GEOTHERMAL INTERNATIONAL LIMITED
REPORT OF THE DIRECTORS AND
CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30TH JUNE 2012

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## **GEOTHERMAL INTERNATIONAL LIMITED**

## COMPANY INFORMATION FOR THE YEAR ENDED 30TH JUNE 2012

**DIRECTORS:** 

B Gautier

G Le Sueur M Fellowes

**SECRETARY:** 

A A Hobday

**REGISTERED OFFICE:** 

141-143 Albany Road

Earlsdon Coventry CV5 6ND

**REGISTERED NUMBER:** 

05397984

**AUDITORS:** 

Keens Shay Keens Limited

Christchurch House Upper George Street

Luton Bedfordshire LU1 2RS

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2012

The directors present their report with the financial statements of the company and the group for the year ended 30th June 2012

#### PRINCIPAL ACTIVITY

The principal activity of the group in the year under review was that of design and installation of geothermal heating and cooling systems

#### REVIEW OF BUSINESS

The period under review has been one of significant change for the business. On 2nd December 2011 Geothermal International Limited raised an investment of £9 9m in the form of redeemable convertible preferred shares. Additionally holders of loans in the amount of £1 735m converted their loans into redeemable convertible preferred shares. The accounting treatment of these redeemable convertible preferred shares means that the total investment has been shown as long-term debt on the balance sheet.

This investment eliminated bank borrowings in the UK, provided working capital for our core UK business, and provided investment for our US and Spanish businesses

In the US, we acquired a Combined Heat and Power (CHP) business Endurant Energy LLC and merged it with our existing US operation to form GI Endurant LLC. These businesses are now fully integrated and have completed their first major heat pump installation projects

### **Balance Sheet Review and Accounting Policies**

A new revenue recognition policy has been adopted (see Note 1 in the notes to the accounts) which more accurately matches project costs to the revenues being recognised on installation jobs. During the course of this work, a fundamental error in the accounting of Amounts Recoverable on Contracts was identified

The impact of this review has been that company Turnover and Cost of Goods Sold in the year to 30th June 2011 have been reduced by £1 855m and increased by £0 456m respectively, increasing losses for that year by £2 311m

Along with the prior year impact, a number of further adjustments were made to the Company balance sheet at 30th June 2012 Provisions were made against the recoverability of trade debtors and retentions of £0 296m, as were provisions for costs to be incurred during project warranty periods of £0 169m Provisions against investments in associates and subsidiaries, and against inter-company debts, were made totalling a further £0 391m

### Outlook

Whilst the year under review has been very challenging and the macro-economic environment remains tough in both our UK and international markets, the Board remains confident about the future trading of the business. Under new leadership, the business has secured significant new contracts with one of the UKs' major supermarket chains, a new contract signed in Spain, and a number of significant contracts won in North America.

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 30TH JUNE 2012

#### **Subsequent Events**

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 would no longer be classified as long-term debt but as part of shareholders' funds (see Note 23 Post Balance Sheet Events). This new investment from the company's existing investors leaves the business well positioned to invest in its future growth

#### **DIVIDENDS**

No dividends will be distributed for the year ended 30th June 2012

### **DIRECTORS**

The directors who have held office during the period from 1st July 2011 to the date of this report are as follows

C Davidson - resigned 2nd December 2011

T D Chadwick - resigned 27th April 2012

K J Drage - resigned 2nd December 2011

J P G Sherriff - resigned 2nd December 2011

A A Hobday - resigned 2nd December 2011

M W Mathieson - resigned 21st December 2011

B Gautier - appointed 2nd December 2011

G Le Sueur - appointed 23rd March 2012

M Fellowes - appointed 22nd May 2012

B Davidson ceased to be a director after 30th June 2012 but prior to the date of this report

## 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'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 2012

#### 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,
- 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 AUDITORS

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 auditors are 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 auditors are aware of that information

### **AUDITORS**

The auditors, Keens Shay Keens Limited, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD:

M Fellowes - Difector

Date 25/4/13

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

We have audited the financial statements of Geothermal International Limited for the year ended 30th June 2012 on pages seven to thirty six. 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 a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

### Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page four, 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

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/private cfm

## Opinion on 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 company's affairs as at 30th June 2012 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements

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

### Matters on which we are required to report by exception

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

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

Mr G P C Saunders (Senior Statutory Auditor)

for and on behalf of Keens Shay Keens Limited

Christchurch House

Upper George Street

Luton

Bedfordshire

LU1 2RS

Date 26 Mpril 2013

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH JUNE 2012

		201	2012		.1
	Notes	£	£	as rest £	£
TURNOVER	2		11,521,900		6,381,153
Cost of sales			8,170,006		7,222,854
GROSS PROFIT/(LOSS)			3,351,894		(841,701)
Distribution costs Administrative expenses		21,954 	7,293,925	71,414 5,950,767	6,022,181
			(3,942,031)		(6,863,882)
Other operating income			_		1,477
GROUP OPERATING LOSS	5		(3,942,031)		(6,862,405)
Share of operating loss in Associates		•	-		(40,901)
Interest receivable and similar income	e				125
			(3,942,031)		(6,903,181)
Interest payable and similar charges	6		816,730		242,157
LOSS ON ORDINARY ACTIVITI BEFORE TAXATION	ES		(4,758,761)		(7,145,338)
Tax on loss on ordinary activities	7		53,479		(19,969)
LOSS FOR THE FINANCIAL YEA	AR		(4,812,240)		(7,125,369)
Minority interest - equity			133,212		(441,292)
DEFICIT FOR THE FINANCIAL GROUP	YEAR F	OR THE	(4,945,452)		(6,684,077)

## **CONTINUING OPERATIONS**

None of the group's activities were acquired or discontinued during the current year or previous year

# CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 30TH JUNE 2012

		2012	2011 as restated
		£	£
LOSS FOR THE FINANCIAL	YEAR	(4,945,452)	(6,684,077)
TOTAL RECOGNISED GAIN	NS AND LOSSES		<del></del>
RELATING TO THE YEAR	Note	(4,945,452)	(6,684,077)
Prior year adjustment	9	(2,310,957)	(833,625)
TOTAL GAINS AND LOSSES SINCE LAST ANNUAL REPO		(7,256,409)	(7,517,702)

# CONSOLIDATED BALANCE SHEET 30TH JUNE 2012

		20	12	20 as res	
	Notes	£	£	£	£
FIXED ASSETS	110105	~	~	~	~
Intangible assets	10		3,904,493		3,488,276
Tangible assets	11		273,159		435,582
Investments	12				
Interest in associate			(27,496)		(29,476)
Other investments			19,845		
			4,170,001		3,894,382
CURRENT ASSETS					
Stocks	13	538,075		492,481	
Debtors	14	2,985,515		2,529,832	
Cash at bank		3,867,496		35,761	
		7,391,086		3,058,074	
CREDITORS		7,551,000		3,030,074	
Amounts falling due within one year	15	4,708,703		6,334,319	
NET CURRENT ASSETS/(LIABIL	ITIES)		2,682,383		(3,276,245)
MOTE A CONTROL TO CAMPANIA					
TOTAL ASSETS LESS CURRENT LIABILITIES			6,852,384		618,137
CREDITORS					
Amounts falling due after more than o year	16		(14,401,941)		(3,776,939)
MINORITY INTERESTS	19		(146,639)		431,742
NET LIABILITIES			(7,696,196)		(2,727,060)

# CONSOLIDATED BALANCE SHEET - continued 30TH JUNE 2012

	2012			2011 as restated	
	Notes	£	£	£	£
CAPITAL AND RESERVES					
Called up share capital	20		25,731		25,731
Share premium	21		3,528,654		3,528,654
Profit and loss account	21		(11,250,581)		(6,281,445)
SHAREHOLDERS' FUNDS	25		(7,696,196)		(2,727,060)

The financial statements were approved by the Board of Directors on were signed on its behalf by

25/4/13

and

M Fellowes - Director

# **COMPANY BALANCE SHEET** 30TH JUNE 2012

					, · · · · ,
		20	12	20 as res	
	Notes	£	£	£	£
FIXED ASSETS	110105	~	~	~	~
Intangible assets	10		3,059,616		3,295,553
Tangible assets	11		173,048		402,936
Investments	12		425,402		628,202
			3,658,066		4,326,691
CURRENT ASSETS					
Stocks	13	512,665		481,243	
Debtors	14	5,090,133		3,501,241	
Cash at bank		2,874,395		373	
		8,477,193		3,982,857	
CREDITORS		· , · · ,		, ,	
Amounts falling due within one year	15	3,690,912		6,072,000	
NET CURRENT ASSETS/(LIABIL	ITIES)		4,786,281		(2,089,143)
TOTAL ASSETS LESS CURRENT LIABILITIES	,		8,444,347		2,237,548
CREDITORS					
Amounts falling due after more than of					
year	16		14,107,109		3,771,920
NET LIABILITIES			(5,662,762)		(1,534,372)
CADITAL AND DECEDIFIC					
CAPITAL AND RESERVES	20		25 721		25,731
Called up share capital Share premium	20 21		25,731 3,528,654		3,528,654
Profit and loss account	21				(5,088,757)
From and ioss account	∠ I		<u>(9,217,147)</u>		(3,000,737)
SHAREHOLDERS' FUNDS	25		(5,662,762)		(1,534,372)

The financial statements were approved by the Board of Directors on were signed on its behalf by

25/4/13

and

M Fellowes - Director

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2012

		20	12	201 as rest	
	Notes	£	£	£	£
Net cash outflow from operating activities	1		(2,289,139)		(1,731,706)
Returns on investments and servicing of finance	2		(375,016)		(132,333)
Taxation			-		142,814
Capital expenditure	2		(36,633)		(15,961)
Acquisitions and disposals	2		(441,618)		(9,725)
			(3,142,406)		(1,746,911)
Financing	2		9,083,415		1,332,858
Increase/(decrease) in cash in the period			5,941,009		(414,053)
Reconciliation of net cash flow to movement in net debt	3				<u> </u>
Increase/(decrease) In cash in the period Cash inflow		5,941,009		(414,053)	
from increase in debt and lease financing		<u>(9,083,415</u> )		(1,332,858)	
Change in net debt resulting from cash flows New finance leases Changes in net debt from non			(3,142,406)		(1,746,911) (11,117)
cash flows Exchange movement			(471,079) (38,383)		
Movement in net debt in the perio Net debt at 1st July	od		(3,651,868) (7,429,132)		(1,758,028) (5,671,104)
Net debt at 30th June			(11,081,000)		(7,429,132)

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2012

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

	2012	2011
	r	as restated
	£	£
Operating loss	(3,942,031)	(6,862,405)
Depreciation charges	291,391	243,115
Loss/(profit) on disposal of fixed assets	848	(3,288)
Amortisation charge	568,631	336,892
Increase in stocks	(45,594)	(27,384)
Decrease in debtors	1,011,694	3,880,041
(Decrease)/increase in creditors	(174,078)	701,323
Net cash outflow from operating activities	(2,289,139)	(1,731,706)

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

	2012	2011 as restated
	£	£
Returns on investments and servicing of finance		
Interest received	-	125
Interest paid	(269,348)	(106,994)
Interest element of hire purchase payments	(6,032)	(25,464)
Finance costs	(99,636)	
Net cash outflow for returns on investments and servicing of		
finance	(375,016)	<u>(132,333</u> )
Capital expenditure		
Purchase of tangible fixed assets	(36,633)	(22,634)
Sale of tangible fixed assets		6,673
Net cash outflow for capital expenditure	(36,633)	(15,961)
Acquisitions and disposals		
Purchase of capital in group undertaking	(783,075)	(9,725)
Cash acquired from group undertaking	341,457	
Net cash outflow for acquisitions and disposals	(441,618)	(9,725)

# NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 30TH JUNE 2012

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

					2012 £	2011 as restated £
	Financing New loans in year Loan repayments in year Preferred shares issue Capital element of hire pr	urchase payment			(50,000) 9,201,030 (67,615)	1,550,000
	Net cash inflow from fir	nancing			9,083,415	1,332,858
3	ANALYSIS OF CHANG			Exchange	Other non-cash	At
		At 1 7 11 £	Cash flow £	movement £	changes £	30 6 12 £
	Net cash Cash at bank Bank overdraft	35,761 (2,070,891)	3,870,118 2,070,891	(38,383)		3,867,496
		(2,035,130)	5,941,009	(38,383)		3,867,496
	Debt Hire purchase	(94,002)	67,615	-	-	(26,387)
	Debts falling due within one year	(1,550,000)	50,000	-	685,000	(815,000)
	Debts falling due after one year	(3,750,000)	(9,201,030)	<u> </u>	(1,156,079)	<u>(14,107,109</u> )
		(5,394,002)	(9,083,415)		(471,079)	(14,948,496)
	Total	(7,429,132)	(3,142,406)	(38,383)	(471,079)	(11,081,000)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30TH JUNE 2012

#### 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.

### Intangible assets

Intangible assets comprise of trademarks These are shown at cost less provision for any permanent diminution in value

### Tangible fixed assets

All tangible assets are initially recorded at cost

### 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 2012

#### 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

### 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

#### **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

	2012	2011
		as restated
	£	£
United Kingdom	8,914,781	5,314,851
Overseas	2,607,119	1,066,302
	11,521,900	6,381,153

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

3	STAFF COSTS	

4

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

Number of production staff Number of administrative staff Number of management staff	2012 No 63 21 11	2011 as restated No 38 36 17
The aggregate payroll costs of the above were		
Wages and salaries Social security costs	2012 £ 5,950,300 256,684	2011 as restated £ 3,645,653 409,182
	6,206,984	4,054,835
DIRECTORS' REMUNERATION		
The directors' aggregate remuneration in respect of qualifying services	were 2012	2011 as restated
Remuneration receivable	£ 342,917	£ 610,000
Remuneration of highest paid director	2012	2011 as restated
Total remuneration	£ 136,667	£ 130,000
	2012	2011 as restated
Number of directors in respect of whose qualifying services shares were receivable under long term incentive schemes	No1	No 5

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

5	OPERATING LOSS		
	The operating loss is stated after charging/(crediting)		
		2012	2011 as restated
		£	£
	Depreciation - owned assets	250,137	221,442
	Depreciation - assets on hire purchase contracts	41,254	115,450
	Goodwill amortisation	432,861	243,115
	Trademarks amortisation	82,771	-
	Development costs amortisation	53,000	-
	Auditors' remuneration	29,500	29,500
	Auditors' remuneration for non audit work	16,431	11,860
	Foreign exchange differences	29,330	<u>(101,433</u> )
6	INTEREST PAYABLE AND SIMILAR		
	CHARGES	2012	2011
		2012	as restated
		£	£
	Preferred share coupon	570,715	~
	Interest payable	230,174	72,322
	Bank interest payable	9,809	144,371
	Hire purchase	6,032	25,464
		816,730	242,157
			<del></del>
7	TAXATION		
	Analysis of the tax charge/(credit)	C 11	
	The tax charge/(credit) on the loss on ordinary activities for the year was a		2011
		2012	2011 as restated
		£	£
	Current tax		
	UK corporation tax	-	(19,969)
	Under/(over) provision in		
	prior year	53,479	

Tax on loss on ordinary activities

53,479

(19,969)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 7 TAXATION - continued

### Factors affecting the tax charge/(credit)

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

Loss on ordinary activities before tax	2012 £ (4,758,761)	2011 as restated £ (7,145,338)
Loss on ordinary activities before tax	(4,736,701)	(7,143,336)
Loss on ordinary activities multiplied by the standard rate of corporation tax in the UK of 24% (2011 - 26%)	(1,142,103)	(1,857,788)
Effects of Expenses not deductible for tax purposes Capital allowances in excess of depreciation Depreciation in excess of capital allowances Unrelieved tax losses	284,721 - 70,029 840,832	72,978 (42,423) - 1,807,264
Current tax charge/(credit)	53,479	(19,969)

## 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 £4,128,390 (2011 - £5,825,477)

### 9 PRIOR YEAR ADJUSTMENT

The prior year adjustment arises from a change in the treatment of the recognition of revenue on long term contracts. This adjustment has arisen 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 2012

### 10 INTANGIBLE FIXED ASSETS

Group			D1	
	Goodwill £	Trademarks £	Development costs	Totals £
COST	<b>&amp;</b> -	*	~	£
At 1st July 2011	4,862,300	-	53,000	4,915,300
Additions	883,292	82,771	-	966,063
Transfer on acquisition	<u> 18,786</u>		_	18,786
At 30th June 2012	5,764,378	82,771	53,000	5,900,149
AMORTISATION				
At 1st July 2011	1,427,024	-	-	1,427,024
Amortisation for year	432,861	82,771	53,000	568,632
At 30th June 2012	1,859,885	82,771	53,000	1,995,656
NET BOOK VALUE				
At 30th June 2012	3,904,493	-	-	3,904,493
At 30th June 2011	3,435,276		53,000	3,488,276
Company				Goodwill
				£
COST				
At 1st July 2011 and 30th June 2012				4,707,929
<u> </u>				
AMORTISATION				
At 1st July 2011				1,412,376
Amortisation for year				235,937
At 30th June 2012				1,648,313
NET BOOK VALUE				
At 30th June 2012				3,059,616
At 30th June 2011				3,295,553

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 11 TANGIBLE FIXED ASSETS

Group			
	Plant and	Motor	
	machinery	vehicles	Totals
	£	£	£
COST			
At 1st July 2011	1,279,351	469,129	1,748,480
Additions	87,569	-	87,569
Disposals	-	(4,613)	(4,613)
Exchange differences	(7,422)	567	(6,855)
Transfer on acquisition	<u>199,128</u>	<u> </u>	199,128
	•		
At 30th June 2012	1,558,626	465,083	2,023,709
DEPRECIATION			
At 1st July 2011	937,933	374,965	1,312,898
Charge for year	233,617	57,774	291,391
Eliminated on disposal	-	(3,765)	(3,765)
Exchange differences	(624)	(81)	(705)
Transfer on acquisition	150,731	<u>-</u>	150,731
At 30th June 2012	1,321,657	428,893	1,750,550
NET BOOK VALUE			
At 30th June 2012	236,969	36,190	273,159
At 30th June 2011	341,418	94,164	435,582

The net book value of tangible fixed assets includes £31,982 (2011 - £207,495) in respect of assets held under hire purchase contracts

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 11 TANGIBLE FIXED ASSETS - continued

Company			
	Plant and	Motor	
	machinery	vehicles	Totals
	£	£	£
COST			
At 1st July 2011	1,234,429	458,187	1,692,616
Additions	36,633	-	36,633
Disposals		(3,000)	(3,000)
At 30th June 2012	1,271,062	455,187	1,726,249
DEPRECIATION			
At 1st July 2011	916,693	372,987	1,289,680
Charge for year	210,552	55,669	266,221
Eliminated on disposal	-	(2,700)	(2,700)
At 30th June 2012	1,127,245	425,956	1,553,201
NET BOOK VALUE			
At 30th June 2012	<u>143,817</u>	29,231	173,048
At 30th June 2011	317,736	85,200	402,936

The net book value of tangible fixed assets includes £23,041 (2011 - £196,449) in respect of assets held under hire purchase contracts

## 12 INVESTMENTS

## Group

		Interest	
	Interest	ın other	
	ın	participating	
	associate	interests	Totals
	£	£	£
COST			
At 1st July 2011	(29,476)	-	(29,476)
Exchange differences	1,980	-	1,980
Transfer on acquisition		19,845	19,845
	<del></del>		
At 30th June 2012	(27,496)	19,845	(7,651)
NET BOOK VALUE			
At 30th June 2012	(27,496)	19,845	(7,651)
	<del></del>	<del></del>	
At 30th June 2011	(29,476)	-	(29,476)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 12 INVESTMENTS - continued

### Group

## Interest in associate

The group's aggregate share of associates at the year end is as follows

		2012	2011 as restated
Loss before tax		£	£ (40,901)
Taxation Loss after tax		<del>.</del>	<u>(40,901</u> )
Share of assets			
Fixed assets Current assets		4,287 28,117	4,596 30,142
Share of liabilities due within one year Share of liabilities due after one year or more		(59,900)	(64,214) -
Share of net liabilities		(27,496)	(29,476)
Company	Shares in	Interest	
	group undertakings £	in associate	Totals £
COST At 1st July 2011	2,843,931	22,136	2,866,067
Additions	6,229		6,229
At 30th June 2012	2,850,160	22,136	2,872,296
PROVISIONS	2 227 075		2 227 265
At 1st July 2011 Provision for year	2,237,865 186,893	22,136	2,237,865 209,029
At 30th June 2012	2,424,758	22,136	2,446,894
NET BOOK VALUE At 30th June 2012	425,402	_	425,402
At 30th June 2011	606,066	22,136	628,202

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 12 INVESTMENTS - continued

	Country of incorporation	Holding	Proportion of holding	Nature of business
Subsidiary undertakings Held by the company				
Geothermal International Espana S A	Spain	Ordinary shares	100% g	Installation of geothermal heating and
GI Endurant LLC	America	Class A	51%	cooling systems Installation of geothermal heating
		voting units Class B	76%	and cooling systems
		non-voting units		
Geothermal Heating (International) Limited	England	Ordinary shares	100%	Dormant
GHI Installations Limited	England	Ordinary shares	100%	Dormant
Geothermal Limited	England	Ordinary shares	100%	Dormant
Waterfurnace Europe Limited	England	Ordinary	100%	Dormant
Geothermal International	England	shares Ordinary	100%	Dormant
(Ireland) Limited Geothermal International	England	shares Ordinary	100%	Dormant
Energy Management Solutions Limited		shares		
Cirrus Energi Limited	England	Ordinary shares	100%	Dormant
Geothermal International Polska Sp Z o o	Poland	Ordinary shares	90%	Dormant
Geothermal International Holdings North America Inc	America	Ordinary shares	100%	Holding company
Geothermal International Asia Limited	Hong Kong	Ordinary shares	100%	Dormant
Held by the group				
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 2012

## 12 INVESTMENTS - 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	ge	othermal heating and
				cooling systems
Geothermal International	Hungary	Ordinary	40%	Dormant
(Magyarorszag)		shares		
Geothermal International	Croatia	Ordinary	10%	Dormant
Hrvatsks (Croatia) d o o		shares		
Held by the group				
General Geo Services LLC	America	Voting	15 2%	Dormant
(North America)		rights		

## 13 STOCKS

	Group		Company	
	2012 2011		2012	2011
	as restated			as restated
	£	£	£	£
Stock	415,468	492,481	384,402	481,243
Net costs less foreseeable losses	122,607	<del>_</del>	128,263	
	538,075	492,481	512,665	481,243

### 14 **DEBTORS**

	G	roup	Company	
	2012	2011 as restated	2012	2011 as restated
	£	£	£	£
Amounts falling due within one year				
Trade debtors	1,307,470	839,644	688,000	893,159
Amounts owed by group undertakings	-	-	2,935,581	977,403
Amounts recoverable on contract	911,976	935,410	911,976	935,410
Other debtors	374,292	153,342	162,799	115,085
	2,593,738	1,928,396	4,698,356	2,921,057

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 14 **DEBTORS** - continued

	G	roup	Cor	npany
	2012	2011	2012	2011
	£	as restated £	£	as restated £
Amounts falling due after more than one y Trade debtors	year <u>391,777</u>	601,436	391,777	580,184
Aggregate amounts	2,985,515	2,529,832	5,090,133	3,501,241

## 15 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	2012	2011	2012	2011
		as restated		as restated
	£	£	£	£
Bank loans and overdrafts (see note 17)	-	2,070,891	-	2,065,262
Other loans (see note 17)	815,000	1,550,000	815,000	1,550,000
Hire purchase contracts (see note 18)	26,387	67,063	21,920	63,513
Payments on account	401,557	-	401,557	-
Trade creditors	1,750,550	1,731,895	1,319,369	1,698,487
Amounts owed to group undertakings	-	-	128,006	128,006
Tax	5,269	(54,858)	5,269	5,269
Social security and other taxes	127,166	154,360	113,829	138,228
VAT	182,087	138,632	178,849	137,368
Other creditors	•	271,287	-	-
Accruals and deferred income	1,400,687	405,049	707,113	285,867
	4,708,703	6,334,319	3,690,912	6,072,000

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

	G	roup	Co	mpany
	2012	2011	2012	2011
		as restated		as restated
	£	£	£	£
Other loans (see note 17)	14,107,109	3,750,000	14,107,109	3,750,000
Hire purchase contracts (see note 18)	-	26,939	-	21,920
Other creditors	294,832		<del></del>	
	14,401,941	3,776,939	14,107,109	3,771,920

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

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

### Convertible loans

Contained within the other creditors 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 preferred share capital at £225 per share on 19th December 2012.

### 17 LOANS

An analysis of the maturity of loans is given below

	Gı	roup	Con	npany
	2012	2011	2012	2011
		as restated		as restated
	£	£	£	£
Amounts falling due within one year or on	demand	* ****		- 0
Bank overdrafts	-	2,070,891	- 015.000	2,065,262
Other loans	815,000	1,550,000	815,000	1,550,000
	815,000	3,620,891	815,000	3,615,262
Amounts fallens due hetusen and and to				
Amounts falling due between one and two No description	3,250,000	3,750,000	3,250,000	3,750,000
No description	3,230,000	3,730,000	3,230,000	3,730,000
Amounts falling due between two and five	years			
Preferred shares	10,857,109	_	10,857,109	
Details of shares shown as liabilities are as	follows			
Details of shares shown as habilities are as	ionows			
			2012	2011
				as restated
			£	£
87,323 preferred shares of 12 5p each			10,915	-
Preferred share premium		_	10,375,115	<del>-</del>
Cook recovered dymna the years on server of	anoformad about	_	10 296 020	
Cash received during the year on issue of preferred share issue costs	Meterred share	3	10,386,030 (99,636)	-
Preferred share coupon			570,715	<u>-</u>
1 totottoa share coupon		-	570,715	
			10,857,109	_
		=		<del></del>

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 17 LOANS - continued

Group

The preferred shares are redeemable at the issue price at the option of the shareholder anytime after the fifth anniversary of the investment date and have accordingly been classified as a financial liability. Shareholders are entitled to a preferred share coupon at 8% per annum, payable on redemption. These shares carry full voting rights and rank pari passu with ordinary shares on winding up.

## 18 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS

ŀ	lire
pur	chase
con	tracts
2012	2011
	as restated
£	£

Net obligations repayable
Within one year 26,387 67,063
Between one and five years - 26,939

<u>26,387</u> <u>94,002</u>

### Company

	Hı purci	
	contracts	
	2012	2011
		as restated
	£	£
Net obligations repayable		
Within one year	21,920	63,513
Between one and five years		21,920
	<u>21,920</u>	<u>85,433</u> -

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 19 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 bought forward	(431,742)
Share of losses for period	(133,579)
Provision against minority interest debtor	2,477
Minority interest net gain on capital contributions	425,698
Changes in minority interest ownership during the year	291,174
Foreign currency retranslation	(7,389)
Minority interest carried forward	146,639

### 20 CALLED UP SHARE CAPITAL

Allotted, issued and fully	paid			
Number	Class	Nominal value	2012	2011 as restated
			£	£
NIL (2011 - 112,000)	Ordinary 'A' shares	12 5p	-	14,000
NIL (2011 - 58,000)	Ordinary 'B' shares	12 5p	-	7,250
NIL (2011 - 30,000)	Ordinary 'C' shares	12 5p	-	3,750
NIL (2011 - 5,851)	Ordinary 'D' non-voting shares	12 5p	-	731
160,000 (2011 - NIL)	Ordinary shares	12 5p	20,000	-
40,000 (2011 - NIL)	A Ordinary shares	12 5p	5,000	-
5,851 (2011 - NIL)	C Ordinary non-voting shares	12 5p	731	
			25,731	25,731

On 2nd December 2011 the company reclassified the ordinary 'A', ordinary 'B' and ordinary 'C' shares into ordinary and A ordinary shares on a one for one basis

On 2nd December 2011 the company reclassified the ordinary 'D' non-voting shares into C Ordinary non-voting shares on a one for one basis

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 21 RESERVES

Group	Profit and loss account	Share premium	Totals £
At 1st July 2011 Prior year adjustment	(3,970,488) (2,310,957)	3,528,654	(441,834) (2,310,957)
Deficit for the year Foreign currency retranslation	(6,281,445) (4,945,452) (23,684)	3,528,654	(2,752,791) (4,945,452) (23,684)
At 30th June 2012	(11,250,581)	3,528,654	(7,721,927)
Company	Profit and loss account	Share premium £	Totals £
At 1st July 2011 Prior year adjustment	(2,777,800) (2,310,957)	3,528,654	750,854 (2,310,957)
Deficit for the year	(5,088,757) (4,128,390)	3,528,654	(1,560,103) (4,128,390)

## 22 RELATED PARTY DISCLOSURES

### **B** Davidson

At 30th June 2012

A director

During the year the company paid £30,900 (2011 - £26,000) rent to Mr B Davidson

During the year Mr B Davidson received interest at 10% per annum on loans made to the company amounting to £33,370

(9,217,147)

3,528,654

(5,688,493)

At 30th June 2012 the amount owed to Mr B Davidson was £328,302 (2011 - £393,095)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 22 RELATED PARTY DISCLOSURES - continued

#### A A Hobday

A director

During the period in which Mr A Hobday was a director the company paid £11,750 (2011 - £10,071) for professional services fees

### K J Drage

A director

During the period Mr K Drage was a director he received interest at 8% per annum on loans made to the company amounting to £1,333

### **Speymill OOD Pension Fund**

A company under the common influence of Mr B Davidson

During the year the company was charged rent and service charges of £210,000 (2011 - £140,000) by Speymill OOD Pension Fund

At 30th June 2012 the company owed Speymill OOD Pension Fund £42,000 (2011 - £122,757)

### **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 £2,630 (2011 - £24,075)

During the year the company was charged rent, storage and installation charges of £98,269 (2011 - £84,332) by Speymill OOD Limited

At 30th June 2012 the company owed Speymill OOD Limited £3,051 (2011 - £2,229)

### **Environmental Energies Fund LP**

A shareholder

During the year Environmental Energies Fund LP loaned the company a further £650,000

During the year Environmental Energies Fund LP received interest at 8% per annum on loans made to the company amounting to £29,825

During the year loans made to the company of £1,000,000 were converted into preferred shares

At 30th June 2012 the company owed Environmental Energies Fund LP £3,299,825 (2011 - £3,620,000)

During the year the company was charged monitoring fees of £10,000 (2011 - £nil) by Environmental Energies Fund LP

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 22 RELATED PARTY DISCLOSURES - continued

#### ESB NovusModus LP

A shareholder

During the year the company was charged monitoring fees of £10,000 (2011 - £nil) by ESB NovusModus LP

#### Geothermal International North America LLC

A subsidiary company

During the year the company undertook a number of transactions on behalf Geothermal International America LLC these amounted to £327,081

During the year the company converted £557,348 owed by Geothermal International North America LLC into capital of Geothermal International North America LLC

### **GI Endurant LLC**

A subsidiary company

At 30th June 2012 £619,794 was owed to the company by GI Endurant LLC

### 23 POST BALANCE SHEET EVENTS

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 the same day, 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

### 24 ULTIMATE CONTROLLING PARTY

The company was under the control of Mr B Davidson until 2nd December 2011, from this date there were no controlling parties

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

## 25 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Group		
•	2012	2011
		as restated
	£	£
Loss for the financial year	(4,945,452)	(6,684,077)
Foreign currency retranslation	(23,684)	40,859
	(, , , , , , , , , , , , , , , , , , ,	
Net reduction of shareholders' funds	(4,969,136)	(6,643,218)
Opening shareholders' funds		
(originally £(416,103) before prior year adjustment of £(2,310,957))	(2,727,060)	3,916,158
prior year adjustment of £(2,510,937))	(2,727,000)	3,910,138
Closing shareholders' funds	(7,696,196)	(2,727,060)
Company		
	2012	2011
		as restated
	£	£
Loss for the financial year	<u>(4,128,390)</u>	<u>(5,825,477</u> )
Net reduction of shareholders' funds	(4.129.200)	(5 925 A77)
Opening shareholders' funds	(4,128,390)	(5,825,477)
(originally £776,585 before		
prior year adjustment of £(2,310,957))	(1,534,372)	4,291,105
First Jan adjaniment of #(=)2 , 6,50 , 7/	(1,001,012)	
Closing shareholders' funds	(5,662,762)	(1,534,372)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

#### 26 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. 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.

In the year ended 30 June 2012 7,450 employee share options were granted to replace existing share options, new share options were granted of 12,700 and 225 lapsed. There were 19,925 employee share options outstanding at the end of the year (30 June 2011 - 19,800)

No options were exercised in the year

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

### 27 BUSINESS COMBINATIONS

On 5th December 2011 100% of the issued share capital of Endurant Energy LLC was acquired for a total estimated consideration of £1,372,889. This acquisition has been accounted for by the acquisition method of accounting

The profit after taxation of Endurant Energy LLC for the period from the beginning of its financial year up to the date of acquisition was as follows

1st July 2011 to date of acquisition

£ 155,881

The operating assets and liabilities of the acquisition made during the year are detailed below. No adjustment was required to the book values of the assets and liabilities of the business acquired

	Book value at date of acquisition £
Fixed Assets	
Intangible assets	18,791
Tangible assets Investments	35,848 14,410
investments	14,410
Current assets	
Debtors	1,419,625
Cash at bank	341,457
Total assets	1,830,131
Liabilities	
Trade creditors	133,094
Other creditors	936,341
	1,069,435
Net assets	760,696
Goodwill	612,193
	1,372,889

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 30TH JUNE 2012

27

BUSINESS COMBINATIONS - continued	
	£
Satisfied by	
Cash	581,495
Contingent deferred cash consideration	621,657
	1,203,152
Cost of acquisition	169,737
	1,372,889

On the date of acquisition the voting capital of Endurant Energy LLC was transferred into a subsidiary, GI North America LLC, which was 60% owned by the group The group then merged GI North America LLC with Endurant Energy LLC to create GI Endurant LLC in return for an increase in voting capital of 20% to 80%

The loss after taxation of GI Endurant LLC for the period from the date of acquisition to the balance sheet date included in the consolidated accounts was £570,090