Tennant UK Cleaning Solutions Limited (formerly Applied Sweepers Limited)

Directors' report and financial statements
Registered number SC042491
31 December 2009

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Directors' report

The directors present their directors' report and financial statements for the twelve month period ended 31 December 2009.

Principal activities

On 5 October 2009 the company sold various tangible and intangible assets to Tennant N.V. and Tennant Company for the consideration of £10.8 million.

In connection with the sale, the Company entered into various contractual arrangements with Tennant N.V. to provide services related to contract research and development, consignment manufacturing and sales and distribution.

As a result of the sale, the company trades as a distributor of outdoor sweeping machines providing sales, marketing, distribution and repair services to its customers.

At the period end the company had shareholders' funds of £4,062,408 (15 month period ended 31 December 2008: £9,269,902) including distributable reserves of £3,929,014 (15 month period ended 31 December 2008: £9,136,508), along with net current assets of £3,422,504 (15 month period ended 31 December 2008: £8,579,931).

The supply and maintenance of sweepers will, in common with many other businesses, be subject to external economic factors and so the company will continue to be managed on a prudent basis, to ensure long term stability.

Based on these factors the directors believe that the general performance of the company will continue at satisfactory level for the foreseeable future.

On 29 January 2010 the company changed name from Applied Sweepers Limited to Tennant UK Cleaning Solutions Limited.

Results and dividends

The profit for the period, after taxation, amounted to £6,681,488 (15 month period ended 31 December 2008: £3,756,543).

As a result of the sale to Tennant N.V. and strong financial position of the company, the directors authorised an interim payment of one or more dividends, not exceed in aggregate £12,500,000, with such authorisation continuing in effect until 31st December 2009.

On 30th October, dividends totalling £11,888,982 were paid.

Financing

As a result of contractual arrangements effected pursuant to the structural changes referred to above under 'Principal Activities', including the acquisition of the trade and assets of Tennant UK Limited on 1 January 2010 referred to under Post Balance Sheet Events on page 2, the company's future cash flows are expected to remain positive. In addition, the parent company has confirmed that it will continue to make available such funds as are needed by the company to enable it to fulfil its financial obligations, including, where necessary, funds required to finance expansion and/or capital expenditure. As a result of the intragroup trading and contractual arrangements, as well as the continuing support from the parent undertaking, the directors believe the company will continue to have sufficient resources available to it to enable it to continue to fulfil all of its trading obligations and, consequently, to continue to meet its financial obligations as they fall due. Accordingly, the directors continue to believe the going concern basis of preparation for the financial statements remains appropriate.

Directors' report (continued)

Directors

The directors who held office during the period were as follows:

Yves A A Derycke Gordon R Fleming (appointed 31 October 2009) A Francis R Galashan (resigned 31 October 2009) Carolus Huijser Nicholas C A Meredith (appointed 1 January 2010) Patrick J O'Neill Heidi M Wilson

Donations

During the period the company made charitable contributions of £ 1,260 (2008: £1,575).

Post balance sheet events

On 1 January 2010 the company entered into an asset purchase agreement with Tennant UK Limited to purchase the operating assets and liabilities related to the business of sales, marketing and services for industrial and commercial cleaning equipment for the consideration of £4.8 million.

Disclosure of information to auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware; and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be reappointed and KPMG LLP will therefore continue in office.

By order of the board

G R Fleming Director Castlelaurie Works Bankside Industrial Estate Falkirk FK2 7XE

22 September 2010

Statement of directors' responsibilities in respect of the Directors' Report and the financial statements

The directors are responsible for preparing the Directors' Report 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

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 of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.



Independent auditors' report to the members of Tennant UK Cleaning Solutions Limited (formerly Applied Sweepers Limited)

We have audited the financial statements of Tennant UK Cleaning Solutions Limited (formerly Applied Sweepers Limited) for the year ended 31 December 2009 set out on pages 5 to 17. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice).

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

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 3, 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 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 web-site at www.frc.org.uk/apb/scope/UKNP,

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2009 and of its profit for the year then ended;
- · have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

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

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, or returns adequate for our audit have not been received from branches not visited by us; or
- the 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.

M Ross (Senior Statutory Auditor)
for and on behalf of KPMG LLP. St.

for and on behalf of KPMG LLP, Statutory Auditor Chartered Accountants

191 West George Street Glasgow

Glasgow G2 2LJ

23 SEDIEMBER 2010

Profit and Loss Account

for the year ended 31 December 2009			
Not	-	Year ended	15 month
		31 December	period ended
		2009	31 December
			2008
		£	£
Turnover		15,871,013	21,738,040
Cost of sales		(12,338,419)	(15,179,198)
Gross profit		3,532,594	6,558,842
Administrative expenses		(3,736,253)	(3,787,773)
Other operating income		24,000	30,000
Onesia de Alexandro	,	(150 (50)	2 801 040
Operating (loss)/profit Interest receivable and similar income	2 5	(179,659)	2,801,069
		144,295	94,646
	6 8	(23,961)	(47,832)
	ō	8,968,891	1 210 002
Gain on sale of subsidiary shares		<u> </u>	1,218,882
Profit on ordinary activities before taxation		8,909,566	4,066,765
Tax on profit on ordinary activities	7	(2,228,078)	(310,222)
Profit for the financial year/period		6,681,488	3,756,543

All of the activities of the company are classed as continuing.

The company has no recognised gains or losses other than the results for the year/period as set out above.

Balance Sheet at 31 December 2009

at 31 December 2009	Note	31 Dogg	nber 2009	31 Decemb	sar 2008
	Note	£	11001 2009 £	£	£
Fixed assets		*	*	~	~
Intangible assets	8		_		_
Tangible assets	9		656,366		785,197
Investments	10		29,490		29,490
			685,856		814,687
Current assets					
Stocks	11	-		1,826,530	
Debtors	12	7,563,654		5,832,493	
Cash at bank and in hand		879,188		3,026,336	
		8,442,842		10,685,359	
Creditors: amounts falling due within one year	13	(5,020,338)		(2,105,428)	
Net current assets			3,422,504		8,579,931
Total assets less current liabilities			4,108,360		9,394,618
Creditors: amounts falling due after more than one					
усаг	14		(45,952)		(124,716)
Net assets			4,062,408		9,269,902
Capital and reserves					
Called up share capital	18		32,221		32,221
Share premium account	19		100,381		100,381
Capital redemption reserve	20		792		792
Profit and loss account	21		3,929,014		9,136,508
Shareholders' funds	22		4,062,408		9,269,902
			.,002,100		×,20>,>02

These financial statements were approved by the board of directors on 22 September 2010 and were signed on its behalf by:

G R Fleming Director

Company registered number: SC042491

Notes

(forming part of the financial statements)

1 Accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the financial statements, except as noted below.

Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards. The directors' report on page 1 summaries the basis on which the directors continue to believe the going concern basis of preparation of the financial statements remains appropriate.

Under FRS 1 the company is exempt from the requirement to prepare a cash flow statement as 90% or more of the voting rights are controlled within a group whose consolidated financial statements are publicly available.

Consolidation

The financial statements present information about the undertaking as an individual undertaking and not about its group. Under Section 400 of the Companies Act 2006 the company is exempt from the obligation to prepare group financial statements.

Turnover

Turnover represents the total invoice value, excluding value added tax, of sales of sweeping machines plus spares and repairs revenue in the period.

Sales revenue relating to sweeping machines is recognised at the point of delivery.

Sales revenue relating to maintenance contracts is deferred and recognised on a straight line basis over the period of the contract.

Research and development

Research and development expenditure is written off in the period in which it is incurred.

Patents

Patents are recorded at cost, less a provision for amortisation in value.

Amortisation

Amortisation is calculated so as to write off the cost of an asset, net of anticipated disposal proceeds, over the estimated useful economic life of that asset as follows:

Patents

5% straight line

Fixed assets

All fixed assets are initially recorded at cost.

Depreciation

Depreciation is calculated so as to write off the cost of an asset, net of anticipated disposal proceeds, over the useful economic life of that asset as follows:

Plant and machinery

20% straight line

Fittings and equipment

15-33% straight line

Motor vehicles

25% straight line

1 Accounting policies (continued)

Investments

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

Hire purchase agreements

Assets held under hire purchase agreements are capitalised and disclosed under tangible fixed assets at their fair value. The capital element of the future payments is treated as a liability and the interest is charged to the profit and loss account on a straight line basis.

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

Pension costs

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit and loss account.

Deferred taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date, where transactions or events that result in an obligation to pay more or a right to pay less tax in the future have occurred by the balance sheet date with certain limited exceptions.

Deferred tax is calculated on an undiscounted basis at the tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

A deferred tax asset is regarded as recoverable and therefore recognised only when, on the basis of all available evidence, it can be regarded as more likely than not there will be suitable taxable profits from which the future reversal of the identifying timing differences can be deducted.

Foreign currencies

Monetary assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Non monetary assets and liabilities and transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

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.

Deferred government grants

Deferred government grants in respect of capital expenditure are treated as deferred income and are credited to the profit and loss account over the estimated useful life of the assets to which they relate.

2 Operating profit

On anging (logs)/pug fit is stated often shapping (logs diting)	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
Operating (loss)/profit is stated after charging/(crediting):		
Amortisation of government grants Amortisation of patents Depreciation of owned fixed assets Depreciation of assets held under hire purchase agreements Profit/(loss) on disposal of fixed assets Operating lease costs – land and buildings Net gain on foreign currency translation and group bad debt movement Net loss/(gain) on foreign currency transaction (non group) Research and development expenditure	- 261,997 120,399 (74,138) 140,719 - 116,181 1,149,418	(25,000) 20,264 146,057 302,916 (54,255) 143,224 (521,529) (238,388) 847,018
Auditors' remuneration:	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
Audit of these financial statements	20,000	20,000
3 Remuneration of directors		
	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
Directors' emoluments Company contributions to money purchase pension schemes	161,242 12,150	301,770 11,458

The aggregate of emoluments and amounts receivable under long term incentive schemes of the highest paid director was £116,900 (2008: £164,061) and Company pension contributions of £10,417 (2008: £11,458) were made to a money purchase scheme on his behalf.

Retirement benefits are accruing to the following number of directors under:	Year ended 31 December 2009	period ended 31 December 2008
Money purchase schemes	1	1

4 Staff numbers and costs

The average number of persons employed by the Company (including directors) during the period, analysed by category, was as follows:

category, was as follows:	Number of employees	
	Year ended 31 December 2009	15 month period ended 31 December 2008
Production staff Administrative staff	89 54	89 55
	143	144
The aggregate payroll costs of these persons were as follows:		
	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
Wages and salaries Social security costs Other pension costs	4,470,003 466,120 104,288	5,506,553 580,290 107,263
	5,040,411	6,194,106
5 Interest receivable and similar income		
	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
Other interest income	144,295	94,646
6 Interest payable and similar charges		
	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
On bank borrowings Finance charges	11,156 12,805	20,098 27,734
	23,961	47,832

7 Taxation

Analysis of charge in year/period

	Year ended 31 December 2009 £	15 month period ended 31 December 2008 £
UK corporation tax		
Current corporation tax on income for the year/period	2,264,281	379,429
Deferred tax		
Origination and reversal of timing differences in the year/period	(42,909)	204,740
Adjustment in respect of prior periods	6,706	(273,947)
	(36,203)	(69,207)
		
Tax on profit on ordinary activities	2,228,078	310,222
	 _	

Factors affecting the tax charge for the current period

The current tax charge for the period is lower (15 month period ended 31 December 2008: lower) than the standard rate of corporation tax in the UK (28%, 31 December 2008: 30%). The differences are explained below.

		15 month
	Year ended	period ended
	31 December	31 December
	2009	2008
	£	£
Current tax reconciliation		
Profit on ordinary activities before tax	8,909,566	4,066,765
Current tax at 28% (2008: 30%)	2,494,678	1,220,029
Effects of:		
Expenses not deductible for tax purposes	12,970	82,867
Other timing differences	(22,844)	(252,047)
Depreciation in excess of capital allowances	59,047	47,307
Group relief for nil consideration	(279,570)	(372,543)
Substantial shareholdings relief	-	(346,184)
		
Total current corporation tax charge	2,264,281	379,429
		==

8 Intangible assets

	Patents £
Cost At beginning and end of year	21,393
Amortisation At beginning and end of year	21,393
Net book value At 31 December 2009 and 31 December 2008	-

During the year the company sold internally generated intangible assets to a fellow subsidiary undertaking resulting in a gain of £8,968,891 being recorded.

9 Tangible fixed assets

machinery equipment vehicles ${ t f} { t f} { t f}$	£
Cost	r
At beginning of year 794,663 610,572 1,238,292	2,643,527
Additions 247,492 66,563 14,927	328,982
Disposals (54,551) (399,958) (161,821)	(616,330)
Transfer 6,418 (6,808) 390	-
At end of year 994,022 270,369 1,091,788	2,356,179
Depreciation	
At beginning of year 685,923 385,709 786,698	1,858,330
Charge for year 60,506 111,668 210,222	382,396
On disposals (54,551) (320,628) (165,734)	(540,913)
Transfer (5,757 (7,005) 1,248	-
At end of year 697,635 169,744 832,434	1,699,813
<u> </u>	
Net book value	
At 31 December 2009 296,387 100,625 259,354	656,366
At 31 December 2008 108,740 224,863 451,594	785,197

Included within the net book value of £656,366 is £566,991 (31 December 2008: £571,331) relating to assets held under hire purchase agreements. The depreciation charge in the period in respect of such assets amounted to £120,399 (31 December 2008: £302,916).

10	Investments			
Share	es in group companies			£
Cost At be	ginning and end of year			29,490
	ook value December 2009			29,490
The c	ompanies in which the Company	's interest at the perio	od end is more than 20% are as follows:	
Subsid	diary undertakings	Country of incorporation	Principal activity	Class and percentage of shares held
Hell S Applie Applie	ed Sweepers Group Leasing Ltd pares – Applied Service Ltd ed Kermaschinen GmbH ed Sweepers International Ltd ed Grunemaschinen GmbH	Scotland Scotland Germany Scotland Germany	Sale and hire of sweeping machines Dormant company Sale and hire of sweeping machines Dormant company Sale and hire of sweeping machines	Ordinary 100% Ordinary 100% Ordinary 100% Ordinary 100% Ordinary 100%
11	Stocks		2000	2000
			2009 £	2008 £
Work	materials in progress ned goods and goods for resale		- -	1,209,450 50,347 566,733
12	Debtors			
			2009 £	2008 £
Amou Prepa VAT	debtors unts owed by group undertakings yments and accrued income red tax asset (see note 15)		3,536,150 3,495,000 322,528 97,860 112,116	1,477,327 4,243,632 42,327 - 69,207
			7,563,654	5,832,493

13	Creditors: amounts falling due within one year		
		2009	2008
		£	£
Trade	creditors	90,497	1,215,629
Amou	ints owed by group undertakings	438,312	45,514
	pration tax	2,242,915	136,932
	E and social security	183,330	144,779
VAT	•	· -	54,703
Hire t	purchase creditor	70,414	158,012
	als and deferred income	1,994,870	349,859
		5,020,338	2,105,428
14	Creditors: amounts falling due after more than one year		
		2009	2008
		£	£
Hire į	purchase creditor	45,952	124,716
Balan	ces due on hire purchase agreements are secured upon the assets to which they re	elate.	
15	Commitments under hire purchase agreements		
Future	commitments under hire purchase agreements are as follows:		
	F	2009	2008
		£	£
Amor	ints payable within one year	70,414	158,012
	ints payable between two to five years	45,952	124,716
Alliot	inis payable between two to five years		
		116,366	282,728
		<u></u> -	
16	Deferred taxation		
The at	mounts provided (2008: provided) at the end of the year/period are as follows:		
1110 4	mounts provided (2000. provided) at the old of the year period are as follows.	2009	2008
		£	£
ъ.		CO 200	
	ce at beginning of year/period	69,207	-
Charg	ged in year/period	42,909	69,207
Balan	ce at end of year/period	112,116	69,207
			======
Analy	sed as:		
		2009 £	2008 £
Exces	s of taxation allowances over depreciation on fixed assets	112,116	69,207
			

17 Commitments under operating leases

At 31 December 2009 the company had annual commitments under non-cancellable operating leases as set out below:

		Land and buildings 2009 2008 £ £	
Operating leases which e	expire:	*	~
Within one yea		_	7,293
Within two to f		140,719	23,934
In five years or	r more	-	111,996
		140,719	143,223
18 Called up sha	are canital		
TO CLIPTON UP SHO	······································	2009	2008
		£	£
Authorised			
50,000 ordinary shares of	f£l each	50,000	50,000
			
Allotted, called up and fu	ully paid		
32,221 ordinary shares of	f£1 each	32,221	32,221
			
19 Share premiu	nm account		
		2009	2008
		£	£
Balance at beginning and	d end of year	100,381	100,381
- ···· · · · · · · · · · · · · · · · ·	- ····· , ·		
20 Capital reden	nption reserve		
		2009	2008
		£	£
Purchase of own shares		792	792

21 Profit and loss account

	2009 £	2008 £
Balance brought forward Profit for the financial year/period Dividends Dividend in specie	9,136,508 6,681,488 (11,888,982)	6,237,781 3,756,543 - (857,816)
Balance carried forward	3,929,014	9,136,508

The dividend in specie in 2008 represents the distribution to shareholders of the company's property and buildings in connection with a scheme made pursuant to section 110 of the Insolvency Act 1986.

22 Reconciliation of movements in shareholders' funds

	2009 £	2008 £
Profit for the financial year/period Dividends	6,681,488 (11,888,982)	3,756,543
Dividend in specie	<u> </u>	(857,816)
Net (decrease)/addition to shareholders' funds Opening shareholders' funds	(5,207,494) 9,269,902	2,898,727 6,371,175
Closing shareholders' funds	4,062,408	9,269,902

23 Pension scheme

Defined contribution pension scheme

The Company operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable by the Company to the scheme and amounted to £104,288 (2008: £ 107,263).

There were no outstanding or prepaid contributions at either the beginning or end of the financial year.

24 Related party disclosures

Exemption has been taken from disclosing transactions with other group undertakings under paragraph 17 of Financial Reporting Standard 8.

The property at Castlelaurie Works, Falkirk is owned by Castlelaurie Property Limited of which Gordon R Fleming who is a director of Tennant UK Cleaning Solutions Limited is also a director. The annual rental is £120,000 which no balance outstanding at 31 December 2009.

25 Contingent liability

At 31 December 2009 a bond and floating charge existed over the whole assets of the company in favour of the Governor and Company of the Bank of Scotland.

Ultimate parent company and parent undertaking of larger group of which the company is a member

The Company is a subsidiary undertaking of Applied Sweepers Holdings Limited which, in turn, is a subsidiary undertaking of Tennant Scotland Limited. The ultimate parent company is Tennant Company which is incorporated in the United States.

27 Post balance sheet events

On 1 January 2010 the company entered into an asset purchase agreement with Tennant UK Limited to purchase the operating assets and liabilities related to the business of sales, marketing and services for industrial and commercial cleaning equipment for the consideration of £4.8 million.

