	<b>COMPANY NUMBER: 3187528</b>
PENNANT INTERNATIONAL GROUP PLC	
FINANCIAL STATEMENTS	
31 DECEMBER 2013	

# REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

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## OFFICERS AND PROFESSIONAL ADVISERS

C C Powell Directors (Chairman)

(Chief Executive)

C Snook J M Waller (Finance)

J K Powell (Non-executive)

J M Waller Secretary

Registered office Pennant Court

Staverton Technology Park

Cheltenham Gloucestershire **GL51 6TL** 

Company number 3187528

Auditors Mazars LLP

Tower Bridge House St Katharine's Way

London E1W 1DD

Bankers Barclays Bank Plc

Park House Newbrick Road Stoke Gifford **Bristol** BS34 8TN

Nominated Adviser W H Ireland Ltd 4 Colston Avenue and Broker

> **Bristol BS1 4ST**

#### CHAIRMAN'S REVIEW AND STRATEGIC REPORT.

I am pleased to report a year of further significant growth in both revenues and profits enabling the directors to recommend a 30% increase in dividend.

The current order book gives good visibility of revenues for 2014 and the level of tendering and associated contact with prospective customers, particularly in the Training Systems Division, enables us to plan with confidence for the medium and longer term.

#### **Results and Dividend**

Consolidated revenues reached £18.68 million an increase of 29% (2012: £14.47 million). Revenues rose in all operating divisions but principally in the Training Systems Division.

Earnings attributable to shareholders increased by 45% to £1.70 million (2012: £1.17 million). Basic earnings per share were 6.43p (2012: 4.46p).

Cash generated from operations was £165,319 (2012: £795,409). There was a requirement for increased working capital during the year as major contracts progressed. Contracted stage payments are expected to reduce this requirement in the first half of 2014.

Your Board is recommending payment of a final cash dividend of 1.8p per share, bringing the total dividends for the year to 2.6p per share which is covered 2.5 times by earnings and is an increase of 30% on the previous year. The final dividend is payable on 25 April 2014 to shareholders on the register at close of business on 11 April 2014. The ex-dividend date will be 9 April 2014.

#### **About Pennant**

Pennant International Group plc ('the Group') has a diverse portfolio of capabilities enabling it to offer services that cover training equipment and related support, technical documentation, media development, software development and related consultancy. It operates principally in the defence, rail, and aerospace sectors and with government departments.

The Group operates as three trading divisions and has offices in UK, Australia and Canada.

### **Strategy**

The Board has consistently applied a successful strategy across the Group of increasing shareholder value through organic growth. This strategy is built upon:

Customer focus Building relationships with existing and potential new customers,

understanding their requirements, being flexible and delivering on

time and to budget.

Innovation Developing new capabilities by applying new and existing proven

technologies and continually updating existing products and services to meet market demands, current standards and new technologies.

Diversification Pursuing opportunities in closely related sectors and in particular

those with potential long term revenue streams.

## CHAIRMAN'S REVIEW AND STRATEGIC REPORT (continued).

This strategy continues to be successful and during 2013 has generated considerable tendering activity, particularly for Training Systems, and regular involvement with customers in respect of a strong pipeline of opportunities. Record new orders having the potential to realise revenues in excess of £20 million were received in 2013.

## **Training Systems Division**

Training Systems Division continues to be the main driver of growth for the Group. Revenues increased by 44% to £12.55 million (2012: £8.72 million) and the contribution to Group operating profits increased by 42% to £1.78 million.

The Division provides and supports specialist training systems based on software emulation, hardware simulation, virtual reality and computer based training principally in the defence sector. It has a strong portfolio of proven training devices ranging from simple hand skill trainers to sophisticated simulators. It also has a track record of successfully designing and manufacturing new devices for specific applications.

There are significant ongoing orders that provide work through 2014 and beyond and active involvement with potential customers for a number of significant opportunities. Although the timing of major contracts is difficult to predict and usually beyond the Group's control, the Board considers that a number of factors suggest that there is significant potential for further growth:

- New capital equipment platforms are becoming more sophisticated and complex increasing the requirement for training.
- The use of 'real' equipment for training has safety implications, is expensive and often impractical.
- There is a continuing trend for defence forces to outsource training services including updating their training devices.

New contract awards and operational achievements during the year are set out below:

- In March 2013, the Division won a contract with BAE Systems Australia Limited to supply and support a suite of training aids for the Australian Defence Force. A number of the training devices were successfully manufactured, delivered and accepted in 2013 and manufacture of the remaining requirements will continue through 2014 and into 2015. Support of the delivered items runs into 2018. The contract has a value of approximately £16 million with a 5 year term and provides for one year extensions up to 20 years.
- Successful negotiation of a contract with a potential value of £5 million running over up to 5 years, to March 2018, for the support of training aids at a number of UK Ministry of Defence establishments.
- A contract with a value in excess of £1 million for the supply of a software-based training capability to an Indian customer.

### CHAIRMAN'S REVIEW AND STRATEGIC REPORT (continued).

- Successful on-schedule completion, delivery and acceptance of two maintenance trainers for the AW159 Wildcat helicopter under a contract with Agusta Westland having a value in excess of £12 million. Work will continue through 2014 to upgrade the delivered simulators to the latest aircraft specification. The division has been awarded an additional contract for the support of the simulators in service.
- Successful completion of factory acceptance and delivery of a leading edge Parachute Flight Simulator to a far-eastern customer.
- Completion, on time and to budget, under a contract with BAE Systems for the supply of a suite of training aids to Saudi Arabia as part of the upgrade of their Technical Studies Institute.

#### **Data Services Division**

The Data Services Division provides high quality media, graphics, virtual reality software and technical documentation to the defence, rail, power and government sectors. It increased its revenues by 6% to £2.95 million (2012: £2.78 million) and contributed £307,000 (2012: £356,000) to Group operating profits.

The main contracts contributing to trading during the year were:

- An on-going contract to provide operator and maintainer manuals, training documentation and computer based training and training delivery for the R188 Rail Car Project currently being built by Kawasaki Rail Car Inc. for New York City Transit Department.
- Continuing work on a professional services contract with Capgemini UK PLC for the
  development for Her Majesty's Revenue and Customs (HMRC) of a Basic PAYE Tools (BPT)
  product that operates in unison with HMRC's Real Time Initiative for PAYE. During 2014 this
  contract will move from the development phase into the on-going support phase. It is expected
  that two new editions will be released each year to reflect changes made by the Chancellor in his
  budget statements.
- The Division has built a team of software developers specialising in virtual reality. They have worked successfully with the Training Systems Division to provide software for the Parachute Flight Simulator for a far-eastern customer and to upgrade the capabilities of the Virtual Reality Parachute Trainer for the UK Ministry of Defence ('MOD') and the Synthetic Environment Procedures Trainer (an aircraft marshalling trainer) for the MOD, Saudi Arabia and Australia.

The Division has many years' experience in the rail sector and is actively involved with a number of significant opportunities in USA and the Far East.

### CHAIRMAN'S REVIEW AND STRATEGIC REPORT (continued).

#### **Software Services Division**

The Division has offices in Canada, Australia and UK. It owns the rights to the market leading OmegaPS suite of software which is sold world-wide and used by major defence contractors and by the defence authorities in Canada and Australia to support complex long-life assets.

Revenues are generated from the sale of licences, associated maintenance agreements and consultancy. The product is regularly updated to keep in line with industry standards and changing technology. Regular updates are issued to users.

The Division has had a successful year with revenues increasing by 17% to £4.3 million (2012: £3.7 million). The contribution to the Group's operating profit has increased significantly by 70% to £435,000 (2012: £255,000). The increase has arisen mainly from increased consultancy revenues and a number of new licence sales.

The Canadian office has a contract with the Canadian Department of National Defence (DND) to provide specialist consultant support to maximise use of OmegaPS within the DND. The contract is a 5 year contract that is now in its last year. During the year the value of the contract was substantially increased due to demand for the services. This is a significant contract for the Division and the DND has confirmed their strategy for a new single source consulting contract and extensions to the existing contract until the new contract is in place.

In Australia there is a contract with the Australian Department of Defence, Defence Materiel Organisation to support OmegaPS. An extension to the contract to 31 March 2015 was negotiated during the year.

## **People**

The Group has staff with diverse experience and educational, professional and cultural backgrounds. They have responded well to the challenges of the year and the Group's good reputation and relationships with customers are the measure of their success. I should like to take this opportunity to thank them for their efforts.

#### Outlook

The strategy followed consistently over the last 5 years has been successful in achieving its goal of increasing shareholder value and this strategy will be continued. A number of major contracts have been won and completed to customer satisfaction, enhancing the Group's profile and reputation. As a result, the Group is currently actively involved in a number of significant opportunities with existing and prospective customers. These opportunities together with the visibility from the current order book give confidence for the future.

Approved by the Board on 6 March 2014 And signed on its behalf

C C Powell Chairman

### **DIRECTORS' REPORT**

**COMPANY NUMBER: 3187528** 

The directors present their report and the audited financial statements for the year ended 31 December 2013.

### **Principal activities**

The principal activity of the Company is the provision of management services to the Group.

The principal activity of Group companies during the year was the delivery of integrated logistic support solutions. These comprise simulation, virtual reality and computer based training systems, technical documentation, software solutions and Logistic Support Analysis Software to customers worldwide; principally those in defence and aerospace, but also in rail transport, oil and gas, power, information technology and to government departments.

Details on future developments and research and developments activities are included in the Chairman's Review and Strategic Report.

#### **Dividends**

Dividends totalling £581,110 were paid during the year (2012: £422,353). The Board is recommending payment of a final cash dividend of 1.8p per share.

## Going concern

The directors have, at the time of approving the financial statements, a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for the foreseeable future. In reaching this conclusion the directors have considered the financial position of the Group, its cash, liquidity position and borrowing facilities together with its forecasts and projections for 18 months from the reporting date that take into account reasonably possible changes in trading performance. The going concern basis of accounting has therefore continued to be adopted in preparing the financial statements.

## Treasury operations and financial instruments

The Group operates a centralised treasury function which is responsible for managing liquidity, interest and foreign currency risks associated with the Group's activities.

The Group's principal financial instrument is cash, the main purpose of which is to provide 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.

In accordance with the Group's treasury policy, derivative instruments are not entered into for speculative purposes.

The Group's approach to capital and financial risk management is set out in note 34 to the Consolidated Financial Statements.

### **DIRECTORS' REPORT**

### **Employees**

Employees are kept informed on matters affecting them and made aware of the general financial economic factors influencing the Group which operates a systematic approach to employee communication through regular briefings, meetings and internal communications.

The Group is an equal opportunities employer and applications from disabled persons are fully and fairly considered, having regard to the aptitudes of the applicant. In the event of disability, every effort is made to ensure that employment continues and appropriate training, career development and promotion of disabled people should, as far as possible, be identical to that of other employees.

## Authority for company to purchase its own shares

Under a shareholders' resolution of 11 April 2013, the directors were granted authority to purchase through the market 3,962,120 of the Company's ordinary shares, at a maximum price equal to 105% of the average of the middle market quotations for an ordinary share taken from the Daily Official List of the London Stock Exchange for the five business days immediately preceding the purchase. Since 11 April 2013 the directors have purchased through the market 91,875 ordinary shares for Treasury and have remaining authority to purchase 3,870,245 ordinary shares.

A proposal to renew the authority will be made at the 2014 AGM.

#### **Directors and their interests**

The following directors have held office since 1 January 2013 and their beneficial interests in the ordinary shares of the Company were stated below:

	31 December	31 December
	2013	2012
	5p ordinary	5p ordinary
	shares	shares
	Number	Number
C C Powell*	10,301,533	10,301,533
J K Powell*	10,301,533	10,301,533
C Snook	1,487,500	1,487,500
J M Waller	1,475,000	1,566,875

<sup>\*</sup>These holdings are duplicated and represent the combined holdings of Mr C C Powell, his wife Mrs J K Powell, their pension funds and their children.

There have been no movements between the year end and the date of this report.

### **DIRECTORS' REPORT**

## **Corporate governance**

The Company is committed to the principles of corporate governance. Although not required to do so by the AIM rules for Companies, the Directors set out the following corporate governance and directors' remuneration disclosures.

#### The Board

The Board consists of the Chairman, the Chief Executive, the Finance Director and the Non-executive Director. It meets quarterly and relevant information is distributed to directors in advance of the meetings. The Directors have access to all information and if required, external advice at the expense of the Company and access to the Company Secretary. The Board makes decisions on all material matters including long term and commercial strategy, annual operating and capital budgets, capital structure and financial and internal controls without having a formal schedule of reserved matters.

The Board attaches a high priority to communication with shareholders. The Group's annual and half yearly reports are sent to all shareholders. The Group liaises regularly with major shareholders and there is an opportunity for individual shareholders to question the Chairman at the Annual General Meeting.

One third of the Directors are subject to re-election every year. Accordingly, Mrs J K. Powell retires by rotation at the Annual General Meeting and, being eligible, offers herself for re-election.

#### The audit committee

The audit committee consists of the Chairman and the Non-executive director and offers a forum for reporting by the Group's external auditors. It meets at least annually and reviews the scope and results of the external audit.

#### **Internal control**

The Board has overall responsibility for the Group's system of internal control and for reviewing its effectiveness. The purpose of the system of internal control is to manage rather than eliminate the risk of failure to achieve business objectives and can only provide reasonable, but not absolute, assurance against misstatement or loss.

The Directors have established an organisational structure with clear operating procedures, lines of responsibility and delegated authority. In particular, there are clear procedures for capital investment appraisal and approval and financial reporting with a comprehensive financial planning and accountancy framework.

#### **DIRECTORS' REPORT**

#### **Remuneration committee**

The Company's remuneration committee consists of the Chairman and the Non-Executive Director. The objective of the Committee's policy is to attract, retain and motivate high calibre individuals as executive directors with a competitive package of basic salary, incentives and rewards, including share options, which are linked to the overall performance of the Group and interest of shareholders. The committee is also responsible for the remuneration packages of the directors of subsidiary companies.

### **Directors' remuneration**

	Fees for	Salary and	Benefits and car	Pension		
	services	bonus	allowance	contributions	Total 2013	2012
_	£	£	£	£	£	£
C C Powell	223,500	-	24,000	-	247,500	204,000
C Snook	-	257,500	25,747	32,000	315,247	264,631
J M Waller	-	262,250	12,950	5,250	280,450	232,922
J K Powell	-	27,000	-	-	27,000	25,000
- -	223,500	546,750	62,697	37,250	870,197	726,553

Pension contributions shown above are pension payments into the Pennant International Group plc Pension Scheme, a defined contribution scheme.

#### **Service contracts**

There are no directors' service contracts or contracts for services with notice periods in excess of one year.

#### **Responsibilities of the directors**

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Group and the Company and of the profit or loss of the Group and the Company for that period. In preparing those financial statements, the directors are required to:

- \* select suitable accounting policies and then apply them consistently;
- \* make judgements and estimates that are reasonable and prudent;
- \* comply with International Financial Reporting Standards as adopted by the European Union subject to any material departures disclosed and explained in the financial statements;
- \* prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### **DIRECTORS' REPORT**

## **Directors' indemnity**

The Company's Articles of Association provide, subject to the provisions of UK legislation, an indemnity for directors and officers of the Company in respect of liabilities they may incur in the discharge of their duties or in the exercise of their powers, including any liabilities relating to the defence of any proceedings brought against them which relate to anything done or omitted, or alleged to have been done or omitted, by them as officers or employees of the Company. Appropriate directors' and officers' liability insurance cover is in place in respect of all the Company's directors.

#### **Political donations**

The Group have not made any political donations during the current or prior year.

### Statement as to disclosure of information to auditors

As far as the directors are aware they have taken all necessary steps to make the auditors aware, of any relevant audit information and to establish that the auditors are aware of that information.

As far as the directors are aware, there is no relevant audit information of which the Company's auditors are unaware.

#### **Auditors**

Mazars LLP have signified their willingness to continue in office and a resolution to reappoint Mazars LLP as auditors to the Company will be proposed at the forthcoming Annual General Meeting.

Approved by the Board on 6 March 2014 and signed on its behalf

J M Waller Director

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PENNANT INTERNATIONAL GROUP PLC

We have audited the financial statements of Pennant International Group plc for the year ended 31 December 2013 which comprise the Consolidated and Parent Company Income Statements, the Consolidated and Parent Company Statements of Financial Position, the Consolidated and Parent Company Statements of Comprehensive Income, the Consolidated and Parent Company Cash Flow Statements, the Consolidated and Parent Company Statements of Changes in Equity and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union.

### Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 6, 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. 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.

### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's web-site at www.frc.org.uk/auditscopeukprivate

## **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 Company's affairs as at 31 December 2013 and of the Group's profit and the Parent Company's profit for the year then ended;
- the financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union; and
- the financial statements 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 Chairman's Review and Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PENNANT INTERNATIONAL GROUP PLC (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 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

### **Jonathan Seaman (Senior Statutory Auditor)**

for and on behalf of Mazars LLP, Chartered Accountants and Statutory Auditor Tower Bridge House St Katharine's Way London E1W 1DD 6 March 2014

# CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013

	Notes	2013	2012
		£	£
Revenue	5	18,676,969	14,469,715
Cost of sales		(12,226,023)	(8,952,086)
Gross profit		6,450,946	5,517,629
Administrative expenses		(4,195,236)	(3,920,782)
Operating profit	8	2,255,710	1,596,847
Finance costs	10	(11,733)	(3,832)
Finance income	11	2,651	9,950
Profit before taxation		2,246,628	1,602,965
Taxation	12	(550,830)	(428,649)
Profit for the year attributable to equity holders of parent		1,695,798	1,174,316
Earnings per share	14		
Basic		6.43p	4.46p
Diluted		6.33p	4.39p

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2013

	2013	2012
Due Sit South a consequent to the transfer	£	£
Profit for the year attributable to equity holders of parent	1,695,798	1,174,316
Other comprehensive income:		
Exchange differences on translation of foreign operations	(189,217)	(49,910)
Total comprehensive income for the period attributable to the equity holders of parent	1,506,581	1,124,406

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31 DECEMBER 2013

	Notes	2013	2012
Non-current assets Goodwill Other intangible assets Property, plant and equipment Available-for-sale investments Deferred tax assets Total non-current assets	15 16 17 18 27	£ 946,749 128,174 1,910,187 3,700 33,490 3,022,300	£ 985,400 105,036 1,821,559 3,700 25,734 2,941,429
Current assets Inventories Trade and other receivables Cash and cash equivalents Total current assets	19 21 22	4,000 5,750,546 1,156,950 6,911,496	13,340 3,918,737 2,173,237 6,105,314
Total assets		9,933,796	9,046,743
Current liabilities Trade and other payables Current tax liabilities Obligations under finance leases Deferred revenue Total current liabilities	23 24 26	3,010,744 243,930 8,171 326,116 3,588,961	2,875,690 374,927 4,726 341,016 3,596,359
Net current assets		3,322,535	2,508,955
Non-current liabilities Obligations under finance leases Deferred revenue Deferred tax liabilities Total non-current liabilities	24 26 27	36,229 - 121,866 158,095	24,477 12,251 107,340 144,068
Total liabilities		3,747,056	3,740,427
Net assets	- -	6,186,740	5,306,316
Equity Share capital Capital redemption reserve Treasury shares Retained earnings Translation reserve	28 29	1,400,000 200,000 (459,288) 4,897,637 148,391	1,400,000 200,000 (402,690) 3,771,398 337,608
Total equity	<u>-</u>	6,186,740	5,306,316

Approved by the Board and authorised for issue on 6 March 2014

C Snook J M Waller Director Director

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2013

	Share capital	Capital redemption reserve (see below)	Treasury shares (Note 29)	Retained earnings	Translation reserve (see below)	Total equity
	£	£	£	£	£	£
At 1 January 2012	1,400,000	200,000	(191,214)	3,080,745	387,518	4,877,049
Total comprehensive income for the year	-	-	-	1,174,316	(49,910)	1,124,406
Recognition of share based payment	-	-	-	9,104	-	9,104
Purchase of own shares for treasury	-	-	(343,315)	-	-	(343,315)
Sale of treasury shares to satisfy share options	-	-	61,425	-	-	61,425
Loss on sale of treasury shares transferred to retained earnings	-	-	70,414	(70,414)	-	-
Dividends paid	-	-	-	(422,353)	-	(422,353)
At 1 January 2013	1,400,000	200,000	(402,690)	3,771,398	337,608	5,306,316
Total comprehensive income for the year	-	-	-	1,695,798	(189,217)	1,506,581
Recognition of share based payment	-	-	-	19,734	-	19,734
Purchase of own shares for treasury	-	-	(68,906)	-	-	(68,906)
Sale of treasury shares to satisfy share options	-	-	4,125	-	-	4,125
Loss on sale of treasury shares transferred to retained earnings	-	-	8,183	(8,183)	-	-
Dividends paid	-	-	-	(581,110)	-	(581,110)
At 31 December 2013	1,400,000	200,000	(459,288)	4,897,637	148,391	6,186,740

## Capital redemption reserve

This represents the amount by which the Company's share capital has been diminished by the cancellation of shares held in treasury.

### **Translation reserve**

Exchange differences relating to the translation of the net assets of the Group's foreign subsidiaries from their functional currency to the presentational currency of the Group, being sterling, are recognised directly in the translation reserve.

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2013

	Notes	2013 £	2012 £
Net cash from operations	30	165,319	795,409
Investing activities Interest received Proceeds of sale of property, plant and equipment Purchase of intangible assets Purchase of property, plant and equipment		2,651 1,000 (94,603) (298,089)	9,950 10,358 (36,860) (215,446)
Net cash used in investing activities	<del>-</del> -	(389,041)	(231,998)
Financing activities Dividends paid Purchase of own shares for treasury Proceeds from sale of treasury shares Net funds from obligations under finance leases		(581,110) (68,906) 4,125 15,197	(422,353) (343,315) 61,425 13,924
Net cash used in financing activities	<del>-</del>	(630,694)	(690,319)
Net decrease in cash and cash equivalents		(854,416)	(126,908)
Cash and cash equivalents at beginning of year		2,173,237	2,343,105
Effect of foreign exchange rates		(161,871)	(42,960)
Cash and cash equivalents at end of year	22	1,156,950	2,173,237

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### 1 General information

Pennant International Group plc is a company incorporated in the United Kingdom under the Companies Act. The address of the registered office is Pennant Court, Staverton Technology Park, Cheltenham, GL51 6TL.

The principal activity of Group companies during the year was the delivery of integrated logistic support solutions. These comprise Logistic Support Analysis Report software, technical documentation, simulation and computer based training systems to customers worldwide; principally those in defence and aerospace, but also in rail transport, oil and gas, petro-chemical, power, customer goods retail, information technology and telecommunications industries.

These financial statements are presented in pounds sterling because that is the currency of the primary economic environment in which the Group operates. Foreign operations are included in accordance with the policies set out in note 3.

## 2 Adoption of new and revised standards

The following standards and interpretations have been adopted in the financial statements as they are mandatory for the year ended 31 December 2013:

Endorsed		Effective for periods beginning on or after:
Amendments to		
IAS 12	Deferred Tax: recovery of Underlying Assets	1 January 2013
Amendments to		
IAS 1	Presentation of Items of Other Comprehensive Income	1 July 2012
IFRS 13	Fair Value Measurement	1 January 2013
IAS 19	Employee Benefits - Revised	1 January 2013
Amendments to		
IFRS 7	Disclosures: Offsetting Financial Assets and Liabilities	1 January 2013
Annual		
Improvements		
2009-2011	Minor amendments to a number of standards	1 January 2013

The adoption of the standards and interpretations above has not had a material impact on the Group's financial statements.

The following standards and interpretations are available for early adoption but have not been applied by the Group in these financial statements:

<b>.</b>		Effective for periods beginning on or
Endorsed		after:
Amendments to IAS 32 Amendments	Offsetting Financial Assets and Financial Liabilities	1 January 2014
to IAS 39 Amendment to	Novation of Derivatives and Continuation of Hedge Accounting	1 January 2014
IFRS 10	Consolidated Financial Statements	1 January 2014
IFRS 11	Joint Arrangements	1 January 2014
IFRS 12	Disclosure of Interests in Other Entities	1 January 2014
IAS 27	Separate Financial Statements	1 January 2014

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 3 Accounting policies

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union.

The financial statements have been prepared on the historical cost basis. The principal accounting policies set out below have been consistently applied to all periods presented.

## Going concern

The directors have, at the time of approving the financial statements, a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for the foreseeable future. In reaching this conclusion the directors have considered the financial position of the Group, its cash, liquidity position and borrowing facilities together with its forecasts and projections for 18 months from the reporting date that take into account reasonably possible changes in trading performance. The going concern basis of accounting has therefore continued to be adopted in preparing the financial statements.

#### **Basis of consolidation**

The financial statements incorporate the results of the Company and entities controlled by the Company (its subsidiaries). Control is achieved where the Company has power to govern the financial and operating policies of the investee entity so as to obtain benefits from its activities.

Where necessary, adjustments are made to the results of subsidiaries to bring accounting policies used into line with those used by the Group.

All intra-group transactions, balances, income and expenses are eliminated on consolidation.

#### **Business combinations and goodwill**

Acquisitions of subsidiaries and businesses are accounted for using the acquisition method. The assets and liabilities and contingent liabilities of the subsidiaries are measured at their fair value at the date of acquisition. Any excess of cost of acquisition over fair values of the identifiable net assets acquired is recognised as goodwill. Any deficiency of cost of acquisition below the fair value of the identified net assets acquired (i.e. discount on acquisition) is credited in profit or loss in the period of acquisition. Goodwill arising on consolidation is recognised as an asset and reviewed for impairment at least annually. Any impairment is recognised immediately in profit or loss account and is not subsequently reversed. Acquisition related costs are recognised in the income statement as incurred.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## **3** Accounting policies (continued)

#### **Revenue recognition**

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

Sales of goods are recognised when goods are delivered and title has passed.

Rendering of services relates to the services of contractors provided to customers on a time basis it is invoiced and recognised as revenue on a time basis.

Revenues arising from the software maintenance programme provided to customers are invoiced in advance but recognised as revenue across the period to which the maintenance agreements relate. Amounts not taken to revenue at a period end are shown in the statement of financial position as deferred revenue.

Revenue from construction contracts is recognised in accordance with the Group's accounting policy on construction contracts (see below).

#### **Construction contracts**

Where the outcome of a construction contract can be estimated reliably, revenue and costs are recognised by reference to the stage of completion of the contract activity at the reporting date. This is normally measured by the proportion that contract costs incurred for work performed to date bear to the estimated total contract costs, except where this would not be representative of the stage of completion. Variations in contract work, claims and incentive payments are included to the extent that they have been agreed with the customer.

Where the outcome of a construction contract cannot be estimated reliably, contract revenue is recognised to the extent of contract costs incurred where it is probable they will be recoverable. Contract costs are recognised as expenses in the period in which they are incurred.

When it is probable that total contract costs will exceed total contract revenue, the expected loss is recognised as an expense immediately.

#### Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are recognised as assets of the Group at their fair value or, if lower at the present value of the minimum lease payments, each determined at the inception of the lease. The corresponding liability to the lessor is included in the balance sheet as a finance lease obligation.

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss.

Rentals payable under operating leases are charged to income on a straight-line basis over the term of the relevant lease.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## **3** Accounting policies (continued)

## Foreign currency

The individual financial statements of each group company are presented in the currency of the primary economic environment in which it operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position of each group company are expressed in pound sterling, which is the functional currency of the Company, and the presentation currency for the consolidated financial statements.

In preparing the financial statements of the individual companies, transactions in currencies other than the Group Company's functional currency (foreign currencies) are recorded at rates of exchange prevailing on the dates of the transactions. At the reporting date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting date. Non-monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are included in profit or loss for the period. Exchange differences arising on the retranslation of non-monetary items carried at fair value are included in profit or loss for the period except for differences arising on the retranslation of non-monetary items in respect of which gains and losses are recognised directly in equity. For such non-monetary items, any exchange component of the gain or loss is also recognised directly in equity.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated at exchange rates prevailing on the reporting date. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during the period, in which case the exchange rates at the date of transactions are used. Exchange differences arising, if any, are classified as equity and transferred to the Group's translation reserve. Such translation differences are recognised as income and expense in the period in which the operation is disposed of.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rates.

#### **Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax. The tax currently payable is based on taxable profit for the year. Taxable profit differs from the net profits as reported on the income statement because it excludes items of income and expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting date.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## **3** Accounting policies (continued)

## **Taxation (continued)**

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all temporary differences and deferred tax assets are recognised to the extent that it is probable that the taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

Deferred tax liabilities are recognised for temporary differences arising on investments in subsidiaries and interest in joint ventures, except where the Group is able to control the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future.

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

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or at least realised based on the tax rates that have been enacted or substantively enacted at the reporting date. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

### **Share-based payment**

The Group issues equity-settled share based payments to certain employees. Equity-settled share based payments are measured at fair value (excluding the effect of non market-based vesting conditions) at the date of grant. The fair value determined at the date of grant is expensed on a straight-line basis over the vesting period, based on the Group's estimate of shares that will eventually vest and adjusted for the effect of non market-based vesting conditions.

Fair value is measured by use of an option pricing model. The model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions and behavioural conditions.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## **3** Accounting policies (continued)

## Property, plant and equipment

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

Depreciation is charged to write off the cost of assets over their estimated useful lives on the following bases:

Freehold land Freehold buildings Short leasehold buildings Long leasehold buildings

Plant and equipment
Computers
Motor vehicle

Nil Net book value at 1 January 2007 being

written off over 35 years on a straight line basis.

10% to 25% of cost per annum 33.33% of cost per annum 25% of cost per annum

### **Internally-generated intangible assets**

An internally-generated intangible asset arising from the Group's software development is capitalised and held as an intangible asset in the statement of financial position when the costs relate to a clearly defined project; the costs are separately identifiable; the outcome of such a project has been assessed with reasonable certainty as to its technical feasibility and its ultimate commercial viability; the aggregate of the defined costs plus all future expected costs in bringing the product to market is exceeded by the future expected sales revenue; and adequate resources are expected to exist to enable the project to be completed. Internally-generated intangible assets are amortised over their useful lives, normally three years, from completion of development. Where no internally-generated intangible asset can be recognised, development expenditure is recognised as an expense in the income statement in the period in which it is incurred.

### **Intangible assets**

Intangible assets are stated at cost less accumulated amortisation and any recognised impairment loss. Amortisation is charged to write off intangible assets on a straight line basis over their estimated useful lives on the following basis:

Computer software 33.33% of cost per annum

## **Inventories**

Inventories are stated at the lower of cost and net realisable value. Costs comprise direct materials and, where applicable, direct labour costs and overheads that have been incurred in bringing the inventories to their present location and condition. Net realisable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## **3** Accounting policies (continued)

#### **Financial instruments**

The Group classifies financial instruments, or their component parts, on initial recognition as a financial asset, a financial liability or an equity instrument.

#### Trade and other receivables

Trade and other receivables are measured at initial recognition at fair value, and subsequently measured at amortised cost. A provision is established when there is objective evidence that the Group will not be able to collect all amounts due. The amount of any provision is recognised in profit or loss.

#### Cash and cash equivalents

Cash and cash equivalents are recognised as financial assets. They comprise cash held by the Group and short term bank deposits with an original maturity date of three months or less.

#### Available-for-sale investments

Available-for-sale investments are recognised as financial assets and are initially measured at fair value, including transaction costs. At subsequent reporting dates available-for-sale investments are measured at fair value where material or cost where fair value is not readily ascertainable. Gains and losses arising from changes in fair value are recognised directly in equity until the investment is disposed of or is determined to be impaired, at which time the cumulative gain or loss recognised previously in equity is included in profit or loss for the period. Dividends are recognised in the income statement when the right to receive payment has been established.

## Trade payables

Trade payables are initially recognised as financial liabilities measured at fair value, and subsequent to initial recognition measured at amortised cost.

#### Bank borrowings

Interest bearing bank loans, overdrafts and other loans are recognised as financial liabilities and recorded at fair value, net of direct issue costs. Finance costs are accounted for on the accruals basis in the income statement using the effective interest rate.

## Equity instruments

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 4 Critical accounting judgements and key sources of estimation uncertainty

## Impairment of goodwill

Determining whether goodwill is impaired requires an estimation of the value in use of the cash-generating units to which goodwill has been allocated. The value in use calculation, as described in note 15, requires estimates of the future cash flows expected to arise from the cash-generating unit and a suitable discount rate in order to calculate the present value. The carrying amount of goodwill at the balance sheet date was £946,749 and the review carried out has shown no impairment.

## Revenue recognition

A significant proportion of the Group's revenue derives from construction contracts. The directors are satisfied that revenue is recognised when, and to the extent that, the group obtains the right to consideration which is derived on a contract-by-contract basis from the stage of completion of the contract activity at the reporting date. This is measured by the proportion that contract costs incurred for work performed to date bear to the estimated total contract cost. Judgement has been required in the estimation of the total costs of each contract.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

### 5 Revenue

An analysis of the Group's revenue is as follows:	2013	2012
•	£	£
Sale of goods	274,012	195,606
Rendering of services	2,595,636	2,473,310
Revenue from construction contracts	14,932,633	10,910,146
Software maintenance programmes	874,688	890,653
	18,676,969	14,469,715
Investment income	2,651	9,950
	18,679,620	14,479,665

## **6** Segment information

The operating segments that are regularly reviewed by the chief operating decision maker (the Chief Executive) in order to allocate resources to segments and to assess performance are Training Systems, Data Services and Software. The accounting policies of the reporting segments are the same as those adopted by the Group and set out in note 3.

## 6.1 Segment revenues and results

	Segment revenue		Segment profit	
	2013	2012	2013	2012
	£	£	£	£
Training Systems	12,553,789	8,716,820	1,778,748	1,252,876
Data Services	2,949,360	2,776,508	306,979	356,251
Software	4,344,411	3,718,610	435,165	255,362
	19,847,560	15,211,938	2,520,892	1,864,489
Inter-segment sales				
Training Systems	-	-		
Data Services	(570,513)	(583,183)		
Software	(600,078)	(159,040)		
External sales	18,676,969	14,469,715		
Unallocated corporate expenses		_	(265,182)	(267,642)
Net finance (costs)/income			(9,082)	6,118
Profit before tax		=	2,246,628	1,602,965

The segments above also represent the Group's major goods and services. Inter-segment sales are made on an arm's length basis.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 6.2 Segment assets and liabilities

segment assets and tiabilities		
	2013	2012
Segment assets	£	£
Training Systems	6,964,257	7,067,912
Data Services	1,794,667	1,611,056
Software	3,796,581	4,181,864
	12,555,505	12,860,832
Eliminations on consolidation	(2,782,222)	(4,634,253)
Unallocated	160,513	820,164
Consolidated assets	9,933,796	9,046,743
Segment liabilities		
Training Systems	2,443,725	2,339,946
Data Services	342,822	495,371
Software	803,675	1,332,462

Segment liabilities		
Training Systems	2,443,725	2,339,946
Data Services	342,822	495,371
Software	803,675	1,332,462
	3,590,222	4,167,779
Eliminations on consolidation	-	(533,581)
Unallocated	156,834	106,229
Consolidated liabilities	3,747,056	3,740,427

## 6.3 Other segment information

	-	Depreciation and amortisation		Additions to non-current assets	
	2013	2012	2013	2012	
	£	£	£	£	
Training Systems	206,367	178,257	273,771	178,300	
Data Services	33,974	25,882	30,876	13,469	
Software	37,026	26,516	88,045	60,537	
	277,367	230,655	392,692	252,306	

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 6.4 Geographical information

The Group operates in four geographical areas – United Kingdom, USA, Canada and Australia.

The Group's revenue from external customers and information about its non-current assets by geographical location are detailed below.

	Revenue fro		Non-curre	nt assets*
	2013	2012	2013	2012
	£	£	£	£
United Kingdom	15,181,214	11,191,256	2,708,893	2,630,285
USA	31,821	42,195	-	-
Canada	3,114,348	2,862,695	19,449	10,083
Australia	349,586	373,569	245,764	271,627
	18,676,969	14,469,715	2,974,106	2,911,995

<sup>\*</sup> Non-current assets excluding financial instruments and deferred tax assets.

## 6.5 *Information about major customers*

Included in the revenues of each segment are the following sales to individual external customers amounting to 10% or more of the Group's revenues.

	2013	2012
	${f \pounds}$	£
Training Systems		
Customer 1	Not 10%	1,478,499
Customer 2	Not 10%	1,921,217
Customer 4	2,648,600	4,265,150
Customer 5	4,886,755	-
Data Services		
Customer 1	Not 10%	105,324
Customer 2	Not 10%	75,842
Software services		
Customer 1	Not 10%	5,155
Customer 3	2,673,517	2,475,475

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

7 Staff costs	2013 £	2012 £
Wages and salaries	5,602,135	5,109,836
Social security costs	658,925	505,974
Pension costs	245,829	210,135
	6,506,889	5,825,945
The average number of persons, including executive directors emp year was:	oloyed by the Gre	oup during the
	Number	Number
Office and management	14	14
Production	104	98
Selling	7	7
	125	119
8 Operating profit for the year	2013	2012
	£	£
Profit for the year has been arrived at after charging:		
Net foreign exchange (profits)/ losses	(88,301)	27,637
Amortisation of intangible assets	71,269	58,458
Depreciation of property, plant and equipment	206,098	172,197
Loss on disposal of property, plant and equipment	435	2,159
Staff costs (note 7)	6,506,889	5,825,945
Share-based payment (note 32)	19,734	9,104
Redundancy cost	40,000	44,580
9 Auditors' remuneration	2013	2012
	£	£
Fees payable to the company's auditors for:		
-The audit of the annual financial statements	12,000	11,000
-The audit of the company's group undertakings	27,000	27,000
Total audit fees	39,000	38,000
Fees payable to the company's auditor and its associates for other services to the Group:		
- Tax compliance services	5,950	24,565
- Other services	4,620	4,600
Total non-audit fees	10,570	29,165
	49,570	67,165

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

10	Finance costs	2013	2012
		£	£
	Interest expense for financial lease arrangements	4,619	2,613
	Interest expense for bank overdraft	7,114	1,219
		11,733	3,832
11	Finance income	2013	2012
		£	£
	Income from bank deposits	2,451	9,775
	Dividends receivable from available-for-sale investments	200	175
		2,651	9,950
12	Taxation	2013	2012
		£	£
	Recognised in the income statement		
	Current UK tax expense	412,127	314,390
	Foreign tax	176,742	64,052
	Double taxation relief	(36,809)	-
	In respect of prior years	(4,288)	4,221
		547,772	382,663
	Deferred tax expense relating to origination and reversal of		
	temporary differences	3,058	45,986
	Total tax expense	550,830	428,649
	Reconciliation of effective tax rate		
	Profit before tax	2,246,628	1,602,965
	Tax at the applicable rate of 23.25% (2012: 24.5%)	522,341	392,726
	Tax effect of expenses not deductible in determining taxable		
	profit	19,206	23,151
	Tax effect of utilisation of losses not previously recognised	(6,947)	(9,946)
	Foreign tax credits	39,691	
	Effect of different tax rates of subsidiaries operating in other		
	jurisdictions	6,024	2,440
	Effect of small companies rate	(156)	(2,036)
	Effect of change of deferred tax rate	(18,135)	(8,313)
	Effect of adjustments for prior years	(3,999)	45,892
	Effect of share options exercised	(7,148)	(15,224)
	Other differences	(47)	(41)
	Total tax expense	550,830	428,649

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### 13 Dividends

Two dividends were paid during the year amounting to 2.20p per share in aggregate (2012: 1.60p). A final dividend of 1.80p per share will be proposed at the Annual General Meeting.

## 14 Earnings per share

Earnings per share has been calculated by dividing the net profit attributable to equity holders by the weighted average number of ordinary shares in issue during the year as follows:

	2013	2012
	£	£
Profit after tax attributable to equity holders	1,695,798	1,174,316
	Number	Number
Weighted average number of ordinary shares in issue during		
the year	26,382,834	26,343,553
Diluting effect of share options	391,185	411,559
Diluted average number of ordinary shares	26,774,019	26,755,112
		_

15	Goodwill	${f \pounds}$
	Carrying amount	
	At 1 January 2012	992,044
	Currency translation	(6,644)
	At 1 January 2013	985,400
	Currency translation	(38,651)
	At 31 December 2013	946,749

Goodwill acquired in a business combination is allocated, at acquisition, to cash generating units (CGUs) that are expected to benefit from that business combination. The carrying amount of goodwill has been allocated as follows:

	2013	2012
	£	£
Cash generating unit		
Data Services division	583,900	583,900
Software division	362,849	401,500
	946,749	985,400

The Group tests goodwill annually for impairment. The recoverable amounts of the CGU's are determined from value in use calculations. The Group prepares cash flow forecasts derived from the most recent annual financial budgets approved by the management and extrapolates cash flows for the following 3 years based on a growth rate of 3.5% (2012: 3.5%). These forecast cash flows are discounted at 7.5% per annum (2012:7.5% per annum) to provide the value in use for each CGU. No impairment of goodwill has been recorded in previous years and the most recent tests confirm no impairment.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 16 Other intangible assets

		Development	
	Software	costs	Total
	£	£	£
Cost			
At 1 January 2012	186,386	151,753	338,139
Currency translation	(704)	-	(704)
Additions	36,860	-	36,860
At 1 January 2013	222,542	151,753	374,295
Currency translation	(4,444)	-	(4,444)
Additions	94,603	-	94,603
At 31 December 2013	312,701	151,753	464,454
Amortisation			
At 1 January 2012	78,951	132,566	211,517
Currency translation	(716)	-	(716)
Charge for the year	45,666	12,792	58,458
At 1 January 2013	123,901	145,358	269,259
Currency translation	(4,248)	-	(4,248)
Charge for the year	64,874	6,395	71,269
At 31 December 2013	184,527	151,753	336,280
Carrying amount			
At 31 December 2013	128,174	0	128,174
At 31 December 2012	98,641	6,395	105,036

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

## 17 Property, plant and equipment

	Land and	Fixtures and	Motor	
_	Buildings	Equipment	vehicles	Total
	£	£	£	£
Cost				
At 1 January 2012	1,827,992	1,418,893	26,746	3,273,631
Currency translation	-	(3,344)	(705)	(4,049)
Additions	-	183,322	32,124	215,446
Disposals	-	-	(26,041)	(26,041)
At 1 January 2013	1,827,992	1,598,871	32,124	3,458,987
Currency translation	-	(14,605)	(5,068)	(19,673)
Additions	-	275,437	22,652	298,089
Disposals	_	(5,500)	-	(5,500)
At 31 December 2013	1,827,992	1,854,203	49,708	3,731,903
				_
Depreciation				
At 1 January 2012	475,830	994,687	11,701	1,482,218
Currency translation	-	(3,342)	(121)	(3,463)
Charge for year	46,056	121,261	4,880	172,197
Eliminated on disposals	-	-	(13,524)	(13,524)
At 1 January 2013	521,886	1,112,606	2,936	1,637,428
Currency translation	-	(16,033)	(842)	(16,875)
Charge for year	46,056	152,928	7,114	206,098
Eliminated on disposals	-	(4,935)	-	(4,935)
At 31 December 2013	567,942	1,244,566	9,208	1,821,716
- -				
Carrying amount				
At 31 December 2013	1,260,050	609,637	40,500	1,910,187
At 31 December 2012	1,306,106	486,265	29,188	1,821,559

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### 18 Available-for-sale investments

The Group owns a non-controlling interest of less than 1% in Synectics plc. The shares are not held for trading and accordingly are classified as available for sale. They are held on the balance sheet at their original cost and at 31 December 2013 the market value of this investment was £14,187 (2012: £8,625).

19	Inventories	2013	2012
		£	£
	Raw materials and consumables	4,000	13,340

There is no material difference between the carrying value of inventories and their replacement cost.

20	Construction contracts	2013 £	2012 £
	Contracts in progress:		
	Amounts due from contract customers included in trade and		
	other receivables (note 21)	2,893,526	325,599
	Amounts due to contract customers included in trade and		
	other payables (note 23)	(1,163,241)	(907,889)
		1,730,285	(582,290)
	Contract costs incurred plus recognised profits less		
	recognised losses to date	22,043,587	19,160,910
	Less: progress billings	(20,313,302)	(19,743,200)
		1,730,285	(582,290)

21	Trade and other receivables	2013	2012
		£	£
	Trade receivables	2,224,990	2,884,513
	Amounts due from construction customers (note 20)	2,893,526	325,599
	Other debtors	295,285	294,307
	Prepayments and accrued income	336,745	414,318
		5,750,546	3,918,737

Some of the unimpaired trade receivables are past due as at the reporting date. The age of the trade receivables past due but not impaired is as follows:

Not more than 3 months	18,177	-
More than 3 months but not more than 6 months	-	-
More than 6 months but not more than 9 months		7,442
	18,177	7,442

No receivables have been written off as uncollectible during the year (2012: nil) and it has not been necessary to recognise any impairment loss. The directors consider that the carrying amount of trade and other receivables approximates their fair value.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

22	Cash and cash equivalents	2013	2012
	_	£	£
	Bank balances	1,153,388	2,170,086
	Petty cash	3,562	3,151
		1,156,950	2,173,237

Cash and cash equivalents comprise cash held by the Group and short term deposits with an original maturity date of three months or less. The carrying amount approximates their fair value.

23	Trade and other payables	2013	2012
		£	£
	Amounts due to construction contract customers (note 20)	1,163,241	907,889
	Trade payables	1,001,004	1,101,199
	Taxes and social security costs	446,353	587,752
	Accruals and deferred income	400,146	278,850
		3,010,744	2,875,690

The directors consider that the carrying amount of trade and other payables approximates their fair value.

## **24** Obligations under finance leases

			Present value	of minimum	
	Minimum payments		payments		
_	2013	2012	2013	2012	
	£	£	£	£	
Amounts payable					
Within 1 year	11,477	7,816	8,171	4,726	
Within 2 to 5 years inclusive	37,245	27,346	36,229	24,477	
Less: future finance charges	(4,322)	(5,959)	-	-	
	44,400	29,203	44,400	29,203	
Carrying amount of assets subject	Carrying amount of assets subject to finance lease:				
Property, plant and equipment		44,845	24,389		

The Group's obligations under finance leases are secured by the lessor's rights to the leased assets.

## 25 Borrowings

The Group has available unused bank overdraft facilities of £750,000. Any overdraft arising from the facility is repayable on demand and carries interest at 2.75% (2012: 2.75%) plus the bank's base rate. Any facilities used are secured by fixed and floating charges over the assets of Pennant International Group plc, Pennant Training Systems Limited, Pennant Software Services Limited and Pennant Information Services Limited and by cross-guarantees between those companies.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

26	Deferred revenue	2013	2012
		£	£
	Deferred revenue arises in respect of prepaid software maintenance contracts and is shown as:		
	Revenue that can be recognised within 1 year included in		
	current liabilities.	326,116	341,016
	Revenue that can be recognised after 1 year included in		
	non-current liabilities.	-	12,251
		326,116	353,267

#### 27 Deferred tax

	Accelerated tax	Other temporary	Tax losses	
	depreciation	differences		Total
	£	£	£	£
At 1 January 2012	(125,011)	2,912	86,637	(35,462)
Currency translation	(83)	-	(75)	(158)
Credit/(charge) to income	17,754	22,822	(86,562)	(45,986)
At 1 January 2013	(107,340)	25,734	-	(81,606)
Currency translation	(124)	(3,588)	-	(3,712)
Credit/(charge) to income	(9,256)	6,198	-	(3,058)
At 31 December 2013	(116,720)	28,344	-	88,376

In the statement of financial position deferred assets and liabilities are shown without any set off as follows:

	2013	2012	2011
	£	£	£
Deferred tax assets	33,490	25,734	96,880
Deferred tax liabilities	(121,866)	(107,340)	(132,342)
	88,376	(81,606)	(35,462)

Deferred tax has been provided at 20% (2012: 23%), the corporation tax rate that will be effective from 1 April 2015.

At the reporting date the Group had unused tax losses of approximately £1,650,000 (2012: £1,800,000) available for set-off against future profits. No deferred tax asset has been recognised in respect of these available losses due to the unpredictability of future profit streams in the subsidiary in which they arise as this subsidiary has limited activity. The unrecognised losses are available for set off indefinitely.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

28	Share capital	2013	2012
		£	£
	Issued and fully paid		
	28,000,000 ordinary shares of 5p each	1,400,000	1,400,000

The Company has one class of ordinary shares which carry no right to fixed income.

29	Treasury shares	Number	£
	As at 1 January 2012	1,052,905	191,214
	Shares purchased in the market under authority for Company	, ,	,
	to purchase its own shares	1,232,959	343,315
	Shares sold to satisfy share options	(650,000)	(61,425)
	Loss on sale of shares	-	(70,414)
	As at 1 January 2013	1,635,864	402,690
	Shares purchased in the market under authority for Company		,
	to purchase its own shares	91,875	68,906
	Shares sold to satisfy share options	(50,000)	(4,125)
	Loss on sale of shares	_	(8,183)
	As at 31 December 2013	1,677,739	459,288
	·	,	,
<b>30</b>	Note to consolidated statement of cash flows	2013	2012
		£	£
	Cash generated from operations		
	Profit for the year	1,695,798	1,174,316
	Finance income	(2,651)	(9,950)
	Finance costs	11,733	3,832
	Income tax expense	550,830	428,649
	Depreciation of property, plant and equipment	206,098	172,197
	Amortisation of other intangible assets	71,269	58,458
	(Profit)/loss on disposal of property, plant and equipment	(435)	2,159
	Share-based payment	19,734	9,104
	Operating cash flows before movement in working capital	2,552,376	1,838,765
	Increase in receivables	(1,831,809)	(1,115,957)
	Decrease in inventories	9,340	-
	Increase in payables	135,054	118,218
	Decrease in deferred revenue	(27,151)	(27,522)
	Cash generated from operations	837,810	813,504
	Tax paid	(660,758)	(14,263)
	Interest paid	(11,733)	(3,832)
	Net cash generated from operations	165,319	795,409

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

31 Operating lease arrangements	2013	2012
	£	£
Lease payments under operating leases recognised as an		
expense in the year	241,647	233,953

The Group had commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2013	2012	2013	2012
	£	£	£	£
Within one year	123,229	127,763	81,770	62,384
In the second to fifth years	381,386	287,840	85,002	67,452
In the sixth to tenth years	85,508	134,208	-	-
After ten years	241,788	248,338	-	-
	831,911	798,149	166,772	129,836

Commitments after ten years relate to ground rents on long leasehold properties that run until 2098.

### 32 Share-based payment

The Company operates a share option scheme for certain employees of the Group. Options are exercisable at the price equal to the quoted mid-market price at the close of business on the date of grant. Exercise is subject to conditions based on the performance of the Group. Options are forfeited if the employee leaves the Group before the options vest. Details of the share options outstanding during the year are as follows:

	2013		2012	
	Number of share options	Weighted average exercise price	Number of share options	Weighted average exercise price
Outstanding at 1 January 2013 Granted during the year Exercised during the year	610,000 140,000 (50,000)	21.41p 61.75p 8.25p	870,000 390,000 (650,000)	10.78p 26.75p 9.35p
Outstanding at 31 December 2013	700,000	30.42p	610,000	21.41p
Exercisable at 31 December 2013	20,000	8.25p	70,000	8.25p

The options outstanding at 31 December 2013 had a weighted average remaining contractual life of 8.32 years (2012: 8.7 years)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

# 32 Share-based payment (continued)

New options over 140,000 shares were granted on 22 April 2013. The aggregate fair value of the options granted was £47,560.

The inputs to the Black Scholes model for the 2013 grant were as follows:

Share price at date of grant	61.75p
Exercise price	61.75p
Expected volatility (based on historic volatility)	66%
Risk free rate	3%
Expected dividend yield	2.55%
Option life	10 years
Vesting period	3 years

The Group recognised total expenses related to equity-settled share-based payment transactions of £19,734 (2012: £9,104).

### 33 Employee benefits

#### **Defined contribution**

The Group operates defined contribution pension schemes. The assets of the schemes are held separately from those of the Group in independently administered funds. The pension cost charge represents contributions payable by the Group to the funds.

	2013	2012
	£	£
Contributions payable by the Group for the year	245,829	210,135

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### **34** Financial instruments

#### 34.1 Capital risk management

The Group manages its capital to ensure that it will be able to continue as a going concern while maximising the return to shareholders. The capital structure of the Group consists of cash and cash equivalents and equity comprising issued share capital, reserves and retained earnings. The Group is not subject to any externally imposed capital requirements.

### 34.2 Categories of financial instruments

	2013	2012
	£	£
Financial assets		
Available-for-sale financial assets	3,700	3,700
Loans and receivables		
Trade and other receivables	5,750,546	3,918,737
Cash and cash equivalents	1,156,950	2,173,237
	6,911,196	6,095,674
Financial liabilities		
Measured at amortised cost		
Trade payables	1,447,357	1,688,951

### 34.3 Financial risk management

Financial risks include market risk (principally foreign currency risk), credit risk, liquidity risk and interest risk. The Group seeks to minimise the effect of these risks by developing and applying policies and procedures which are regularly reviewed for appropriateness and effectiveness. The Group's principal financial instruments comprise cash held in current accounts, trade receivables, amounts due from and to construction contract customers, trade payables, other payables and borrowings that arise directly from its operations.

#### 34.4 Foreign currency risk

The Group operates internationally giving rise to exposure from changes in foreign exchange rates. The Group's policy permits but does not demand that these exposures are hedged in order to fix their cost in sterling. Forward foreign exchange contracts are entered into in respect of forecast foreign exchange transactions when the amount and timing of such transactions becomes reasonably certain. At 31 December 2013 and 31 December 2012 the Group had no commitments under forward exchange contracts.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

### **34.** Financial Instruments (continued)

### 34.4 Foreign currency risk (continued)

The Canadian dollar, the Australian dollar and the American dollar are the main foreign currencies in which the Group operates. The carrying amounts of the Group's monetary assets and liabilities denominated in these currencies expressed in sterling at the reporting date are as follows:

	Liabilities		Assets	
	<b>2013</b> 2012		2013	2012
	£	£	£	£
Canadian \$	206,098	200,099	977,660	1,592,280
American \$	2,588	1,845	210,530	202,164
Australian \$	162,941	120,706	415,938	290,550
Total	371,627	322,650	1,604,128	2,084,994

The following table details the Group's sensitivity to a 5% increase in Sterling against the relevant foreign currencies. The analysis includes outstanding foreign currency denominated monetary items where denominated in a currency other than the functional currency of the debtor or creditor. A positive number indicates an increase in profits and a negative number a decrease in profit. A 5% weakening of Sterling against the relevant currencies would have an equal and opposite effect on profit.

	Impact on	Impact on profit		
	2013	2012		
	£	£		
Canadian \$	8,476	(27,221)		
American \$	29,216	22,477		
Australian \$	27,821	25,463		

#### 34.5 Credit risk

Credit risk refers to the risk that a customer or counterparty to a financial instrument fails to meet its contractual obligations, resulting in financial loss to the Group, and arises principally from the Group's receivables from customers and bank current accounts. Major customers that wish to trade on credit terms are subject to credit verification procedures and receivable balances are monitored on an on-going basis. The credit risk on bank current account balances is limited because the counterparties are banks with high credit ratings assigned by international creditrating agencies.

At 31 December 2013 and 31 December 2012 there were no significant concentrations of credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the statement of financial position.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

# **34** Financial instruments (continued)

#### 34.6 *Liquidity risk*

Liquidity risk is the risk that the Group does not have sufficient cash to meet its financial obligations as they fall due. The Group ensures that sufficient cash and undrawn facilities are available to fund ongoing operations and to meet its medium term capital and funding obligations.

At the year end the Group had net cash funds of £1,156,950 (2012: £2,173,237) and undrawn facilities of £750,000 (2012: £750,000). The level of the Group's overdraft facility is reviewed annually.

The Group's financial obligations consist of trade creditors which are all payable within 12 months.

#### 34.7 Interest risk

The Group has no liabilities subject to interest rate risk at the balance sheet date. However, the Group is from time to time exposed to interest rate risk on bank overdraft. Interest is paid on bank overdraft at 2.75% (2012: 2.75%) over base rate. 1% rise/fall in interest rates would have decreased/increased profit for the year by an immaterial amount (2012: immaterial).

#### 35 Capital commitments

At 31 December 2013 and 31 December 2012 the Group had no capital commitments.

#### **Related party transactions**

Transactions between the Company and its subsidiaries, which are related parties, have been eliminated on consolidation and are not disclosed in this note.

#### Remuneration of key management personnel

Amounts paid to Group directors who are the only key management personnel of the Group are set out in the Directors' Report.

#### Transaction with a Director

On 18 October 2013, the Company purchased 91,875 of its own shares from Mr J M Waller. The purchase was made through the Market under the authority for the Company to purchase its own shares granted by the shareholders on 11 April 2013.

#### **Dividends paid to Directors**

Dividends totalling £581,110 (2012: £213,695) were paid in the year in respect of ordinary shares in which the Company's Directors had a beneficial interest.

#### **Employee Benefit Trust**

Included in Trade and Other Receivables are loans to Mr C Snook (£148,012) and Mr J Waller (£144,763) who are both directors of the Company. The loans were made in accordance with the purposes of the Pennant Employee Benefit Trust and used to purchase shares in the Company. They are secured by a charge on the shares and repayable when the shares are sold.

# COMPANY STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2013

	Notes	2013	2012
		£	£
Continuing operations			
Management charges receivable		50,000	104,000
•		ŕ	,
Dividends received from subsidiaries		1,500,000	340,000
Administrative expenses		(150,182)	(227,641)
Management charges payable		(165,000)	(144,000)
Operating profit		1,234,818	72,359
Finance costs	3	(344)	(344)
Finance income	4	200	4,179
Profit before tax		1,234,674	76,194
Tax charge	5	-	(40,085)
Total comprehensive income attributable to equity holders			
1 our comprendition means attributuate to equity notices		1,234,674	36,109

# COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2013

	Share capital	Capital redemption reserve	Treasury shares	Retained earnings	Total equity
	£	£	£	£	£
At 1 January 2012	1,400,000	200,000	(191,214)	3,772,221	5,181,007
Total comprehensive income for the year	-	-	-	36,109	36,109
Recognition of share-based payment	-	-	-	9,104	9,104
Purchase of own shares for treasury	-	-	(343,315)	-	(343,315)
Sale of treasury shares to satisfy share options Loss on sale of treasury sales	-	-	61,425	-	61,425
transferred to retained earnings Dividends paid	-	-	70,414	(70,414) (422,353)	(422,353)
At 1 January 2013	1,400,000	200,000	(402,690)	3,324,667	4,521,977
Total comprehensive income for the year Recognition of share-based payment				1,234,674 19,734	1,234,674 19,734
Purchase of own shares for treasury			(68,906)		(68,906)
Sale of treasury shares to satisfy share options Loss on sale of treasury sales			4,125	(0.102)	4,125
transferred to retained earnings Dividends paid			8,183	(8,183) (581,110)	(581,110)
At 31 December 2013	1,400,000	200,000	(459,288)	3,989,782	5,130,494

# COMPANY NUMBER: 3187528 COMPANY STATEMENT OF FINANCIAL POSITION AT 31 DECEMBER 2013

Non-current assets Investment in subsidiaries Available-for-sale investments Total non-current assets	Notes 6	2013 £ 7,909,037 3,700 7,912,737	2012 £ 7,909,037 3,700 7,912,737
Current assets Trade and other receivables Amounts due from subsidiaries Cash and cash equivalents Total current assets	7 _	2,543 292,775 295,318	4,299 826,355 519,070 1,349,724
Total assets		8,208,055	9,262,461
Current liabilities Trade and other payables Amounts due to subsidiaries Bank overdraft Total current liabilities  Net current liabilities	8	156,835 2,782,221 138,505 3,077,561 (2,782,243)	106,231 4,634,253 4,740,484 (3,390,760)
Total liabilities	<del>-</del>	3,077,561	4,740,484
Net assets	-	5,130,494	4,521,977
Equity Share capital Capital redemption reserve Treasury shares Retained earnings	10	1,400,000 200,000 (459,288) 3,989,782	1,400,000 200,000 (402,690) 3,324,667
Total equity		5,130,494	4,521,977

Approved by the Board and authorised for issue on 6 March 2014

C Snook J M Waller Director Director

# COMPANY STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2013

	Notes	2013 £	2012 £
Net cash from operations	11	(1,511,884)	505,083
Investing activities Dividend received from subsidiary Dividend received Interest received		1,500,000 200 -	340,000 175 4,004
Net cash from/(used) in investing activities	-	1,500,200	344,179
Financing activities Dividends paid Purchase of own shares for treasury Proceeds from sale of treasury shares		(581,110) (68,906) 4,125	(422,353) (343,315) 61,425
Net cash used in financing activities	-	(645,891)	(704,243)
Net (decrease)/increase in cash and cash equivalents		(657,575)	145,019
Cash and cash equivalents at beginning of year		519,070	374,051
Cash and cash equivalents at end of year	- -	(138,505)	519,070

# NOTES TO THE COMPANY FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

# 1 Accounting policies

The separate financial statements of the Company are presented as required by the Companies Act 2006. As permitted by the Act the separate financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union. The principal accounting policies adopted are the same as those set out in note 3 to the consolidated financial statements except as noted below:

• Investments in subsidiaries are stated at cost less, where appropriate, provisions for impairment.

### **2** Operating loss

The auditors' remuneration for audit and other services is disclosed in note 9 to the consolidated financial statements.

3	Finance costs	2013 £	2012 £
	Interest expense for bank overdraft	344	344
4	Finance income	2013	2011
_		£	£
	Interest received	-	4,004
	Dividend from available-for-sale financial asset	200	175
		200	4,179
_	The state of the s	2012	2012
5	Tax	2013	2012
	Deferred toy charge relating to origination and reversal	£	£
of ten	Deferred tax charge relating to origination and reversal apporary differences	-	40,085
	Reconciliation of effective tax rate		_
	Profit before tax	1,234,674	76,194
	Tax at applicable rate 23.25% (2012: 24.5%) Tax effect of:	287,062	18,668
	Expenses that are not deductible for tax	2,805	2,406
	Group income	(348,750)	(83,300)
	Share options exercised	(7,148)	(15,224)
	Losses arising not recognised in deferred tax	-	40,085
	Franked investment income	(47)	(43)
	Group relief	66,078	77,493
	Total tax charge/(credit)	-	40,085

# NOTES TO THE COMPANY FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

### **6** Subsidiaries

Details of the Company's subsidiaries at 31 December 2013 are as follows:

	Place of incorporation	Proportion of ownership
Pennant Training Systems Limited	England	100%
Pennant Information Services Limited	England	100%
Pennant Software Services Limited	England	100%
Pennant Canada Limited	Canada	100%
Pennant Australasia Pty Limited	Australia	100%
Pennant Information Services Inc.	U.S.A	100%
Pennant EBT Trustee Limited	England	100%

The investments in subsidiaries are all stated at cost.

### 7 Cash and cash equivalents

These comprise cash held by the company, short-term bank deposits with an original maturity of three months or less and overdrafts payable on demand.

# 8 Trade and other payables

Trade payables principally comprise amounts outstanding for services and ongoing costs. The carrying amount approximates their fair value.

### 9 Borrowings

Details of the Group overdraft arrangements are set out in note 25 to the consolidated financial statements.

### 10 Share capital

Details are set out in note 28 to the consolidated financial statements.

11	Note to statement of cash flows	2013	2012
		£	£
	Cash generated from operations		
	Profit for the year	1,234,674	36,109
	Dividend received from subsidiary	(1,500,000)	(340,000)
	Tax charge	-	40,085
	Finance costs	344	344
	Finance income	(200)	(4,179)
	Share-based payment	19,734	9,104
	Operating cash flows before movement in working capital	(245,448)	(258,537)
	Decrease/(increase in receivables)	535,336	(501,783)
	(Decrease)/increase in payables	(1,801,428)	1,265,747
	Cash generated from operations	(1,511,540)	505,427
	Interest paid	(344)	(344)
	Net cash generated from operations	(1,511,884)	505,083

# NOTES TO THE COMPANY FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

#### 12 Financial instruments

The Company's approach to the management of capital and market risks is set out in note 34 to the consolidated financial statements. To address its liquidity risk the Company ensures that sufficient cash and undrawn facilities are available to fund ongoing operations and to meet its medium term capital and funding obligations. The Company is from time to time exposed to interest rate risk on a bank overdraft. Interest is paid on its bank overdraft at 2.75% (2012: 2.75%) over base rate. 1% rise/fall in interest rates would have decreased/increased profit for the year by an immaterial amount (2012: immaterial). The Company is not exposed to foreign currency risks.

### **Categories of financial instruments**

Categories of imancial mistruments		
	2013	2012
	£	£
Financial assets		
Available for sale financial assets	3,700	3,700
Loans and receivables	,	
Trade and other receivables	2,543	4,299
Amounts due from subsidiaries	292,775	826,355
Cash and cash equivalents	-	519,070
•	299,018	1,353,424
Financial liabilities	1	
Measured at amortised cost		
Trade and other payables	156,835	106,231
Amounts due to subsidiaries	2,782,221	4,634,253
Bank overdraft	138,505	, , , <u>-</u>
	3,077,561	4,740,484

#### 13 Contingent liabilities

The Company is party to a group registration for the purposes of Value Added Tax (VAT). Members of the group are jointly and severally liable for the total tax due. The total amount of VAT payable by the group registration and not accrued in the statement of financial position was £24,680 (2012: £296,851).

#### 14 Related party transactions

The Company has provided guarantees to the bank in respect of its bank borrowings and any bank borrowings of its subsidiaries as set out in note 25.

Barclays Bank Plc have given performance guarantees of £1,416,304 (2012: £416,304), in the normal course of business, to a customer of Pennant Training Systems Limited. These are secured by fixed and floating charges over the assets of the Company.

The Company has guaranteed the payment of rent under a lease agreement for office premises occupied by a subsidiary company. The lease runs for 10 years from 1 February 2010 at an annual rental of £48,700.

Other transactions with related parties include management charges for services provided to and by subsidiary companies as disclosed on the face of the statement of comprehensive income.

# NOTES TO THE COMPANY FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

### 15 Transaction with a Director

On 18 October 2013, the Company purchased 91,875 of its own shares from Mr J M Waller. The purchase was made through the Market under the authority for the Company to purchase its own shares granted by the shareholders on 11 April 2013.