# SERVISION PLC REPORT AND FINANCIAL STATEMENTS YEAR ENDED 31 DECEMBER 2011

Company Number: 51433241

# REPORT AND FINANCIAL STATEMENTS

# FOR THE YEAR ENDED 31 DECEMBER 2011

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#### **CHAIRMAN'S STATEMENT**

#### REPORT AND FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2011

I am pleased to announce SerVision's group financial statements for the year ended 31 December 2011 and to confirm that the Company has sustained its positive record of growth and profitability, recording record sales in the year.

#### **Financials**

- Revenues for the period increased by 17% to \$6,214,000 (2010 revenues: \$5,301,000).
- Operating profit for the period increased to \$1,156,000 (2010 : \$709,000)
- Net profit for the period increased to \$1,278,000 compared to \$641,000 for 2010.

#### **Operating Review**

In February 2011 the Company announced that it had raised approximately £725,000 through an oversubscribed placing, which provided SerVision with additional working capital and to promote the commercialisation of the Company's product base. This additional funding has enabled the Company to execute its commercial strategy and has assisted in business growth in the Company's market segments.

#### Sales and Marketing

SerVision's achievements, particularly in the transportation security sector, over the course of 2011 were significant. Its sales figures for 2011 were bolstered by a number of important distribution agreements with well-established security companies including Cobra (UK), Mesan (Turkey), Graphic Image Technologies (South Africa), Cashfin (Mexico), Testronic (Angola), and AGS (India).

In addition to working with a broad range of newly appointed distributors across the globe, SerVision was awarded contracts to supply 750 UVGs for a nation-wide ATM project in India, and over 400 MVGs for a safe city project in Buenos Aires, Argentina. A number of other projects that began in 2010, including a school bus project in San Antonio, Texas and numerous public bus projects in Brazil, expanded significantly during the year.

New pilots across global markets for police patrol cars, buses, armoured cash-carrying vehicles, tobacco transport trucks, petrochemical vehicles and trains were commissioned in 2011, however these did not generate significant revenues in the year under review.

#### **Research and Development**

Over the course of 2011 SerVision's R&D team spent considerable time fine-tuning its recently-launched SVControlCenter Video Management Software (VMS) solution for professional Control Centers. In addition to optimizing the SVControlCenter's wireless backup module, a range of new enhancements were made to the GPS tracking and the alarm/event-handling modules. The launch of the SVControlCenter is highly significant because, in contrast to SerVision's SVMultiClient, it is highly scaleable – a single server can support fleets that number in the thousands.

#### **CHAIRMAN'S STATEMENT**

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### **Research and Development (continued)**

In parallel to its work on the SVControlCenter, SerVision's R&D team selected the hardware for the Company's next generation line of video gateway products and it has recently begun software development for the new platform. The new range of products will support full D1 resolution using SerVision's optimized H.264 compression. In addition to offering all the advanced features available on our existing systems (live video, bi-directional audio, GPS, built-in WiFi, G-Force, etc), the new systems will have more processing power, faster HD/SD interfaces, faster cellular connections, support for external device connectivity (such as disks-on-key) and have a modular design of 1-4 channels, with a modular master-slave architecture to allow chaining of devices. We anticipate having our first prototype based on the new platform ready by Q4 2012.

#### **Current trading and prospects**

We are pleased with the start to 2012, although we have seen a trend similar to 2011 where revenues are likely to be weighted towards the second half of the year. We are encouraged by the number of pilot programmes we are currently running and are cautiously optimistic that they will lead to sales in the current financial year.

#### Conclusion

I am pleased to report on SerVision's continued trend of profitability throughout 2011, and I am especially grateful to our staff for their hard work and commitment, as well as to our shareholders for their ongoing support. I remain optimistic about SerVision's growth and sustained profitability into 2012.

Gideon Tahan Chairman and Chief Executive Officer 29 June 2012

#### **DIRECTORS' REPORT**

#### FOR THE YEAR ENDED 31 DECEMBER 2011

The directors present the annual report together with the financial statements and auditors report for the year ended 31 December 2011.

The Company was incorporated in the UK but its principal place of business is in Israel.

#### PRINCIPAL ACTIVITIES AND REVIEW OF BUSINESS

The Group's principal activity is the development and sale of video surveillance equipment. Further information on the results of the Group can be found in the Chairman's Statement on pages 1.

#### ACCOUNTS PRODUCTION

The financial statements for the year ended 31 December 2011 have been prepared in accordance with International Financial Reporting Standards as adopted by the EU ("IFRS").

#### **DIVIDENDS**

The directors do not propose a final dividend (2010: £nil).

#### **DIRECTORS**

The directors who served during the year were:-

G Tahan

C Levy

ET Yanuv

#### CHARITABLE AND POLITICAL DONATIONS

The Group did not make any charitable or political contributions during the year.

#### **CORPORATE GOVERNANCE**

Under the AIM rules the Group is not obliged to implement the provisions of the Combined Code. However, the Group is committed to applying the principles of good governance contained in the Combined Code as appropriate to a Group of this size. The Board will continue to review compliance with the Code at regular intervals.

In common with other organisations of a similar size, the Executive Directors are heavily involved in the day to day running of the business and meet regularly on an informal basis as well as at Board Meetings. The Board of Directors meets regularly and is responsible for formulating strategy, monitoring financial performance and approving major items of capital expenditure.

#### **FUTURE DEVELOPMENT**

SerVision will soon be releasing a new enterprise-level control center/wireless backup solution to support large scale commercial projects, or projects that have outgrown the existing software monitoring solution. The new control center monitoring solution is equipped to handle connectivity with thousands of vehicles or sites from one centralized location. Ongoing software development is also underway to support the Android OS and to enhance functionality of the existing iPhone client. In addition to a range of newly added features and optimizations made to SerVision's mobile product portfolio (including, but not limited to, G-Force integration, speed alerts, Geo-Fencing, and more), exploratory work was conducted to begin selecting hardware for the next generation of gateways. This line of products will support the H.264 codec and is scheduled for release in 2012.

#### **DIRECTORS' REPORT (continued)**

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### STATEMENT OF DIRECTOR'S RESPONSIBILITIES

The Directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable laws and regulations.

Company law requires the directors to prepare Group and parent Company financial statements for each financial year. Under that law the directors are required to prepare the Group and parent Company financial statements in accordance with International Financial Reporting Standards as adopted by the EU ("IFRS").

The financial statements are required by law to give a true and fair view of the state of affairs of the Group and parent Company and of the profit and loss of the Group for that period.

In preparing each of the Group and parent Company financial statements the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether they have been prepared in accordance with IFRS as adopted by the EU subject to any material departures disclosed and explained in the parent Company financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group and the parent Company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Group and parent Company and to enable them to ensure that the financial statements comply with the Companies Act 2006 and Article 4 of the IAS Regulation. They have general responsibility for taking such steps as are reasonably open to safeguard the assets of the Group and parent Company and to prevent and detect fraud and other irregularities. Under applicable law and regulations the directors are also responsible for preparing a Directors' Report to comply with that law and those regulations. In determining how amounts are presented within terms in the income statement and balance sheet the directors have had regard to the substance of the reported transaction or arrangement in accordance with generally accepted accounting principles or practice.

So far as each of the directors is aware at the time the report is approved:

- There is no relevant audit information of which the Company's auditors are unaware; and
- The directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

#### GOING CONCERN

The directors have prepared and reviewed sales forecasts and budgets for the next twelve months and having considered these cash flows and the availability of other financing sources if required, have concluded that the group will remain a going concern. After this process and having made further relevant enquiries, the Directors have a reasonable expectation that the Group and the Company have adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the accounts.

#### **DIRECTORS' REPORT (continued)**

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### **RISKS**

#### Foreign exchange risks

Most of the Group's sales and income are in US Dollars and the US Dollar is the currency which the company reports in. The expenses however are divided between the US Dollar and the Israeli Shekel. The cost of goods (components) are paid in dollars and part of the operational costs such as rent and other service providers quote their fees in dollars. Labour costs are paid in Israeli Shekels. The company has therefore a partial currency risk in the event the Israeli Shekel strengthens against the US Dollar which could influence the bottom line of the group's financial results.

The Group subscribes to a weekly circular from the two main Israeli banks regarding the main financial institutions expectations for foreign currency changes. The management reviews them carefully and will consider with the board whether it should purchase financial instruments sold by local banks, to protect itself from this foreign exchange risk. There are no financial instruments in use at the date of this report.

#### **Interest Rate Risks**

The Company is exposed to interest risks as it uses credit lines and loans from its banks. Changes in the effective "Prime" interest rate published monthly by the bank of Israel can influence the financing costs of the Company. The company diversified its credit lines in order to minimise its exposures to interest rates fluctuations by dividing its sources of finance into three categories:

- (a) Variable interest rate facilities (which are exposed to interest rate fluctuations).
- (b) Fixed rate facilities (which are not exposed to interest rate fluctuations).
- (c) Shekel-dollar facilities (which are not exposed to interest rate fluctuations).

#### Credit Risk

The Group is exposed to credit risks if its customers fail to pay for goods supplied by the Group. In order to minimise this risk the Group has a policy of:

- (a) Selling only to respectable integrators and distributors and not to the end customer.
- (b) Orders from customers in certain regions are shipped only after an approved letter of credit is received by the Group's bank.
- (c) Ongoing customers must pay 50% before shipping.
- (d) Only high rated customers receive credit from the Group(GE, ADI, G4S Israel)

#### Capital Risk management

The Group manages its cash carefully. In order to reduce its risk, the Group may take measures to reduce its fixed costs (labour) if performance is below the Group's expectations. The Group may conduct a placing for new shares of the company to raise additional capital as required when monitoring its performance, to continue its operations.

#### SUPPLIER PAYMENT POLICY

It is the Group's policy to settle the terms of payment with suppliers when agreeing the terms of the transaction, to ensure that suppliers are aware of these terms and to abide by them. Trade creditors at the year end amount to 129 days (2010: 129 days) of average supplies for the year.

#### **DIRECTORS' REPORT (continued)**

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### **CREST**

The Company's ordinary shares are eligible for settlement through CREST, the system for securities to be held and transferred in electronic form rather than in paper. Shareholders are not obliged to use CREST and can continue to hold and transfer shares in paper without loss of rights.

#### **AUDITORS**

A resolution reappointing haysmacintyre will be proposed at the AGM in accordance with S485 of the Companies Act 2006.

#### **ELECTRONIC COMMUNICATIONS**

The Company may deliver shareholder information including Annual and Interim Reports, Forms of Proxy and Notices of General Meetings in an electronic format to shareholders.

If you would like to receive shareholder information in electronic format, please register your request on the Company's Registrar's electronic database at www.capitaregistrars.com. You will initially need your unique 'investor code' which you will find at the top of your share certificate. There is no charge for this service. If you wish to subsequently change your mind, you may do so by contacting the Company's Registrars by post or through their website.

If you elect to receive shareholder information electronically, please note that it is the shareholder's responsibility to notify the Company of any change to their name, address, email address or other contact details. Shareholders should also note that, with electronic communication, the Company's obligations will be satisfied when it transmits the notification of availability of information or such other document as may be involved to the electronic address it has on file. The Company cannot be held responsible for any failure in transmission beyond its control any more than it can for postal failure. In the event of the Company becoming aware that an electronic notification is not successfully transmitted, a further two attempts will be made. In the event that the transmission is still unsuccessful a hard copy of the notification will be mailed to the shareholder. In the event that specific software is required to access information placed on the Company's website it will be available via the website without charge. Before electing for electronic communications shareholders should ensure that they have the appropriate equipment and computer capabilities sufficient for the purpose. The Company takes all reasonable precautions to ensure no viruses are present in any communication it sends out but cannot accept responsibility for loss or damage arising from the opening or use of any email or attachments from the Company and recommends that shareholders subject all messages to virus checking procedures prior to use. Any electronic communication received by the Company that is found to contain any virus will not be accepted.

Shareholders wishing to receive shareholder information in the conventional printed form will continue to do so and need take no further action.

Should you have any further questions on this, please contact the Company's Registrars, Capita Registrars on 0871 664 0300.

#### ON BEHALF OF THE BOARD

**G TAHAN** 

Chairman Executive Director Dukes Court, 32 Duke Street, St. James's, London SW1Y 6DF.

29 June, 2012

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF

# **SERVISION PLC**

We have audited the financial statements of Servision Plc for the year ended 31 December 2011 which comprise the Consolidated Income Statement, the Consolidated and Company Statement of changes in equity, the Consolidated and Company Balance Sheets, the Consolidated and Company Cash Flow Statements 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 and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

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

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 4, 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 Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Group's and the Parent company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition we read all the financial and non financial information in the Directors' Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

#### **Opinion on 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 2011 and of the Group's profit for the year then ended;
- the group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union; and
- the parent company financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006 and, as regards the group financial statements, Article 4 of the IAS Regulation.

# 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 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.

Anastasia Frangos (Senior statutory auditor) for and on behalf of haysmacintyre, Statutory Auditor

Fairfax House 15 Fulwood Place WCIV 6AY London

# CONSOLIDATED INCOME STATEMENT

# FOR THE YEAR ENDED 31 DECEMBER 2011

|  | <u>Notes</u> | 2 0 1 1<br><u>\$'000</u>       | 2 0 1 0<br><u>\$'000</u>  |
|--|--------------|--------------------------------|---------------------------|
| Sales of goods and services<br>Franchise income  | 1,2          | 6,214<br>                      | 3,901<br>1,400            |
| TOTAL REVENUES   |              | 6,214                          | 5,301                     |
| Cost of sales  | 3            | (3,367)                        | (1,991)                   |
| GROSS PROFIT   |              | 2,847                          | 3,310                     |
| Other income Administrative expenses Depreciation and amortisation Exchange rate differences | 19           | 766<br>(1,775)<br>(757)<br>114 | (1,824)<br>(632)<br>(145) |
| OPERATING PROFIT   | 4            | 1,195                          | 709                       |
| Net finance expenditure  | 5            | (39)                           | (68)                      |
| PROFIT ON ORDINARY ACTIVITIES BEFORE INCOME TAX  |              | 1,156                          | 641                       |
| Tax on ordinary activities   | 6            | 122                            |                           |
| NET PROFIT FOR THE YEAR  |              | 1,278                          | 641                       |
| Translation difference arising from translating into presentation currency                   |              | <del>-</del>                   | <del>-</del>              |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR  |              | 1,278                          | <u>641</u>                |
| PROFIT PER SHARE   |              |                                |                           |
| BASIC  | 8            | <u>2.57c</u>                   | 1.53c                     |
| DILUTED  | 8            | 2.57c                          | 1.53c                     |

All activities arose from continuing activities.

The notes on pages 15 to 28 are an integral part of these consolidated financial statements

# CONSOLIDATED BALANCE SHEET

# **AT 31 DECEMBER 2011**

Company number: 05143241

|   | Notes Notes | 2 0 1 1<br>\$'000 | 2 0 1 0<br>\$'000 |
|---|-------------|-------------------|-------------------|
| ASSETS  | 110105      | φ 000             | <u>Ψ 000</u>      |
| Non-current assets  |             |                   |                   |
| Intangible assets   | 9           | 4,666             | 4,397             |
| Deferred tax asset Property, plant and equipment                              | 6<br>10     | 122<br>109        | -<br>55           |
| Troperty, plant and equipment   | 10          | 102               |                   |
|   |             | <u>4,897</u>      | 4,452             |
| Current assets  |             |                   |                   |
| Inventories   | 12          | 211               | 283               |
| Trade and other receivables   | 13          | 5,020             | 3,296             |
| Cash and cash equivalents   |             | 94                | <u>197</u>        |
|   |             | 5,325             | 3,776             |
|   |             | 10 222            | 9 229             |
|   |             | 10,222            | <u>8,228</u>      |
| EQUITY Capital and reserves attributable to the Company's equity shareholders |             |                   |                   |
| Called up share capital   | 14          | 898               | 755               |
| Share premium account   |             | 12,206            | 11,383            |
| Merger reserve<br>Other reserve   |             | 1,979<br>48       | 1,979<br>40       |
| Retained earnings and translation reserves                                    |             | (7,980)           | (9,258)           |
| TOTAL EQUITY  |             | <u>7,151</u>      | 4,899             |
| LIABILITIES   |             |                   |                   |
| Non-current liabilities Bank loans  | 17          |                   | 217               |
| Loan from the office of the chief scientist                                   | 17<br>1     | -<br>17           | 217<br>782        |
| Post employment benefits  | 20          | 340               | 347               |
|   |             | 255               | 1.046             |
|   |             | <u>357</u>        | 1,346             |
| Current liabilities   |             |                   |                   |
| Bank loans and overdrafts   | 17          | 692               | 364               |
| Loan from the office of the chief scientist                                   | 1           | 158               | 154               |
| Trade and other payables  | 16          | 1,864             | 1,465             |
|   |             | 2,714             | 1,983             |
| TOTAL LIABILITIES   |             | 3,071             | 3,329             |
| TOTAL EQUITY AND LIABILITIES  |             | 10,222            | 8,228             |

The financial statements were approved and authorised for issue by the Board of Directors 29 June 2012 and were signed below on its behalf by:

G Tahan E T Yanuv

Chairman Chief Financial Officer

The notes on pages 15 to 28 are an integral part of these consolidated financial statements

# PARENT COMPANY BALANCE SHEET

# **AT 31 DECEMBER 2011**

Company number: 05143241

|  | <u>Notes</u> | 2 0 1 1<br>\$'000 | 2 0 1 0<br>\$'000 |
|--|--------------|-------------------|-------------------|
| ASSETS   |              |                   |                   |
| Non-current assets                                 |              |                   |                   |
| Investments  | 11           | 200               | 200               |
| Trade and other receivable                         | 13           | 66                | 68                |
|  |              | <u>266</u>        | <u>268</u>        |
| Capital and reserves attributable to the Company's |              |                   |                   |
| equity shareholders                                | 14           | 898               | 755               |
| Called up share capital                            |              | 12,206            | 11,383            |
| Share premium account                              |              | 48                | 40                |
| Other reserve                                      |              | <u>(12,918</u> )  | (11,993)          |
| Retained earnings and translation reserves         |              |                   |                   |
| TOTAL EQUITY                                       |              | 234               | <u>185</u>        |
| LIABILITIES<br>Current liabilities                 |              |                   |                   |
| Trade and other payables                           | 16           | 32                | 83                |
| TOTAL EQUITY AND LIABILITIES                       |              | <u>266</u>        | <u>268</u>        |

The financial statements were approved and authorised for issue by the Board of Directors 29 June 2012 and were signed below on its behalf by:

G Tahan **Chairman** 

E T Yanuv

**Chief Financial Officer** 

The notes on pages 15 to 28 are an integral part of these consolidated financial statements

# CONSOLIDATED CASH FLOW STATEMENT

# FOR THE YEAR ENDED 31 DECEMBER 2011

|   | <u>Notes</u> | 2 0 1 1<br>\$'000 | 2 0 1 0<br>\$'000 |
|---|--------------|-------------------|-------------------|
| Cash flows from operating activities  |              |                   |                   |
| Profit before taxation  |              | 1,156             | 641               |
| Adjustments for:  | _            |                   |                   |
| Net finance expenditure   | 5            | 39                | 68                |
| Depreciation and amortisation  Movement in trade and other receivables                  |              | 757<br>(1,725)    | 632<br>(1,073)    |
| Movement in inventories   |              | 72                | (87)              |
| Movement in post retirement benefits  |              | (7)               | 80                |
| Movement in trade and other payables  |              | 399               | 2                 |
| Revaluation of loan from CSO  | 19           | (761)             | <del>_</del>      |
|   |              |                   |                   |
| Net cash generated from (used in) operating activities                                  |              | (70)              | 263               |
| Cash flow from investing activities   |              |                   |                   |
| Purchase of property, plant and equipment and intangibles                               |              | (1,080)           | (1,013)           |
| Net interest paid   |              | -                 | (10)              |
| Deposit for leasing vehicles  |              | 4                 | (6)               |
| Net cash used in investing activities   |              | (1,076)           | (1,029)           |
| Cash flows from financing activities  |              |                   |                   |
| Receipts from issue of shares (net of issue costs)                                      |              | 974               | 523               |
| Net loans undertaken less repayments  |              | (189)             | <u>26</u>         |
| Cash generated from financing activities  |              | <u>785</u>        | 549               |
|   |              | 07                | 204               |
| Cash and cash equivalents at beginning of period Net cash generated from all activities |              | 87<br>(361)       | 304<br>(217)      |
| Net easil generated from an activities  |              | (301)             | (217)             |
| Cash and cash equivalents at end of period  |              | (274)             | <u>87</u>         |
| Cash and cash equivalents comprise:   |              |                   |                   |
| Cash and cash equivalents   |              | 94                | 197               |
| Overdrafts  |              | (368)             | (110)             |
|   |              | (274)             | 87                |

# PARENT COMPANY CASH FLOW STATEMENT

# FOR THE YEAR ENDED 31 DECEMBER 2011

|  | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |
|--|--------------------------|-------------------|
| Cash flows from operating activities             |                          |                   |
| Loss before taxation                             | (925)                    | (608)             |
| Adjustments for:                                 | 2                        | 50                |
| Movement in trade and other receivables          | 2                        | 53                |
| Movement in trade and other payables             | (51)                     | 32                |
| Net cash used in operating activities            | (974)                    | (523)             |
| Cash flows from financing activities             |                          |                   |
| Issue of shares (net of issue costs)             | 974                      | <u>523</u>        |
| Cash generated from financing activities         | 974                      | 523               |
| Cash and cash equivalents at beginning of period | -                        | -                 |
| Net cash used in all activities                  |                          |                   |
| Cash and cash equivalents at end of period       | <u> </u>                 | <del>-</del>      |

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

# FOR THE YEAR ENDED 31 DECEMBER 2011

|  | Share<br>Capital<br><u>\$'000</u> | Share<br>Premium<br><u>\$'000</u> | Merger<br>Reserve<br><u>\$'000</u> | Other<br>Reserve<br>\$'000 | Retained<br>Earnings<br><u>\$'000</u> | Translation<br>Reserve<br>\$'000 | Total<br><u>\$'000</u> |
|--|-----------------------------------|-----------------------------------|------------------------------------|----------------------------|---------------------------------------|----------------------------------|------------------------|
| At 1 January 2010  | 711                               | 10,920                            | 1,979                              | 24                         | (10,024)                              | 125                              | 3,735                  |
| Total comprehensive income for the year Issue of shares (net | -                                 | -                                 | -                                  | -                          | 641                                   | -                                | 641                    |
| of costs)  | 44                                | 463                               | <del>_</del>                       | <u>16</u>                  |                                       | <del>_</del>                     | 523                    |
| At 31 December 2010  | 755                               | 11,383                            | 1,979                              | 40                         | (9,383)                               | 125                              | 4,899                  |
| Total comprehensive income for the year Issue of shares      | -                                 | -                                 | -                                  | -                          | 1,278                                 | -<br>-                           | 1,278                  |
| (net of costs)   | 143                               | 823                               | <del>_</del>                       | 8                          |                                       |                                  | 974                    |
| At 31 December 2011  | <u>898</u>                        | 12,206                            | <u>1,979</u>                       | 48                         | (8,105)                               | <u> 125</u>                      | <u>7,151</u>           |

# PARENT COMPANY STATEMENT OF CHANGES IN EQUITY

|  | Share<br>Capital<br><u>\$'000</u> | Share<br>Premium<br><u>\$'000</u> | Other<br>Reserve<br>\$'000 | Retained<br>Earnings<br><u>\$'000</u> | Translation<br>Reserve<br><u>\$'000</u> | Total<br><u>\$'000</u> |
|--|-----------------------------------|-----------------------------------|----------------------------|---------------------------------------|---|------------------------|
| At 1 January 2010  | 711                               | 10,920                            | 24                         | (11,492)                              | 107                                     | 270                    |
| Total comprehensive income<br>for the year<br>Issue of shares (net of costs) | -<br>44                           | <u>463</u>                        | <u>16</u>                  | (608)                                 | -<br>                                   | (608)<br>523           |
| At 31 December 2010  | 755                               | 11,383                            | 40                         | (12,100)                              | 107                                     | 185                    |
| Total comprehensive income for the year                                      | -                                 | -                                 | -                          | (925)                                 | -                                       | (925)                  |
| Issue of shares (net of costs)   | <u>143</u>                        | 823                               | 8                          |                                       | <del>_</del>                            | 974                    |
| At 31 December 2011  | <u>898</u>                        | 12,206                            | 48                         | (13,025)                              | <u> 107</u>                             | <u>234</u>             |

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### 1. ACCOUNTING POLICIES

#### **Basis of Preparation**

These financial statements have been prepared in accordance with International Financial Reporting Standards and IFRIC interpretations issued and effective or issued and early adopted as at the time of preparing these statements (June 2012) and with those parts of the Companies Act 2006 applicable to companies reporting under IFRS. The financial statements have been prepared under the historical cost convention and a summary of the more important accounting policies is set out below.

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions that affect the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of the amount, event or actions, actual results ultimately may differ from those estimates.

The directors have prepared and reviewed sales forecasts and budgets for the next twelve months and having considered these cash flows and the availability of other financing sources if required, have concluded that the group will remain a going concern. On this basis the financial statements have been prepared on a going concern basis.

No separate income statement is presented for the company as provided by section 408, Companies Act 2006.

#### **Basis of Consolidation**

The Group financial statements consolidate the financial statements of Servision plc and its subsidiaries (the "Group") for the years ended 31 December 2010 and 2011.

The accounts of subsidiaries are prepared for the same reporting year as the parent company, using consistent accounting policies. All inter-company balances and transactions, including unrealised profits arising from them, are eliminated. Subsidiaries are fully consolidated from the date on which control is transferred to the Group and cease to be consolidated from the date on which control is transferred out of the Group.

#### Revenue recognition

Sale of systems

The subsidiary generates revenues mainly from sales of systems. The subsidiary sells its products directly through its distribution networks worldwide.

Revenues from systems sales are recognised mostly upon delivery of the system or upon installation at the customer site, where applicable, provided that the system fee is fixed or determinable and persuasive evidence of an arrangement exists.

For transactions of the "charged and held" type, for which delivery of inventory was postponed until after the balance sheet date, revenue is recorded upon completion of the system only upon the condition that the customer confirms in writing the terms of the postponed delivery.

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### 1. ACCOUNTING POLICIES (continued)

#### Sale of products

Revenues from the sale of purchased products are recognised upon delivery of the products to the customers.

#### Franchise income

Revenues from franchises are recognised in line with the agreed terms of the franchise agreement.

#### Warranty costs

The subsidiary generally offers a one year warranty for all its products. The subsidiary includes in its statements of operations an allowance for warranty claims totalling 1.5% of annual sales at the time revenues are recognised, for estimated material costs during the warranty period.

#### Property, plant and equipment

Property, plant and equipment are stated at cost less depreciation. Depreciation is calculated to write down the cost of all tangible fixed assets by equal monthly instalments over their estimated useful lives at the following rates:-

Leasehold improvements 10% per annum
Office furniture and equipment 6-15% per annum
Computer equipment 20-33% per annum

#### Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. The presentational currency of the Group is the United States Dollar. The functional currency of the parent company is sterling because the parent company is based in the United Kingdom and has all its transactions in that currency.

The functional currency of the subsidiaries is the US Dollar as the majority of revenues are generated in this currency and the majority of costs are incurred in dollars.

The exchange rate used at 31 December 2011 was £1 = US\$1.5453.

#### **Operating lease agreements**

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged to the income statement as incurred.

#### Trade and other receivables

Trade and other receivables are recognised and carried at original invoice value less an allowance for any credit losses. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written off when identified.

#### **Investments**

Investments in subsidiary undertakings are stated at cost less provisions for impairment.

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### 1. ACCOUNTING POLICIES (continued)

#### Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

#### **Inventories**

Inventories represent work in progress and goods for resale and stated at the lower of cost and net realisable value.

#### Research and development

Expenditure for research activities are recognised as an expense in the period in which it is incurred.

Expenditure for the development activities of technology used in the production of systems sold by the Company, are capitalised and presented as an asset in the balance sheets only if all of the following conditions are met:

- Development costs of the technology are identifiable and separable.
- It is probable that the developed technology will generate future economic benefits.
- The development costs of the technology can be measured reliably.

Development costs meeting these criteria are capitalised and amortised on a straight-line basis over their useful economic lives once the related technology is available for use.

#### **Software**

Intangible assets purchased separately, such as software licenses that do not form an integral part of related hardware, are capitalised at cost and amortised over their useful economic life.

#### Impairment of tangible and intangible assets

At each balance sheet date, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have been adjusted.

#### Post retirement benefits

The subsidiary operates defined benefit plans for the payment of severance pay in accordance with the Severance Pay Law of Israel at the termination of employment of employee services for the subsidiary. According to the law in Israel employees are entitled to receive severance pay in the event that they are fired or if they retire. The severance is calculated according to the last month's salary of the employee at the termination period of services multiplied by the number of years of service at the subsidiary.

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 1. ACCOUNTING POLICIES (continued)

#### Post retirement benefits (continued)

The subsidiary deposits funds for its obligations towards severance pay for a part of its employees in an ongoing manner to pension funds and insurance companies and to a general fund deposited in a banking institution (hereafter the "Plan Assets").

The calculation of the liabilities, prepared by an authorised actuary, was established by the use of techniques of an actuarial estimate which includes established assumptions which include among other items the capitalisation rate, the expected rate of return on plan assets, the rate of increase to salaries, and the rate of employee turnover. There exist material uncertainties for these estimates since the plan is long-term.

Liabilities for post employment benefits recorded in the balance sheets represent the present value of the defined benefit plans according to the fair value of plan assets. Assets derived from this calculation are limited to the prior cost of services provided in addition to the present value of available funds and less future amounts to be deposited to the plans.

Changes in the post employment liabilities were attributed, according to the actuarial report, to salaries and interest expenses in the profit and loss statement and to actuarial gains or losses in a separate statement of recognised income and expenses.

#### Grants from the Office of the Chief Scientist

Prior grants received from the Office of the Chief Scientist ("OCS") to finance research and development costs of the subsidiary were presented as a long-term loan at the date of receipt. The loan is repaid by the payment of royalties to the Chief Scientist and is calculated as a percentage of sales of the subsidiary.

Group management reassess the balance repayable at each reporting date according to their estimates of future sales of products funded by the OCS funding. These estimates of future sales are based on demand for and past sales of, the funded products. As a result of the reassessment at 31 December 2011 the liability to the OCS at 31 December 2011 has been reduced by \$766,000.

#### **Share-based payments**

The Group grants options to employees and third party suppliers on a discretionary basis. The cost of granting share options and other share-based remuneration is recognised through the share premium as a cost of raising equity with a corresponding increase in other reserves in equity or in the income statement if the award relates to the remuneration of employees. The Group uses a Bi-nominal option valuation model.

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 2. BUSINESS SEGMENT ANALYSIS

In identifying its operating segments, management generally follows the Group's geographical regions, which represent the main way segments are analyzed in the Group.

The measurement policies the Group uses for segment reporting under IFRS 8 are the same as those used in its financial statements. Segment assets and liabilities are not reported internally by management to the Board.

The Group's revenue from external customers are divided into the following geographical areas, by location of operation.

|                   | \$'000       | \$'000       |
|-------------------|--------------|--------------|
| Europe            | 1,523        | 1,566        |
| Far & Middle East | 1,969        | 2,426        |
| North America     | 977          | 296          |
| Rest of the world | <u>1,745</u> | 1,013        |
|                   | <u>6,214</u> | <u>5,301</u> |

All of the Group's non-current assets are held in Israel.

The Group has two customers that accounted for more than 10% of revenue in 2011 (2010: 10%) one of which is based in the Rest of the world and the other in the Far & Middle East.

| 3. | COST OF SALES            | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |
|----|--------------------------|--------------------------|-------------------|
|    | Materials and parts      | 2,810                    | 1,568             |
|    | Employee benefit expense | 379                      | 316               |
|    | Other costs              | <u> 178</u>              | <u>107</u>        |
|    |                          | _3,367                   | 1,991             |

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

# FOR THE YEAR ENDED 31 DECEMBER 2011

| 4. | EXPENSES BY NATURE  | 2 0 1 1<br>\$'000        | 2 0 1 0<br>\$'000 |
|----|---|--------------------------|-------------------|
|    | Employee benefit expense (see below)  | 1,252                    | 1,177             |
|    | Exchange rate differences   | (114)                    | 145               |
|    | Depreciation and amortisation   | 757                      | 632               |
|    | Doubtful accounts   | 224                      | 205               |
|    | Travel abroad   | 205                      | 286               |
|    | Trade shows – local and abroad  | 90                       | 84                |
|    | Operating lease rentals   | 43                       | 76                |
|    | Auditors' remuneration  |                          |                   |
|    | - statutory audit services  | 15                       | 15                |
|    | - audit-related assurance services  | 5                        | 5                 |
|    | Employee benefit expense (including directors)  | 2 0 1 1<br>\$'000        | 2 0 1 0<br>\$'000 |
|    | Salaries and wages  | 1,137                    | 1,047             |
|    | Social security   | 62                       | 54                |
|    | Post retirement benefits  | 53                       | <u>76</u>         |
|    |   | 1,252                    | <u>1,177</u>      |
|    |   | <u>No.</u>               | <u>No.</u>        |
|    | The average number of persons (including directors) employed by the Group during the year was as follows: | 34                       | <u>30</u>         |
|    | Directors remuneration  | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |
|    | G Tahan   | 184                      | 192               |
|    | C Levy  | 13                       | 18                |
|    | E T Yanuv   | 34                       | 42                |
|    | 2 1 141141  | 31                       | 12                |

E T Yanuv has been granted 30,000 shares in the company under long term share option incentive schemes. These remain outstanding at the year end.

| 5. | NET FINANCE EXPENDITURE   | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |  |
|----|---|--------------------------|-------------------|--|
|    | Interest receivable Interest payable and similar charges on bank loans and overdrafts | (15)<br><u>54</u>        | (12)<br><u>80</u> |  |
|    |   | <u>39</u>                | 68                |  |

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 6. <u>TAXATION</u>

The Company is controlled and managed by its Board in Israel. Accordingly, the interaction of UK domestic tax rules and the taxation agreement entered into between the U.K. and Israel operate so as to treat the Company as solely resident for tax purposes in Israel. The Company undertakes no business activity in the UK such as might result in a Permanent Establishment for tax purposes and accordingly has no liability to UK corporation tax.

| (a)        | The taxation credit comprises:   | 2 0 1 1<br>\$'000 | 2 0 1 0<br>\$'000 |
|------------|--|-------------------|-------------------|
|            | Current corporation tax for the period<br>Deferred tax credit  | <u>122</u>        |                   |
| <b>(b)</b> | Factors affecting tax charge for the period  |                   |                   |
|            | The tax assessed for the period is different than the standard rate of corporation tax. The differences are explained below: Profit on ordinary activities before taxation |                   | <u>641</u>        |
|            | Multiplied by the standard rate of corporation tax of 26% (2010: 28%) Effects of:  | 277               | 160               |
|            | Utilisation of tax losses brought forward  | (277)             | (160)             |
|            | Current year tax charge  |                   |                   |

# (c) Factors affecting future tax charges

The directors believe that the future tax charge will be reduced by the use of tax losses carried forward which can be used against the profits made from the trading activity in the Israeli subsidiary. Tax losses carried forward in the Group at 31 December 2011 are \$7,000,000 (2010: \$8,200,000). The deferred tax asset on these losses is not recognised on the grounds of uncertain recoverability.

A deferred tax asset is recognised in respect of United States tax losses carried forward on the basis that the subsidiary in the United States is forecast to generate profits in future periods.

# 7. PROFIT FOR THE FINANCIAL YEAR

The parent Company has taken advantage of section 408 of the Companies Act 2006 and has not included its own profit and loss account in these financial statements. The parent company loss for the year ended 31 December 2011 was US\$925,000 (2010: loss US\$608,000).

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 8. PROFIT PER SHARE

Basic earnings per share is calculated by reference to the profit on ordinary activities after taxation of \$1,278,000 (2010: profit \$641,000) and on the weighted average of 49,678,185 (2010: 41,897,768) shares in issue. The calculation of diluted earnings per share is based on the profit on ordinary activities after taxation and the diluted weighted average of 49,691,484 (2010: 41,911,067) shares calculated as follows:

|   | Number of shares           |                      |  |
|---|----------------------------|----------------------|--|
|   | 31 December <u>2 0 1 1</u> | 31 December 2 0 1 0  |  |
| Basic weighted average number of shares Dilutive potential ordinary shares: Share options | 49,678,185                 | 41,897,768<br>13,299 |  |
| Diluted weighted average number of shares   | 49,678,185                 | 41,911,067           |  |

<sup>1,180,833 (2010: 30,000)</sup> share options could potentially dilute the basic earnings per share in the future, but have not been included in the calculation of diluted earnings per share because they are anti-dilutive for the periods presented.

| 9. | INTANGIBLE FIXED ASSETS | Software      | Development expenditure | Tota1        |
|----|-------------------------|---------------|-------------------------|--------------|
|    | Group                   | <u>\$'000</u> | \$'000                  | \$'000       |
|    | Cost or valuation       | <del></del>   |                         |              |
|    | At 1 January 2010       | 16            | 8,572                   | 8,588        |
|    | Additions               |               | 1,001                   | 1,001        |
|    | At 31 December 2010     | 16            | 9,573                   | 9,589        |
|    | Additions               | <del>-</del>  | 1,014                   | 1,014        |
|    | At 31 December 2011     | 16            | 10,587                  | 10,603       |
|    | Amortisation            |               |                         |              |
|    | At 1 January 2010       | 15            | 4,557                   | 4,572        |
|    | Charge in the year      | 1             | 619                     | 620          |
|    | At 31 December 2010     | 16            | 5,176                   | 5,192        |
|    | Charge in the year      | <del>-</del>  | <u>745</u>              | <u>745</u>   |
|    | At 31 December 2011     | <u>16</u>     | 5,921                   | 5,397        |
|    | Net Book Value          |               |                         |              |
|    | At 31 December 2011     | <del></del>   | <u>4,666</u>            | <u>4,666</u> |
|    | At 31 December 2010     | <del>-</del>  | 4,397                   | 4,397        |

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

# FOR THE YEAR ENDED 31 DECEMBER 2011

| 10. | TANGIBLE FIXED ASSETS  Group Cost | Leasehold improvements <u>\$'000</u> | Office furniture and equipment \$\frac{\s^2000}{2}\$ | Vehicles<br>\$'000 | Total<br><u>\$'000</u> |
|-----|-----------------------------------|--------------------------------------|--|--------------------|------------------------|
|     | Cost<br>At 1 January 2010         | 41                                   | 197  | -                  | 238                    |
|     | Additions                         |                                      | 12   |                    | 12                     |
|     | At 31 December 2010               | 41                                   | 209  | -                  | 250                    |
|     | Additions                         | <del>-</del>                         | <del>-</del>   | 66                 | <u>66</u>              |
|     | At 31 December 2011               | <u>41</u>                            | <u>209</u>   | 66                 | 316                    |
|     | Depreciation                      |                                      |  |                    |                        |
|     | At 1 January 2010                 | 22                                   | 162  |                    | 184                    |
|     | Charge in the year                | 4                                    | 7  |                    | 11                     |
|     | At 31 December 2010               | 26                                   | 169  | _                  | 195                    |
|     | Charge in the year                | 4                                    |  | 1                  | 12                     |
|     | At 31 December 2011               | 30                                   | <u>176</u>   | 1                  | 207                    |
|     | Net book value                    |                                      |  |                    |                        |
|     | At 31 December 2011               | <u>11</u>                            | <u>33</u>  | <u>65</u>          | <u>109</u>             |
|     | At 31 December 2010               | <u>15</u>                            | <u>40</u>  |                    | 55                     |

# 11. <u>INVESTMENTS</u> \$'000

# Company

At 31 December 2011 and 31 December 2010

<u>200</u>

At 31 December 2010 the group held 20% or more of a class of the allotted share capital of the following:

|                | Country of<br>Incorporation | Class of<br>Share Capital | Proportion Held by Servision Plc | Proportion<br>Held by<br><u>Group</u> | Nature of<br>Business             |
|----------------|-----------------------------|---------------------------|----------------------------------|---------------------------------------|-----------------------------------|
| Servision Ltd  | Israel                      | Ordinary                  | 100%                             | 100%                                  | Video<br>Survelliance<br>Eqipment |
| Servision Inc. | USA                         | Ordinary                  | -                                | 100%                                  | Video<br>Survelliance<br>Eqipment |

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

# FOR THE YEAR ENDED 31 DECEMBER 2011

| 12. | <u>INVENTORIES</u> Group                            |                                   |                              | 2 0 1 1<br><u>\$'000</u>          | 2 0 1 0<br>\$'000            |
|-----|---|-----------------------------------|------------------------------|-----------------------------------|------------------------------|
|     | Raw materials<br>Work in progress<br>Finished goods |                                   |                              | 85<br>19<br><u>107</u>            | 185<br>33<br><u>65</u>       |
|     |   |                                   |                              | <u>211</u>                        | <u>283</u>                   |
| 13. | TRADE AND OTHER RECEIVABLES                         | 2 0 1 1<br>Group<br><u>\$'000</u> | 2 0 1 1<br>Company<br>\$'000 | 2 0 1 0<br>Group<br><u>\$'000</u> | 2 0 1 0<br>Company<br>\$'000 |
|     | Trade receivables<br>Other receivables              | 4,603<br>417                      |                              | 2,956<br>340                      | <u>68</u>                    |
|     |   | <u>5,020</u>                      | <u>66</u>                    | 3,296                             | <u>68</u>                    |

Included within trade receivables is an amount of \$1,212,000 (2010: \$1,400,000) receivable under the franchise agreement and will be settled in the form of stock over the course of the next year and subsequent years.

| 14. | CALLED UP SHARE CAPITAL  | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |
|-----|--|--------------------------|-------------------|
|     | <b>Allotted, called up and fully paid:</b> 51,188,602 (2010:42,126,102) ordinary shares of £0.01 each 384,615 deferred shares of £0.001 each | 898<br>                  | 755<br>           |
|     |  | 898                      | 755               |

During the year the Company issued 9,062,500 ordinary £0.01 shares for a total consideration of £725,000. Issue costs of \$178,000 have been deducted from the share premium proceeds.

#### 15. SHARE OPTIONS

Share options are granted to employees and certain third party service providers. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

The options are valued using the Binominal Model option pricing model and no performance conditions were included in the fair value calculations.

During the year the Group had the following share options in issue:

| Number of share At 1 January options |                |                  | At 31 December   | Exercise<br>Price | Exercise<br><u>Date</u> |  |
|--------------------------------------|----------------|------------------|------------------|-------------------|-------------------------|--|
| <u>2010</u>                          | <b>Granted</b> | <b>Exercised</b> | <u>2010</u>      | (pence)           |                         |  |
| 30,000                               | -              | -                | 30,000           | 15                | Unlimited               |  |
| 333,333                              | -              | =                | 333,333          | 9                 | 29/10/2009-29/10/2012   |  |
| <del>_</del>                         | 817,500        |                  | <u>817,500</u>   | 7                 | Unlimited               |  |
| <u>363,333</u>                       | 817,500        |                  | <u>1,180,833</u> |                   |                         |  |

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

# FOR THE YEAR ENDED 31 DECEMBER 2011

# 15. SHARE OPTIONS (continued)

The primary assumptions which have been used in the calculations of the fair value of the Options are:

- (a) Value of the Parent Company's ordinary share of 47.5p
- (b) Variable standard deviation of 66% to 70%
- (c) Average risk free rate of interest of 0.3%

| 16. | TRADE AND OTHER PAYABLES   | Group<br><u>\$'000</u>     | 0 1 1<br>Company<br><u>\$'000</u> | Group<br>\$'000          | 0 1 0<br>Company<br><u>\$'000</u> |
|-----|--|----------------------------|-----------------------------------|--------------------------|-----------------------------------|
|     | Trade payables Other taxes and social security Other payables Accruals and deferred income | 1,189<br>261<br>276<br>138 | -<br>-<br>-<br>32                 | 757<br>235<br>244<br>229 | -<br>-<br>83                      |
|     |  | 1,864                      | <u>32</u>                         | 1,465                    | <u>83</u>                         |
| 17. | BANK LOANS AND OVERDRAFTS Group  |                            |                                   | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000                 |
|     | Bank overdraft Bank loans: amounts due within one year                                     |                            |                                   | 368<br>324               | 110<br>254                        |
|     | Current liability  |                            |                                   | 692                      | 364                               |
|     | Bank loans: amounts due within two to five years   |                            |                                   |                          | 217                               |
|     | Total bank loans and overdrafts  |                            |                                   | <u>692</u>               | <u>581</u>                        |

# 18. **OPERATING LEASES**

The Group leases business premises in Israel under operating lease agreements. The lease expenditure charged to the income statement during the year is disclosed in note 4.

| The future aggregate minimum lease payments under operating leases are as follows:- | 2 0 1 1<br>\$'000 | 2 0 1 0<br><u>\$'000</u> |
|---|-------------------|--------------------------|
| No later than 1 year  | <u>81</u>         | <u>106</u>               |

# NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

#### 19. ACCOUNTING ESTIMATE

The subsidiary is required to pay royalties to the Israeli Office of the Chief Scientist ("OCS") under the subsidiary's research and development agreements with the OCS and pursuant to applicable laws, at the rate of 3-5% of sales for products developed with funds provided by the OCS, up to an amount equal to 100% of the OCS research and development grants received plus interest based on the 12-month LIBOR rate applicable to dollar deposits.

The subsidiary is obligated to repay the Israeli Government for the grants received only to the extent that there are sales for the funded products.

During the year the Directors have reassessed the projected sales for the products funded by the OCS and in light of falling demand following the development of new, more advanced technology the group's management have decided to market the products only until the end of 2013. This reduction in projected sales has lead the Directors to conclude that the future royalty liability will be significantly lower and consequently the estimated liability has been reduced by \$766,000.

## 20. POST EMPLOYMENT BENEFITS

Labour laws and severance laws in Israel obligate the Company to pay severance pay to employees in the event that they are fired or if they retire. The severance is calculated for employee benefits according to valid employment contracts and upon the salary of the employees which according to management creates the entitlement to receive severance. Plan assets include funds deposited to managers' insurance policies and to a central severance fund deposited in a banking institution.

|  | 2 0 1 1<br><u>\$'000</u> | 2 0 1 0<br>\$'000 |
|--|--------------------------|-------------------|
| Obligations for defined benefits plan                              | 341                      | 348               |
| Assets   | (1)                      | (1)               |
| Net obligations  | <u>340</u>               | <u>347</u>        |
| Expenses for defined benefits plan:                                |                          |                   |
| Cost of current service fees                                       | 53                       | 71                |
| Interest expense for obligations                                   | 18                       | 7                 |
| Expected return on plan assets                                     | (1)                      | (1)               |
| Actuarial loss, net  | <u>(39)</u>              | <u>17</u>         |
|  | <u>31</u>                | <u>94</u>         |
| Activities at fair value of obligations for defined benefits plan: |                          |                   |
| Balance at beginning of year                                       | 348                      | 276               |
| Interest expense   | 18                       | 7                 |
| Cost of current service fees                                       | 53                       | 71                |
| Severance paid   | (39)                     | (23)              |
| Actuarial gain, net  | (39)                     | <u> 17</u>        |
| Balance at end of year   | <u>341</u>               | <u>348</u>        |
| Activities at fair value of assets:                                |                          |                   |
| Balance at beginning of year                                       | 1                        | 9                 |
| Expected return  | 1                        | 1                 |
| Deposits by employer   | 39                       | 14                |
| Severance paid   | (39)                     | (23)              |
| Actuarial loss , net   | (1)                      |                   |
| Balance at end of year   | 1                        | 1                 |
| Primary assumptions in establishing obligations                    |                          |                   |
| Capitalisation rate of obligations                                 | 4.9%                     | 5.22%             |
| Expected real rate of return for plan assets                       | 2.3%                     | 2.56%             |
| Expected real rate of salary increase                              | <u>2%</u>                | <u>2%</u>         |
| 25   | _                        | =                 |

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 21. FINANCIAL RISK MANAGEMENT

The Group's activities give rise to a number of financial risks: market risk, credit risk and liquidity risk. Market risk includes foreign exchange risk and cash flow and fair value interest rate risk. The Group has in place risk management policies that seek to limit the adverse effects on the financial performance.

#### Foreign exchange risk

Most of the Group's sales and income are in US dollars; however the expenses are divided between the US dollar and the Israeli Shekel. The cost of goods (components) are paid in dollars and part of the operational costs such as rent and other service providers quote their fees in dollars. Labour costs however are paid in Israeli Shekels. The Group has therefore a partial currency risk in the event the Israeli shekel is strengthened against the US dollar that could influence the bottom line of the Group's financial results.

The Group is subscribed to a weekly circular from the two Israeli main banks regarding the main financial institutions expectations for foreign currency changes. The management reviews them carefully and will consider with the board weather it should purchase financial instruments sold by local banks, to protect itself from this foreign exchange risk.

#### **Financial instruments**

The Group does not use derivative financial instruments but has bank loans. The Group finances its operations simply using bank balances and overdraft, plus debtors and creditors. The cash flow is regularly monitored and the overdraft is occasionally extended to meet requirements as they arise.

#### Capital risk management

The Group manages its cash carefully. In order to reduce its risk, the Group may take measurements to reduce its labour costs if performance is below the Group's expectations. The Group may conduct placing for new shares of the Company to raise additional capital as required when monitoring its performance, to continue its operations.

#### Significant accounting policies

Details of the significant accounting policies and methods adopted, including the criteria for recognition, the basis of measurement and the basis on which income and expenses are recognised, in respect of each class of financial asset, financial liability and equity instrument are disclosed in note 1 to the financial statements.

Accounting policies for financial instruments are applied on the following Balance Sheet items:

All of the Group's liabilities have been classified as other financial liabilities. The Group does not have assets or liabilities which are classified as 'Assets or Liabilities at Fair value through profit and loss'.

## Fair value of financial instruments

The fair values of financial assets and financial liabilities with standard terms and conditions and traded on active liquid markets is determined with reference to quoted market price;

- the fair value of financial assets and financial liabilities with standard terms and conditions and traded on active liquid markets is determined with reference to quoted market price;
- the fair value of other financial assets and financial liabilities (excluding derivative instruments) is determined in accordance with generally accepted pricing models based on discounted cash flow analysis using prices from observable current market transactions and dealer quotes for similar instruments;

The Group applied the following methods and assumptions during the estimation of fair value of financial instruments:

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 21. FINANCIAL RISK MANAGEMENT (continued)

#### Significant accounting policies (continued)

Receivables and deposits at banks

For assets which mature within 3 months, carrying value is similar to fair value due to shortness of these instruments. For longer-term assets, contracted interest rates do not significantly defer from current market interest rates, and due to that their fair value is similar to its carrying value.

#### Loan liabilities

Fair value of short term liabilities is similar to its carrying value due to the short term nature of these instruments. For long term liabilities, contracted interest rates do not significantly differ from current market interest rates, and due to that their fair value is similar to their carrying value.

#### Other financial instruments

Financial instruments of the Group which are not valuated at fair value are trade accounts receivable, other receivables, trade accounts payable and other payables. Historic carrying value of assets and liabilities, including the provisions, which are in accordance with the usual business conditions, is similar to their fair value.

#### Financial risk management objectives

The Group's management monitors and manages the financial risks relating to the operations of the Group through internal risk reports which analyse exposures by degree and magnitude of risks. These risks include market risk (including currency risk, fair value interest rate risk and price risk), credit risk, liquidity risk and cash flow interest rate risk.

#### (a) Liquidity risk

At 31 December 2011 the consolidated cash position of the Group is \$94,000 (2010: \$197,000) and there is currently no procedure to centralise and manage cash by a treasury manager.

The Group manages its liquid resources so as to obtain the best available rates of return on cash investments, whilst retaining access to those resources. Cash that is not needed for short term requirements is deposited for periods of one month (or more), based on the Directors' assessment of prevailing interest rate trends, the interest rates available and the liquid resource requirements of the Group. In addition, cash is placed on instant access deposit with the Group's bankers, which is available for shorter-term requirements.

## (b) Interest rate risk

The Company, nor any of its subsidiaries, has any debt subject to rate indexation. Hence there is no major impact on our finances from potential rate variations.

# (c) Currency risk

The Company has not implemented a specific policy to protect against currency fluctuations. The fact that the Group is trading in the three main international currencies could have a negative impact. The Group subscribes to a weekly circular from the two Israeli main banks regarding the main financial institutions expectations for foreign currency changes. The management reviews them carefully and will consider with the board whether it should purchase financial instruments sold by local banks, to protect itself from this foreign exchange risk.

## (d) Credit risk management

The Group is exposed to credit risks if its customers fail to pay for goods supplied by the Group. In order to minimise this risk the Company has a policy of:

- Selling only to respectable integrators and distributors and not to the end customer.
- Orders from customers in certain regions are shipped only after an approved letter of credit is received by the group's bank.
- On going customers must pay 50% before shipping.
- Only high rated customers receive credit from the group(GE, ADI, G4S Israel)

The group's maximum exposure to credit risk is \$5,020,000 represented by Trade and other receivables.

#### NOTES TO THE REPORT AND FINANCIAL STATEMENTS (continued)

#### FOR THE YEAR ENDED 31 DECEMBER 2011

# 22. <u>ULTIMATE CONTROLLING PARTY</u>

The Directors do not believe there to be an ultimate controlling party.

#### 23. RELATED PARTY TRANSACTIONS

Included within Other Receivables is a loan of US \$235,000 (2010: \$168,000 ) to G Tahan, a director. The loan is unsecured and is due within one year. Total interest on the loan of \$14,535 was received during the period.

#### 24. STANDARDS ISSUED BUT NOT YET EFFECTIVE

Standards issued but not yet effective up to the date of issuance of the company's financial statements are listed below. This listing is of standards and interpretations issued, which the company reasonably expects to be applicable at a future date. The company intends to adopt those standards when they become effective. The company does not expect the impact of such changes on the financial statements to be material.

#### IFRS 9 Financial Instruments: Classification and Measurement

IFRS 9 as issued reflects the first phase of the IASBs work on the replacement of IAS 39 and applies to classification and measurement of financial assets as defined in IAS 39. The standard is effective for annual periods beginning on or after 1 January 2013.

In subsequent phases, the IASB will address classification and measurement of financial liabilities, hedge accounting and derecognition. The completion of this project is expected in early 2011. The adoption of the first phase of IFRS 9 will have an effect on the classification and measurement of the company's financial assets. The company will quantify the effect in conjunction with the other phases, when issued, to present a comprehensive picture.

#### IFRS 10 Consolidated Financial Statements

The objective of IFRS 10 is to establish principles for the presentation and preparation of consolidated financial statements when an entity controls one or more other entities. The standard is effective for annual periods beginning on or after 1 January 2013. The standard may be applied to an earlier accounting period, but, where doing so, entities must disclose that the standard is early adopted and must also apply IFRS 11 'Joint Arrangements', IFRS 12 'Disclosures of Interests in Other Entities', IAS 27 'Separate Financial Statements', and IAS 28 'Investments in Associates and Joint Ventures'.

#### IFRS 12 Disclosure of Interests in Other Entities

The objective of IFRS 12 is to require the disclosure of information that enables users of financial statements to evaluate:

- the nature of, and risks associated with, its interests in other entities
- the effects of those interests on its financial position, financial performance and cash flows.

IFRS 12 is applicable to annual reporting periods beginning on or after 1 January 2013. Early application is permitted.

Entities are encouraged to voluntarily provide the information required by IFRS 12 prior to its adoption. Providing some of the disclosures required by IFRS 12 does not compel an entity to comply with all of the requirements of the IFRS or to also apply