 2012       |
|                                 | £       | £          | £       | £          |
| Shareholder loans (see note 17) | 275,000 | 14,107,109 | 275,000 | 14,107,109 |
| Other creditors                 | 16,414  | 294,832    |         |            |
|                                 | 291,414 | 14,401,941 | 275,000 | 14,107,109 |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 17 LOANS

An analysis of the maturity of loans is given below

|   | <b>G</b><br>2013 | roup<br>2012 | Co<br>2013 | mpany<br>2012        |
|---|------------------|--------------|------------|----------------------|
|   | £                | £            | £          | £                    |
| Amounts falling due within one year                                   | L                | £            | £          | L                    |
| or on demand<br>Shareholder loans                                     |                  | 815,000      | <u> </u>   | 815,000              |
|   |                  | 815,000      | -          | 815,000              |
| Amounts falling due between one and two years                         |                  |              |            |                      |
| Convertible loan  | _                | 3,250,000    |            | 3,250,000            |
| Amounts falling due between two and five years                        |                  |              |            |                      |
| Preferred shares  | -                | 10,857,109   |            | 10,857,109           |
| Amounts with no fixed repayment date Shareholder loans                | 275,000          |              | 275,000    |                      |
| Details of shares shown as liabilities are a                          | s follows        |              |            |                      |
|   |                  |              | 2013       | 2012                 |
| 87,323 Preferred shares of 12 5p each                                 |                  |              | £          | £                    |
| Preferred share premium   |                  |              | <u> </u>   | 10,915<br>10,375,115 |
| Cash received during the year on issue of Preferred share issue costs | preferred share  | es           | -          | 10,386,030           |
| Preferred share coupon  |                  |              | <u>-</u>   | (99,636)<br>570,715  |
|   |                  |              |            | 10,857,109           |

On 2nd December 2011 87,323 Preferred shares were issued at a total issue price of £10,386,030 These Preferred shares attracted a coupon rate of 10%

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 17 LOANS - continued

Contained within the 2012 balance is the sum of £3,250,000 for which a convertible loan deed was made on 2nd December 2011. The company exercised its option to convert the loan into 14,444 preferred shares at £225 per share on 19th December 2012.

On 6th August 2012 the company repaid £40,000 of existing shareholder loans

On 12th April 2013 the company issued 3,171,522 preferred shares with a nominal value of 12 5p for a total consideration of £3,196,845 of which £2,696,845 was by way of cash and £500,000 by conversion of existing shareholder loans

The remaining shareholder loans of £275,000 are now classified as having no fixed repayment date. These loans attract an interest rate of 15% per annum, which is settled quarterly in arrears

On 12th April 2013 3,273,289 Preferred shares of 12 5p each in the capital of the Company were reclassified as 3,273,289 Ordinary shares of 12 5p each such that previous investments would no longer be classified as long-term debt, but as part of shareholders' funds

#### 18 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS

| Group                     |             |            |
|---------------------------|-------------|------------|
|                           | Hii         |            |
|                           | purch       | nase       |
|                           | contra      |            |
|                           | 2013        | 2012       |
|                           | £           | £          |
| Net obligations repayable |             |            |
| Within one year           | 1,215       | 26,387     |
| ·                         |             | <u>—</u> — |
| Company                   |             |            |
| - •                       | Hu          | re         |
|                           | purch       | nase       |
|                           | contr       |            |
|                           | 2013        | 2012       |
|                           | £           | £          |
| Net obligations repayable |             |            |
| Within one year           |             | 21,920     |
|                           | <del></del> |            |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 19 OBLIGATIONS UNDER OPERATING LEASES

Annual commitments under non-cancellable operating leases are as follows

|                               | Other |        |  |
|-------------------------------|-------|--------|--|
|                               | 2013  | 2012   |  |
|                               | £     | £      |  |
| Group                         |       |        |  |
| Operating leases which expire |       |        |  |
| Within one year               | 9,455 | 13,526 |  |
| In two to five years          | -     | 9,455  |  |
| In over five years            |       |        |  |
|                               | 9,455 | 22,981 |  |
| Company                       |       |        |  |
| Operating leases which expire |       |        |  |
| Within one year               | •     | 13,526 |  |
| In two to five years          | -     | 9,455  |  |
| In over five years            |       | -      |  |
|                               | 9,455 | 22,981 |  |
|                               |       |        |  |

#### 20 MINORITY INTERESTS

Included within the capital of GI Endurant LLC is 4,900 class A units and 2,526 class B units which have the following rights. Class A units represent the voting interests in the company and class B units represent the distribution rights in the company.

Movement within amounts attributable to minority interests

|   | £   |
|---|---|
| Minority interest brought forward                         | 146,639   |
| Share of losses for period Foreign currency retranslation | (357,520)<br>———————————————————————————————————— |
| Minority interest carried forward                         | (210,867)   |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 21 CALLED UP SHARE CAPITAL

| Allotted, issued, called u    | p and fully paid             |                  |                |        |
|-------------------------------|------------------------------|------------------|----------------|--------|
| Number                        | Class                        | Nomınal<br>value | 2013           | 2012   |
|                               |                              |                  | £              | £      |
| 630,570 (2012 - NIL)          | Ordinary 'l' shares          | 0 793p           | 5,000          | -      |
| 1 (2012 – NIL)                | Special shares               | 12 5p            | -              | -      |
| 3,439,140 (2012 –<br>160,000) | Ordinary shares              | 12 5p            | 429,892        | 20,000 |
| NIL (2012 – 40,000)           | A Ordinary shares            | 12 5p            | -              | 5,000  |
| NIL (2012 – 5,851)            | C Ordinary non-voting shares | 12 5p            | <del>_</del> _ | 731    |
|                               |                              | -                | 434,892        | 25,731 |

On 19th December 2012 the company exercised its option to convert £3,250,000 of debt owing into 14,444 Preferred shares

On 12th April 2013 the company issued 3,171,522 Preferred shares with a nominal value of 12 5p for a total consideration of £3,196,845 of which £2,696,845 was by way of cash and £500,000 by conversion of existing loans from shareholders. On the same day one Special share of 12 5p was created and issued for a cash consideration of £109,734

On 12<sup>th</sup> April 2013 40,000 A Ordinary shares of 12 5p each were consolidated into a single A Ordinary share of £5,000 in the capital of the Company and subsequently re-classified as an Ordinary '1' share, then subdivided into 630,570 Ordinary '1' shares of £0 00793 each 5,851 C Ordinary shares of 12 5p each were re-classified as 5,851 Ordinary shares of 12 5p Finally, 3,273,289 Preferred shares of 12 5p each in the capital of the Company were re-classified as 3,273,289 Ordinary shares of 12 5p each

Ordinary '1' shares, Special shares and Ordinary shares all rank equally in terms of voting and dividend rights. However, on a return of capital on liquidation or capital reduction or otherwise, the surplus assets of the Company available for distribution among the members shall be distributed amongst the holders of the equity shares (pari passu as if such shares constituted one class of share) save that, in calculating such distribution each Special share shall for such purposes be treated as if it constituted 877,876 Ordinary shares

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 22 RESERVES

| Group   |                 |            |             |
|---|-----------------|------------|-------------|
|   | Profit and loss | Share      |             |
|   | account         | premium    | Totals      |
|   | £               | £          | £           |
| At 1st July 2012  | (11,250,581)    | 3,528,654  | (7,721,927) |
| Conversion of debt to Preferred shares                  | -               | 3,248,195  | 3,248,195   |
| Write-off of Preferred share coupon                     | -               | 570,715    | 570,715     |
| Conversion of shareholder loans to Preferred shares     | •               | 482,483    | 482,483     |
| New issue of Preferred shares                           | -               | 2,317,922  | 2,317,922   |
| New issue of Special share                              | •               | 109,734    | 109,734     |
| Reclassification of Preferred shares to Ordinary shares | <u>-</u>        | 10,275,479 | 10,275,479  |
|   | (11,250,581)    | 20,533,182 | 9,282,601   |
| Deficit for the year                                    | (3,628,070)     | •          | (3,628,070) |
| Foreign currency retranslation                          | 22,001          |            | 22,001      |
| At 30th June 2013 – before Minority interests           | (14,856,650)    | 20,533,182 | 5,676,532   |
| Minority interests                                      |                 |            | (210,867)   |
| At 30th June 2013 – after Minority interests            |                 |            | 5,465,665   |
| Company   |                 |            |             |
| • •   | Profit          |            |             |
|   | and loss        | Share      |             |
|   | account         | premium    | Totals      |
|   | £               | £          | £           |
| At 1st July 2012  | (9,217,147)     | 3,528,654  | (5,688,493) |
| Conversion of debt to Preferred shares                  | -               | 3,248,195  | 3,248,195   |
| Write-off of Preferred share coupon                     | -               | 570,715    | 570,715     |
| Conversion of shareholder loans to Preferred shares     | -               | 482,483    | 482,483     |
| New issue of Preferred shares                           | -               | 2,317,922  | 2,317,922   |
| New issue of Special share                              | -               | 109,734    | 109,734     |
| Reclassification of Preferred shares to Ordinary shares |                 | 10,275,479 | 10,275,479  |
|   | (9,217,147)     | 20,533,182 | 11,316,035  |
| Deficit for the year                                    | (2,723,300)     | -          | (2,723,300) |
| At 30th June 2013                                       | (11,940,447)    | 20,533,182 | 8,592,735   |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 23 RELATED PARTY DISCLOSURES

#### **B** Davidson - Director

During the period Mr B Davidson was a director, the company paid him £22,500 rent for office space adjacent to Head Office in Coventry, UK (2012 £30,900)

During the period Mr B Davidson was a director, he received interest at 10% per annum on loans made to the company amounting to £18,025 (2012 - £33,370)

At 30th June 2013 the amount owed to Mr B Davidson was £nil (2012 - £328,302)

#### Speymill OOD Pension Fund

A company under the common influence of Mr B Davidson

During the period Mr B Davidson was a director, the company was charged rent and service charges of £78,000 (2012 - £210,000) by Speymill OOD Pension Fund

At 30th June 2013 the company owed Speymill OOD Pension Fund £36,000 (2012 - £42,000).

#### Speymill OOD Limited

A company under the common influence of Mr B Davidson

During the year the company made sales to Speymill OOD Limited totalling £20,927 (2012 - £2,630)

During the period Mr B Davidson was a director, the company was charged rent, storage and installation charges of £67,792 (2012 - £98,269) by Speymill OOD Limited

At 30th June 2013 the company owed Speymill OOD Limited £951 (2012 - £3,051)

#### Environmental Energies Fund LP - shareholder

During the year loans made to the company of £3,250,000 were converted into preferred shares

At 30th June 2013 the company owed Environmental Energies Fund LP £nil (2012 - £3,299,825)

During the year the company was charged monitoring fees of £10,000 (2012 - £10,000) by Environmental Energies Fund LP

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 23 RELATED PARTY DISCLOSURES - continued

#### ESB NovusModus LP - shareholder

During the year the company was charged monitoring fees of £10,000 (2012 - £10,000) by ESB NovusModus LP

#### Geothermal International North America LLC - subsidiary company

During the year the company loaned Geothermal International North America LLC £296,031 and charged interest of £251,029 on loan balances outstanding At 30<sup>th</sup> June 2013 £2,686,917 was owed to the company by Geothermal International North America LLC (2012 - £2,139,857)

#### GI Endurant LLC - subsidiary company

During the year the company undertook a number of transactions on behalf of GI Endurant LLC amounting to £278,971 and charged interest of £64,438 on loan balances outstanding At 30th June 2013 £963,203 was owed to the company by GI Endurant LLC (2012 - £619,794)

#### 24 POST BALANCE SHEET EVENTS

There are no post balance sheet events to report

#### 25 ULTIMATE CONTROLLING PARTY

The company has no ultimate controlling party

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

### 26 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

| Group   |                     |             |
|---|---------------------|-------------|
|   | 2013                | 2012        |
|   |                     |             |
|   | £                   | £           |
| Loss for the financial year                             | (3,628,070)         |             |
| Foreign currency retranslation                          | 22,001              | (23,684)    |
| Conversion of debt to Preferred shares                  | 3,248,195           | -           |
| Write-off of Preferred share coupon                     | 570,715             | -           |
| Conversion of existing loans to Preferred shares        | 482,483             | -           |
| New issue of Preferred shares                           | 2,317,922           | -           |
| New issue of Special share                              | 109,734             | -           |
| Reclassification of Preferred shares to Ordinary shares | 10,275,479          | -           |
| Share capital movements                                 | 409,161             |             |
| Net increase in shareholders' funds                     | 13,807,620          | (4,969,136) |
| Opening shareholders' funds                             |                     |             |
| Opening snareholders funds                              | ( <u>7,696,196)</u> | (2,727,060) |
| Closing shareholders' funds – before Minority interests | 6,111,424           | (7,696,196) |
| Minority interests                                      | (210,867)           | 146,639     |
| Closing shareholders' funds – after Minority interests  | 5,900,557           | (7,549,557) |
| Company   | 2013                | 2012        |
|   | £                   | £           |
| Loss for the financial year                             | (2,723,300)         | (4,128,390) |
| Conversion of debt to Preferred shares                  | 3,248,195           | (1,120,570) |
| Write-off of Preferred share coupon                     | 570,715             | _           |
| Conversion of existing loans to Preferred shares        | 482,483             | _           |
| New issue of Preferred shares                           | 2,317,922           | _           |
| New issue of Special share                              | 109,734             | _           |
| Reclassification of Preferred shares to Ordinary shares | 10,275,479          | _           |
| Share capital movements                                 | 409,161             | _           |
| •   | <del></del>         |             |
| Net increase in shareholders' funds                     | 14,690,389          | (4,128,390) |
| Opening shareholders' funds                             | (5,662,762)         | (1,534,372) |
| Closing shareholders' funds                             | 9,027,627           | (5,662,762) |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2013

#### 27 SHARE-BASED PAYMENTS

The company has a share option scheme for certain employees. As part of the conditions for the investment in December 2011 existing option holders agreed to replace their old options (which were cancelled) with new options in a revised scheme. This scheme is approved under HMRC EMI scheme rules.

At the year-end there are 29 scheme members. Options are exercisable at a price of £10 per share. The vesting period is dependent on a number of criteria being satisfied and as such cannot be ascertained. As a result there is no definitive exercise date. The options may not be exercised until the company obtains a listing on a recognised stock exchange or receives an acceptable takeover offer. Options are forfeited if the employee leaves the company before the options vest. The options are settled in equity once exercised. Due to these criteria, in the opinion of the directors, the share options do not have a fair value.

In the year ended 30 June 2013 300 employee share options lapsed There were 19,625 employee share options outstanding at the end of the year (30 June 2012 - 19,925)

No options were exercised in the year