Report and Financial Statements

Year Ended

31 December 2012

Company Number 3794223

# Report and financial statements for the year ended 31 December 2012

#### **Contents**

#### Page:

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1	Report of the directors
8	Directors' remuneration report
10	Corporate Governance statement
13	Independent auditor's report
15	Consolidated statement of comprehensive income
17	Consolidated statement of changes in equity
18	Parent company statement of changes in equity
19	Consolidated statement of financial position
21	Parent Company statement of financial position
22	Consolidated statement of cash flows
23	Parent Company statement of cash flows
24	Notes forming part of the financial statements

#### Directors

Mr T V Ackerly
Dr J E Haag
Non-Executive Director (resigned May 16<sup>th</sup> 2012)
Non-Executive Chairman

Dr J E Haag
Dr R Krafft
Non-Executive Chairman
Non-Executive Director
Mr M Ritskes
Chief Executive Officer
Executive Director

#### Secretary and registered office

Taylor Wessing Secretaries Ltd, 5 New Street Square, London, EC4A 3TW, United Kingdom

#### Company number

3794223

#### Auditor

Ernst & Young LLP, No. 1 Colmore Square, Birmingham, B4 6HQ, United Kingdom

#### Bankers

HSBC Bank plc, 126 Parade, Leamington Spa, Warwickshire, CV32 4BU, United Kingdom

#### **Legal Advisors**

United Kingdom Taylor Wessing, 5 New Street Square, London, EC4A 3TW

Belgium Stibbe, Central Plaza – Loksumstraat 25 Rue de Loxum, BE-1000, Brussels

# Report of the directors for the year ended 31 December 2012

The directors present their report on the affairs of the Group, together with the audited financial statements, for the year ended 31 December 2012.

#### Results and dividends

The Group profit for the year on ordinary activities after taxation was € 3,389,000 (2011: € 2,722,000). No dividend is proposed for the year (2011: € nil).

#### **Principal activities**

The majority of the Group's activity is that of an investment holding company. Its principal trading business is carried on by its subsidiary, G. Fleischhauer Ingenieur-Büro GmbH & Co KG, (95.9% ownership) which provides services and the design and implementation of technical solutions in the areas of information technology, security technology, media and electro technology throughout Germany. This business model is stable with yearly improving revenues and results, the other mentioned businesses below are venture capital investments.

The Group also owns 49.3% of the issued share capital of Your Drinks AG, a German company with a trading facility on the "Berliner Freiverkehr". Your Drinks AG is developing a business model for 'Mad-Croc' energy drinks.

The Group further owns 90.8% of the issued share capital of Out of Africa AG, a dormant company. Its main purpose is to acquire profitable businesses with a positive cash flow.

The subsidiary undertakings principally affecting the results and net assets of the Group in the year to 31 December 2012 are listed in note 14 to the accounts.

#### **Review of business**

The Company is listed on Euronext Brussels. Trading in shares of the Company commenced on 30 September 2010. During 2012, Group revenues increased slightly from € 41.747 million to € 44.733 million mainly due to improved revenues by the group's main trading entity, Fleischhauer GmbH & Co KG. The Group achieved gross margin of € 18.308 million as compared with gross margin of € 16.712 million in the previous year. Financing costs on bank borrowings and other loans amounted to € 169,000 and this was lower than the interest paid in 2011 of € 185,000. Profit for the year increased to € 3.389 million (2011: € 2.722 million).

The Fleischhauer Group realised total revenues of € 44.733, an increase of 7.2% compared to the previous year. Cost of sales increased by € 1,389,000 to € 26,424,000. Gross profit amounted to € 18.3 million an increase of nearly € 1.6 million in comparison with the preceding year. Profit before interest and tax increased by € 730,000 to € 3,001,000.

Your Drinks AG (49.3% ownership),former name MySPARTA AG, is currently being used by the OIM Group as a vehicle to develop the business model for 'Mad-Croc' energy drinks. These developments started at the beginning of 2012, when Your Drinks AG took over the royalty agreement of 'Mad-Croc' India from the Company. Furthermore, a contract has been signed for the partial distribution rights of 'Mad Croc' –energy drinks- in China, where the recipes have been accepted by local authorities. Your Drinks AG is now working on agreements with local producers and distributors in China that should lead to revenues being generated in the first half of 2013.

# Report of the directors for the year ended 31 December 2012 (continued)

On 6 October 2011 the Board of Directors of Opportunity Investment Management Plc, informed the market about the Prospectus for the issue of a €50 million listed 8,25% Zero Bond. On 10 April 2012 the Company announced it had not received sufficient subscriptions to successfully close the placement of an initial tranche of €12.5 million under the €50 million Zero Bond. Since the Company is of the opinion that the implementation of the company's underlying business plan required a full subscription of the initial tranche of the Zero Bond, the Company decided to cancel the Zero Bond placement.

#### **Future developments**

The directors recognise that general economic conditions as well as increased competition continue to put pressure on the business. We believe our continued investment in people and latest technologies, with particular emphasis on quality together with retaining and attracting key people with the relevant expertise, will enable us to both maintain and improve our market position.

The order book of the Fleischhauer Group remains strong and the directors are confident of a successful roll out of 'Mad-Croc' in the Far East.

#### **Risks**

The directors have set out below the principal risks facing the business.

The directors are of the opinion that an appropriate risk management process is in place which involves the formal review of all risks, including those identified below in order to monitor and mitigate such risks.

#### · High proportion of fixed overheads

A large proportion of the Group's overheads are fixed, primarily in manpower and related costs. Any significant reduction in revenue may lead to the inability to recover such costs. Management closely monitor fixed overheads against budget on a monthly basis and cost saving exercises are implemented when there is an anticipated decline in revenues.

#### Competition

The markets in which the group operates are very competitive. As a result there is ongoing pressure to win new customers and to keep existing customers with consequent downwards pressure on margins. Policies of sale price monitoring and ongoing market research are in place to mitigate such risks. Competitors may be able to respond more quickly to client demands and/or to devote greater resources to the development, promotion and sales of their services than the group. The group's current and potential competitors may develop and introduce new competing services that could be priced lower, provide superior performance or achieve greater market acceptance than the group's services. Accordingly, it is possible that new competitors or alliances among competitors could emerge and rapidly acquire significant market share.

#### Liquidity risk

There is a risk that the restricted access to credit generated by the continuing global credit crunch may impact negatively upon current banking arrangements. The Group does not anticipate the need for additional credit facilities in the foreseeable future to support its existing operations as it finances itself through retained earnings. The Group is currently cash-generative and manages its liquid resources so as to obtain the best available rates of return on cash investments, whilst retaining access to those resources.

Report of the directors for the year ended 31 December 2012 (continued)

#### Risks associated with the Group's acquisition strategy

The future expansion of the Group will depend on the Directors' ability to implement the group's acquisition strategy pursuant to which it proposes, subject to the availability of appropriate funding, to acquire other businesses with a view to incorporating them into the Group's existing business. While the Directors are optimistic about the group's prospects, the group may be unable to identify suitable investment opportunities.

The ability of the group to implement its acquisition strategy could be adversely affected by changes in the economy and/or in the sector in which it is seeking to invest.

#### People

The success of the group is dependent upon the recruitment and retention of our employees. There are training and motivational programmes in place to mitigate the risk of a lack of suitable staff resources. Fleischhauer Group's success depends upon its ability to attract and motivate highly skilled technical personnel as well as managerial, marketing, sales and client support personnel. Because competition to attract technical personnel is intense in both the industries and the localities in which the Fleischhauer Group is based or operating, it may experience difficulty in attracting, integrating or retaining the number of qualified personnel needed to successfully implement its business strategy.

#### Research and development

The Group does not undertake any significant research and development activity since this is not considered to be essential or relevant, taking into consideration the nature of the business.

#### Supplier payment policy

The Group's policy is that payments to suppliers are made in accordance with those terms and conditions agreed with the suppliers, provided that all terms and conditions have been complied with.

At 31 December 2012 the number of days of the total purchases outstanding to creditors was 25 (2011: 25 days).

#### Disabled employees

The group gives full consideration to applications for employment from disabled persons where the candidate's particular aptitudes and abilities are consistent with adequately meeting the requirements of the job.

#### **Employee involvement**

The Group operates a framework for employee information and consultation. Regular meetings are held between local management and employees to allow a free flow of information and ideas.

#### **Financial instruments**

There is no significant dependence on external funding. The financial risk management, objectives and policies of the company and its subsidiary undertakings are set out in note 24 to the financial statements.

#### Charitable and political contributions

The Group made no charitable or political contributions during the year.

# Report of the directors for the year ended 31 December 2012 (continued)

#### Going concern and liquidity

The Directors, after reviewing the Group's financial budgets and financing arrangements, consider that the Group and the Company have sufficient resources at their disposal to continue their operations for the foreseeable future. Accordingly, the financial statements have been prepared on a going concern basis which assumes that the Group will continue in operational existence for the foreseeable future and will meet its liabilities as they fall due.

#### **Directors**

The directors who served during the year were as follows:

Dr J E Haag
Mr M Ritskes
Mr M Hartung
Dr R Krafft
Non-Executive Chairman
Chief Executive Officer
Executive Director
Non-Executive Director

Mr T V Ackerly Non-Executive Director (resigned May 16<sup>th</sup> 2012)

Directors' interests are disclosed in note 7 to the accounts.

#### **Corporate Governance**

The Directors' report on corporate governance is given on page 9 and included in the Directors' Report by cross reference.

# Report of the directors for the year ended 31 December 2012 (continued)

#### Additional information for shareholders

At 31 December 2012, the Company's issued share capital comprised:

Class	Number	% of Share Capital	€ '000
Ordinary shares of 10p each	19,390,067	100	2,390

The Company is not aware of any agreements between shareholders that may result in restrictions on the transfer of securities or transfers of voting rights.

In 2012, the issued and fully paid up share capital was as follows:

Issued and fully paid	2012	2012
Ordinary shares of 10p	Number	€ '000
At 1 January 2012	17,355,795	2,142
Issue of shares	2,034,272	248
At 31 December 2012	19,390,067	2,390

#### Ordinary shares

On a show of hands at a general meeting of the company every holder of ordinary shares present in person and entitled to vote shall have one vote and on a poll, every member present in person or by proxy and entitled to vote shall have one vote for every ordinary share held. The notice of the general meeting which accompanies this report specifies deadlines for exercising voting rights either by proxy notice or present in person or by proxy in relation to resolutions to be passed at a general meeting. All proxy votes are counted and the numbers for, against or withheld in relation to each resolution are announced at the annual general meeting and published on the company's website after the meeting.

#### **Directors**

The Company's Articles of Association require a minimum number of two Directors, and a maximum of twelve. The Directors are authorised to appoint at anytime a person to the Board, and the person appointed may hold office until the annual meeting following the appointment, at which time they are required to be re-elected.

The Directors are authorised to act in a manner and exercise the general powers required to manage the business of the Company, and their actions are not restricted to the specific powers granted by the Articles of Association.

Subject to the provisions of the Statutes regarding pre-emption rights and any related resolution of the Company relating thereto or relating to any authority to allot relevant securities, all of the shares of the Company for the time being unissued shall be under the control of the Directors who may generally and unconditionally allot, grant options over, offer or otherwise deal with or dispose of the same to or in favour of such persons, on such terms and conditions, at a premium or at par and at such times as the Directors think fit.

#### Articles of Association

Any action that would result in an amendment to the Company's Articles of Association requires the approval of shareholders by way of a Special Resolution.

Report of the directors for the year ended 31 December 2012 (continued)

#### Statement of directors' responsibilities

The directors are responsible for preparing the Annual Report and the Group financial statements in accordance with applicable United Kingdom law and regulations. Company law requires the directors to prepare Group and Company financial statements for each financial year. Under that law, the directors are required to prepare Group financial statements under IFRSs as adopted by the European Union (IFRS) and have elected to prepare the parent company financial statements under IFRS. Under Company Law the directors must not approve the Group and Company financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and Company and of the profit or loss of the Group for that period. In preparing the Group financial statements the directors are required to:

- select suitable accounting policies in accordance with IAS 8: Accounting Policies, Changes in Accounting Estimates and Errors and then apply them consistently;
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- make judgements and estimates that are reasonable;
- provide additional disclosures when compliance with the specific requirements in IFRSs as adopted by the European Union is insufficient to enable users to understand the impact of particular transactions, other events and conditions on the Group's and Company's financial position and financial performance; and
- state whether the Group and Company financial statements have been prepared in accordance with IFRSs as adopted by the European Union, subject to any material departures disclosed and explained in the financial statements.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group's and Company's transactions and disclose with reasonable accuracy at any time the financial position of the Group and Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and, as regards the Group financial statements, Article 4 of the IAS Regulation. They are also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Responsibility statements under the Disclosure and Transparency Rules

Each of the directors listed on page 3 confirm that to the best of their knowledge:

- The financial statements, prepared in accordance with IFRS as adopted by the European Union, give a
  true and fair view of the assets, liabilities, financial position and profit of the Company and the
  undertakings included in the consolidation taken as a whole; and
- The Directors' Report includes a fair review of the development and performance of the business and the position of the Company and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face.

#### Directors' statement as to disclosure of information to the auditor

So far as each director is aware, there is no relevant audit information (as defined by the Companies Act 2006) of which the auditor is unaware. Each director has taken all steps that ought to be taken by a director to make themselves aware of and to establish that the auditor is aware on any relevant information.

Report of the directors for the year ended 31 December 2012 (continued)

#### **Substantial shareholdings**

As at 31 December 2012, the Company was aware of the following interests in the ordinary share capital of the Company:

Name of Holder	Number	% held
HSBC Issuer Services Common Depository Nominee (UK) Limited	2,439,824	12.58%
Mercurius Beleggingsmaatschappij BV (1)	5,851,212	30.18%
Budeste Maastricht BV	2,501,408	12.90%
Concordimo NV (3)	466,666	2.41%
M Ritskes (2)	3,371,765	17.39%
J E Haag	725,000	3.74%
T V Ackerly	431,600	2.23%

Because HSBC Issuer Services Common Depository Nominee (UK) Limited acts as custodian and nominee of shares held in the Euroclear System, the above notifications may result in duplication of interests where shares are held in Euroclear.

- (1) Includes shares held by Mr H.H.F Stienstra, director and controlling shareholder of Mercurius Beleggingsmaatschappij BV. The shares are registered in the name of HSBC Global Custody Nominee (UK) Limited.
- (2) Includes shares held by Quivest BV, a company in the ownership of Mr. Ritskes, a director of the Company.
- (3) Includes shares held by Mr W.Wilford, board member of Concordimo.

#### **Director's liabilities**

The Company has not granted to the Directors any qualifying third party indemnity provisions.

#### **Share issues**

Details of share issues during the year are set out in note 21 of the accounts.

#### **Auditor**

Ernst & Young LLP have indicated their willingness to accept reappointment as auditors of the company and a resolution proposing their reappointment will be put to the forthcoming Annual General Meeting.

By order of the Board on 17 April 2013

Dr.J.E.Haag Director

# Director's Remuneration report for the year ended 31 December 2012

#### **Director's Remuneration report**

A Remuneration Committee is in place, the current members are Dr R. Krafft and Mr M. Ritskes.

The Remuneration Committee has two members. The Remuneration Committee meets at least three times in every year and any other time as required; and the Remuneration Committee reviews the performance of the Executive Directors and makes recommendations to the Board on matters relating to their remuneration and terms of employment. The Remuneration Committee also makes recommendations to the Board on proposals for the granting of share options and other equity incentives pursuant to any share option scheme or equity incentive scheme in operation from time to time.

The Remuneration Committee's policy is to align executive Directors' remuneration packages to support the Group's business strategy whilst ensuring that rewards are market competitive. The details of individual components of the remuneration package and service contracts are discussed below.

For the financial year 2012, all directors have received an annual board-fee in cash of € 12,000 each, as well as shares and share-options. The Chief Executive officer received a service fee in cash of € 300,000. The total remuneration of the Directors amounts to € 454,000; € 348,000 in cash and € 106,000 in shares (2011: €92,000).

#### Directors' remuneration (audited)

The remuneration of the Directors for the year ended 31 December 2012 was as follows:

Director	Board Fees	Shares	Service fee	2012 Total	2011 Total
	€'000	€'000	€'000	€'000	€'000
Mr T V Ackerley (resigned 16-5-2012)	-	22	-	_	13
Dr J E Haag	12	29	-	41	24
Mr M Ritskes	12	38	300	350	29
Dr R Krafft	12	10	-	22	13
Mr M Hartung	12	29	-	41	13
	48	106	300	454	92

#### Other appointments

The executive Directors are permitted to serve as non-executive Directors of other companies provided that their appointment is first approved by the remuneration committee. Directors are allowed to retain their fees for such appointments.

#### Pension entitlement (audited)

The Directors do not participate in any pension arrangement and no contributions have been made into pension schemes on behalf of the Directors during the year (2011: nil).

# Director's Remuneration report for the year ended 31 December 2012 (continued)

#### Share options (audited)

The directors have the following outstanding share options.

	At the beginning of the year	Granted in the year	Exercised in the year	Expired in the year	At the end of the year	Exercise period	Exercise price
Mr T V Ackerley	200,000	-	-	100,000	100,000	to 1 April 2015	€2.36
Dr J E Haag	400,000	100,000	-	-	500,000	to 29 June 2016	€1.20 to €2.36
Mr M Ritskes	650,000	200,000	_	12	850,000	to 29 June 2016	€1.20 to €2.36
Dr R Krafft	60,000	-	-	-	60,000	to 1 April 2015	€2.36
Mr M Hartung	175,000	100,000	-	75,000	200,000	to 29 June 2016	€1.20 to €2.36

There are no performance conditions for any of the outstanding share options. The share price at the start of 2012 was € 1.17 and at the end of the year € 0.46. The highest share price during the financial year was € 1.17 and the lowest share price was € 0.35.

#### Directors' interests

The directors who held office at 31 December 2012 had the following interests in the 10p ordinary shares of the company

Number of 10p shares

		iop oliaioo
	2012	2011
Dr J E Haag	725,000	650,000
Mr M Ritskes	3,371,765	3,271,765
Dr R Krafft	65.000	30.000
Mr M Hartung	115.000	30.000

The holdings of Mr M.Ritskes include those of Quivest B.V, a company controlled by him. In addition, Quivest B.V held warrants in respect of 410,000 ordinary shares of 10p (see note 21).

On behalf of the Board:

Chairman of the Remuneration Committee

17 April 2013

Corporate Governance statement for the year ended 31 December 2012

#### **Corporate Governance**

The directors of the Company recognise the importance of sound corporate governance. The European Corporate Governance Forum ("Forum"), a forum established by the European Commission to assist in modernising and enhancing corporate governance in the European Union ("EU"), recommended that a company incorporated in the EU, the shares of which are admitted to trading on a regulated market, which includes Euronext Brussels, should at least apply the Corporate Governance code applicable in the member state of its registered office or of its primary listing, and that it should have the freedom to choose which of the two potentially applicable codes it wishes to apply if the codes are different. The directors have resolved not to apply the Belgian Code on Corporate Governance ('Belgian Corporate Governance Code 2009') which applies to companies listed on a regulated market in Belgium, and instead to apply the UK Corporate Governance Code (DTR 7.2) issued in June 2012, because the Company is incorporated in England and Wales. In this respect it should be noted that the Company's corporate practices differ from those that would be applied under the Belgian Code on the following points:

- a) Under the Belgian Code, at least half of the board should comprise non-executive directors and at least three of them should be independent according to the criteria set out in the Belgian Code. The criteria of independence as defined in the Belgian Code differ from those used in the UK Code. Currently, two directors (including the Chairman) of the Company are considered by the Board to be independent. However, the independence criteria from the UK code does not consider the Chairman to be independent. Therefore, the company is looking to recruit an additional non-executive director. As a consequence, following Mr Ackerly leaving the board on 16 May 2012, the audit and remuneration committee did not have two independent non-executive directors, although as noted the Chairman is considered by the Company to be independent.
- b) Pursuant to the Belgian Code, the proposed term of the mandate of a director should not exceed four years, whereas pursuant to the UK Code all directors should be subject to re-election each year but at intervals of no more than 3 years.
- c) Pursuant to the Belgian Code, the non-executive directors should not be entitled to performance-related remuneration such as bonuses, stock related long-term incentive schemes, fringe benefits or pension benefits. The UK Code provides in this respect that remuneration for non-executive directors should not include share options. If, exceptionally, options are granted, shareholder approval should be sought in advance and any shares acquired by exercise of the options should be held until at least one year after the non-executive director leaves the board. The annual general meeting approved the options granted in 2012.
- d) Pursuant to the Belgian Code, the amount of the remuneration and other benefits granted directly or indirectly to non-executive directors, by the company or its subsidiaries should be disclosed, on an individual basis, in the remuneration report. Furthermore, if an executive manager is also a member of the board, information on the amount of remuneration he receives in such capacity should be disclosed in the remuneration report. The amount of remuneration and other benefits granted directly or indirectly to the CEO, by the company or its subsidiaries should be disclosed in the remuneration report. The amount of the remuneration and other benefits granted directly or indirectly to other members of the executive management, by the company or its subsidiaries should be disclosed on a global basis, in the remuneration report. For the CEO and the other executive managers, the remuneration report should disclose, on an individual basis, the number and key features of shares, share options or any other rights to acquire shares, granted, exercised or lapsed during the financial reporting year. The UK Code does not provide for similar disclosure requirements in this respect. The Company has disclosed a remuneration report under the requirements from Schedule 8 of the Companies Act.
- e) Pursuant to the Belgian Code, any contractual arrangement made with the company or its subsidiaries on or after 1 July 2009 concerning the remuneration of the CEO or any other executive manager should specify that severance pay awarded in the event of early termination should not exceed 12 months' basic and variable remuneration. The UK Code only provides that notice or contract periods should be set at one year or less.

As a company listed on Euronext, a regulated market in the EU, the Company applies the Disclosure and Transparency Rules (DTR 4.1.1R); the Companies Act 2006 requirements for a quoted Company and Article 4 of the IAS Regulation.

Corporate Governance statement for the year ended 31 December 2012 (continued)

#### Disclosure and Transparency Rule (DTR) 7.2

The information required by Disclosure and Transparency Rule (DTR) 7.2 is set out below other than that required by DTR 7.2.6 which is set out in the Report of the Directors on page 1. The Board recognises its overall responsibility for the Company's systems of internal control and for monitoring their effectiveness.

The main features of the Company's corporate governance procedures are as follows:

- the Board has one independent non-executive Director who take an active role in Board matters;
- the Company has an Audit Committee, the composition of which is detailed below and a Remuneration Committee, the composition of which is detailed in the Directors' Remuneration Report, each of which meets regularly. The Audit Committee has unrestricted access to the Group's auditor and ensures that auditor independence has not been compromised;
- all business activity is organised within a defined structure with formal lines of responsibility and delegation of authority, including a schedule of "matters reserved to the Board";
- regular monitoring of key performance indicators and financial results together with comparison of these against expectations; and
- the main features of the Company's internal control and risk management systems in relation to the process for preparing consolidated accounts comprise procedures to ensure adequate segregation of duties covering the preparation, review and approval of the information contained in the accounts.

The Board is responsible for the Group's system of internal control and risk management and for reviewing its effectiveness. In order to discharge that responsibility, the Board has established the procedures necessary to apply the Combined Code, including clear operating procedures, lines of responsibility and delegated authority. These procedures are regularly reviewed by the Board.

The Company has in place internal control and risk management systems in relation to the Company's financial reporting process and the Group's process for preparation of consolidated accounts. These systems include policies and procedures to facilitate the maintenance of records that accurately and fairly reflect transactions, provide reasonable assurance that transactions are recorded as necessary to permit the preparation of financial statements in accordance with International Financial Reporting Standards ('IFRS') and that require reported data to be reviewed and reconciled.

#### **Board Structure and Key Committees**

#### The Board Structure

- a) The Board consists of the non-executive independent Chairman, the Chief Executive Officer, one Executive Director and one independent non-Executive Director. The independent non-Executive Director is Dr R. Krafft
- b) The Board has established an Audit Committee, a Remuneration Committee and a Nominations Committee.
- c) The Board is responsible for formulating, reviewing and approving the Company's strategy, budgets and corporate actions. The Company holds a minimum of four Board meetings every year.

Corporate Governance statement for the year ended 31 December 2012 (continued)

#### **Audit Committee**

The following is a summary of the terms of reference under which the Audit Committee operates:

The Audit committee comprises Dr R. Krafft and Dr J. Haag.

The Audit Committee shall have at least two members and each member shall be an independent non-executive director, at least one of whom will have recent and relevant financial experience.

The Audit Committee will meet at least three times in every year and any other time as required. During the financial year the Audit Committee had one meeting due to limited developments with the parent company during the year. The Audit Committee has primary responsibility for monitoring the quality of internal controls and ensuring that the financial performance of the Group is properly measured and reported on. The responsibilities of the Audit Committee include approving certain related party transactions, identifying irregularities in the management of the Company's business, inter alia, through consultation with the Group's external auditor, and making recommendations to the Board in respect of any matters which it considers requires improvement and monitoring the integrity of the Group's financial statements. It will oversee the Group's relationship with its external auditor (including advising on their appointment), review the effectiveness of the external audit process and receive and review reports from the Company's management and auditor, as appropriate, relating to the annual accounts and will monitor the accounting and internal control systems in use throughout the Group. The Audit Committee will have unrestricted access to the Company's auditor.

#### **Model Code**

The Company has adopted the Model Code for share dealings by Directors and key employees, as required for companies listed on Euronext Brussels.

On behalf of the Board;

17 April 2013

#### Independent auditor's report

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF OPPORTUNITY INVESTMENT MANAGEMENT PLC

We have audited the financial statements of Opportunity Investment Management Plc for the year ended 31 December 2012 which comprise the consolidated and parent company statements of financial position, the consolidated statement of comprehensive income, the consolidated and parent company statements of cash flows, the consolidated and parent Company statements of changes in equity and the related notes 1 to 25. 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 auditor

As explained more fully in the statement of directors' responsibilities set out on page 6, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's 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 Report and Financial Statements 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 2012 and of the Group's total comprehensive income for the year then ended:
- the Group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union;
- 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.

### Independent auditor's report (continued)

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

In our opinion

- the part of the directors' remuneration report to be audited has been properly prepared in accordance with the Companies Act 2006; and
- 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 and the part of the directors' remuneration report to be audited 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;

Nigel Meredith (Senior statutory auditor)

Emst . Yaung LLP

For and on behalf of Ernst & Young LLP, Statutory Auditor

Birmingham

April 18, 2013

# Consolidated statement of comprehensive income for the year ended 31 December 2012

			_
	Note	2012 €'000	2011 €'000
Revenue		44,733	41,747
Cost of sales		(26,425)	(25,035)
Gross profit		18,308	16,712
Administrative expenses Other operating income	3	(17,682) 3,705	(16,601) 3,290
Profit from operations		4,331	3,401
Finance costs Finance income	4	(169) 34	(185 <u>)</u> 27
Profit before tax	5	4,196	3,243
ax expense	8	(807)	(521)
Profit for the year		3,389	2,722
Other comprehensive income		-	
Total comprehensive income for the year		3,389	2,722

# Consolidated statement of comprehensive income for the year ended 31 December 2012

	2012 €'000	2011 €'000
	3,304 85	2,658 64
	3,389	2,722
11	17.7	15.5
11	15.6	13.6
		€'000 3,304 85 ———————————————————————————————————

All of the above results are derived from continuing activities.

The notes on pages 24 to 46 form part of these financial statements.

Opportunity Investment Management Plc

Consolidated statement of changes in equity for the year ended 31 December 2012

Total Equity €'000	6,638	2,722 - (18) 32 476	9,850	3,389 - (11) 1,070 26	14,324
Non- Controlling interest €'000	27	64 4 (18)	77	(11)	155
Total €'000	6,611	2,658 (4) - 32 476	9,773	3.304 (4) - 1,070 26	14,169
Revaluation reserve €'000	1,090	(86)	992	(86)	894
Retained Earnings €'000	(346)	2,658 94 - 476	2,882	3,304	6,306
Share premium account €'000	3,757	1 76 1 1 1	3,757	822	4,579
Share capital €'000	2,110	32 - 3	2,142	248	2,390
	At 1 January 2011	Changes in equity Profit for the year Charge to revaluation reserve Dividends paid to non controlling interest Issue of share capital Share options granted	At 31 December 2011	Changes in equity Profit for the year Charge to revaluation reserve Dividends paid to non controlling interest Issue of share capital Share options granted	At 31 December 2012

The notes on pages 24 to 46 form part of these financial statements.

# Parent company statement of changes in equity for the year ended 31 December 2012

	Share Capital €'000	Share premium account €'000	Retained earnings €'000	Revaluation reserve €'000	Total €'000
At 1 January 2011	2,110	3,757	988	770	7,625
Changes in equity					
Profit for the year	40	7=	300	-	300
Credit to revaluation reserve	<u>-</u> -	δ <del>=</del> :	396	679	1,075
Total comprehensive income for the year	<b>=</b> :	:=	696	679	1,375
Issue of share capital	32	5 <u>=</u>	-	-	32
Share options granted	-	-	476	-	476
At 31 December 2011	2,142	3,757	2,160	1,449	9,508
Changes in equity					
Loss for the year	40	-	(1,133)	-	(1,133)
Credit to revaluation reserve	_	-	-	4,438	4,438
Total comprehensive income for the year	-	-	(1,133)	4,438	3,305
Issue of share capital	248	822	-	-	1,070
Share options granted	-	-	26	-	26
At 31 December 2012	2,390	4,579	1,053	5,887	13,909
		<b>6-16</b>			

The notes on pages 24 to 46 form part of these financial statements.

# Consolidated statement of financial position at 31 December 2012

	Note	2012 €'000	2011 €'000
Non current assets			
Property, plant and equipment	12	4,236	4,572
ntangible assets	13	721	1,533
nvestments	14	4,364	1,672
eferred tax	20	.,	56
otal non-current assets		9,321	7,833
Current assets			
nventories	15	1,421	1,367
rade receivables	16	7,620	6,755
Other receivables	16	2,614	1,668
ash and cash equivalents		2,966	3,269
otal current assets		14,621	13,059
otal assets		23,942	20,892
lon-current liabilities			
ension liability	18/19	374	361
ank Loans	24	915	1,565
eferred tax	20	112	
otal non-current liabilities		1,401	1,926
Current liabilities			
rade and other payables	17	7,724	8,564
ank Loans	24	274	417
urrent tax		219	135
otal current liabilities		8,217	9,116
otal liabilities		9,618	11,042

# Consolidated statement of financial position at 31 December 2012 (continued)

	Note	2012 €'000	2011 €'000
Equity attributable to equity holders of the parer	nt		
Called up share capital Share premium account Retained Earnings Revaluation reserve	21 21	2,390 4,579 6,306 894	2,142 3,757 2,882 992
		14,169	9,773
Non controlling interest		155	77
Total equity		14,324	9,850
-		-	

The financial statements were approved and authorised for issue by the Board of Directors on 17 April 2013 and were signed below of like behalf by:

Dr.J.E.Haag Director

The notes on pages 24 to 47 form part of these financial statements.

#### Parent Company statement of financial position at 31 December 2012

Company number 3794223	Note	2012 €'000	2011 €'000	
Assets Non-current assets Intangible assets Investments	13 14	- 14,237	1,150 9,799	
Total non-current assets		14,237	10,949	
Current assets Other receivables Cash and cash equivalents	16	1,640	715 1	
Total current assets		1,643	716	
Total assets		15,880	11,665	
Equity attributable to equity holders of the parer Called up share capital Share premium account Retained Earnings Revaluation reserve	<b>nt</b> 21 21	2,390 4,579 1,053 5,887	2,142 3,757 2,160 1,449	
Total equity		13,909	9,508	
Non-current liabilities Other payables	18	1,500	1,250	
Total non-current liabilities		1,500	1,250	
Current liabilities Trade and other payables	17	471	907	
Total current liabilities		471	907	
Total equity and liabilities		15,880	11,665	

The financial statements were approved and authorised for issue by the Board of Directors on 17 April 2013 and were signed below on its behalf by:

Dr.J.E.Haag **Director** 

The notes on pages 24 to 47 form part of these financial statements.

# Consolidated statement of cash flows for the year ended 31 December 2012

	2012	2011
Cashflows from operating activities	€'000	€'000
activities to the control of the con		
Profit before tax	4,196	3,243
Net finance costs	135	158
Depreciation and revaluation charge of non-current assets	751	750
oss on disposal of property, plant and equipment	76	41
Gain on revaluation of investments	(2,692)	(2,168)
Share options	26	476
Corporation tax paid	(418)	(621)
Share issues	400	
Cash inflow from operations before changes in working capital	2,474	1,879
Movements in working capital ncrease/(decrease) in inventories	<i>(51</i> )	23
ncrease/(decrease) in inventories ncrease/(decrease) in trade and other receivables	(54) (569)	1,393
Decrease)/Increase in trade and other payables	(368)	467
Decrease/increase in trade and other payables	(300)	
Net cash generated by operating activities	1,483	3,762
Cash flows from investing activities		
Purchase of property, plant and equipment	(413)	(671)
ntangible Assets Investments	(423)	(850)
nvestments in Goodwill	-	(180)
Other	-	(7)
Net cash used by investing activities	(836)	(1,708)
Cash flows from financing activities ssue of shares	_	32
Payment of dividend to non-controlling interests	(11)	(18)
let finance costs	(135)	(158)
Receipts from new bank and other loans	32	(100)
Repayment of bank and other loans	(836)	(454)
Net cash absorbed by financing activities	(950)	(598)
	<del></del>	
Net (decrease) / increase in cash and cash equivalents	(303)	1,456
	0.000	1,813
Cash and cash equivalents at start of the year	3,269	

The notes on pages 24 to 46 form part of these financial statements.

# Parent company statement of cash flows for the year ended 31 December 2012

	2012 €'000	2011 €'000
Cashflows from operating activities	2 000	C 000
Profit before tax	(1,100)	300
Net Finance costs	86	23
Gain on disposal of investments	-	(1,609)
Share options Corporation tax payments	26 (33)	476 (79)
Issue of shares	400	-
Cash outflow from operations before changes in working capital	(621)	(889)
Movements in working capital		
(Increase)/decrease in trade and other receivables	146	<del>-</del>
(Decrease)/increase in trade and other payables	(708)	455
Increase/decrease in receivables from group companies	1,021	1,661
Net cash (used by) / generated from operating activities	(162)	1,227
Cash flows from investing activities		
Investment in subsidiary	-	(1,265)
Receipt of loans from group companies	250	_
Net cash generated/ (used by) in investing activities	250	(1265)
Cash flows from financing activity		
Issue of shares	-	32
Net finance costs	(86)	(23)
Net cash (used by)/generated in financing activities	(86)	9
Not increase//decrease) in each and each accirclents		(00)
Net increase/(decrease) in cash and cash equivalents	2	(29)
Cash and cash equivalents at start of the year	1	30

# Notes forming part of the financial statements for the year ended 31 December 2012

#### 1 Accounting policies

#### Corporate information

Opportunity Investment Management Plc is a public limited liability company incorporated in England and Wales under the Companies Act 2006. The address of the registered office is 5 New Street Square, London EC4A 3TW, United Kingdom. The company's shares are publicly traded on Euronext Brussels.

#### Statement of compliance

The Group and parent company financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as adopted by the European Union ("adopted IFRSs") as they apply to financial years ending 31 December 2012 and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

#### Basis of preparation

The financial statements have been prepared under the historical cost convention except for the revaluation of certain non-current fixed assets and financial instruments.

#### Basis of consolidation

The Group financial statements consolidate the financial statements of Opportunity Investment Management Plc and its subsidiary undertakings drawn up to 31 December 2012. The results of subsidiaries acquired or sold are consolidated for the periods from or to the date on which control passed. Acquisitions are accounted for under the acquisition method.

All subsidiary companies are consolidated in these financial statements as set out in note 14.

#### Revenue

Revenue represents amounts receivable for goods and services provided in the normal course of business, net of trade discounts, VAT and other sales related taxes.

In respect of long-term contracts, revenue is recognised according to the percentage completion method. These are evaluated on the basis of the agreed revenues from contracts and the level of completion attained. Expected contractual losses are taken into account through provisions.

Maintenance revenues are recognised rateably over the contract period. There is no material software revenues included in total revenues.

#### Intangible assets

Intangible assets are stated at cost less accumulated amortisation and any provision for impairment. Amortisation is provided on a straight line basis over the estimated useful life of the assets, estimated at between five to eight years.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

#### 1 Accounting policies (continued)

Property, plant and equipment

Property, plant and equipment are stated at cost or valuation, net of depreciation and any provision for impairment. Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost or valuation, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Freehold land and buildings

25 years

Computer, office and other equipment -

3 - 13 years

Residual values to be assessed each year based on current expectations of prices for assets at the end of their lives.

Assets acquired under leases have been capitalised and depreciated in accordance with IAS 17, if the conditions of a financial lease are fulfilled.

It is Group Policy to undertake full external valuation of all properties with sufficient regularity to ensure the carrying amount does not differ materially from that which would be determined using fair value at the end of the accounting period. The last full independent valuation was performed on 13 June 2005. At 31 December 2012 the assumptions of this valuation were updated and showed no material difference.

Inventories and long-term contracts

Inventories are stated at the lower of cost and net realisable value. Cost includes materials, direct labour and the attributable proportion of manufacturing overheads based on normal levels of activity. Net realisable value is based on estimated selling price, less further costs expected to be incurred to completion and disposal. Provision is made for obsolete, slow-moving or defective items where appropriate.

Long-term contracts are accounted for using the percentage of completion method of revenue recognition. Profits on individual contracts are taken only when their outcome can be assessed with reasonable certainty, based on the lower of the percentage margin earned to date and that forecast at completion. Full provision is made for all known or anticipated losses on individual contracts.

#### **Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax.

Corporate tax is charged or credited to other comprehensive income or directly to equity as appropriate for items that are credited or charged to other comprehensive income, or equity respectively. Otherwise corporate tax is recognised in the income statement

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates and laws that are enacted or substantially enacted by the balance sheet date.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

#### 1 Accounting policies (continued)

#### Deferred Taxation

Deferred tax assets and liabilities are recognised where the carrying amount of an asset or liability in the consolidated statement of financial position differs from its tax base, except for differences arising on:

- The initial recognition of goodwill
- The initial recognition of an asset or liability in a transaction which is not a business combination and at the time of the transaction affects neither accounting or taxable profit; and
- Investments in subsidiaries and jointly controlled entities where the group is able to control the timing
  of the reversal of the difference and it is probable that the difference will not reverse in the
  foreseeable future.

Recognition of deferred tax assets is restricted to those instances where it is probable that taxable profit will be available against which the difference can be utilised.

The amount of the asset or liability is determined using tax rates that have been enacted or substantively enacted by the reporting date and are expected to apply when the deferred tax liabilities/ (assets) are settled/(recovered).

Deferred tax assets and liabilities are offset when the Group has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority on either:

- The same taxable group company; or
- Different group entities which intend either to settle current tax assets and liabilities on a net basis, or
  to realise the assets and settle the liabilities simultaneously, in each future period in which significant
  amounts of deferred tax assets or liabilities are expected to be settled or recovered.

#### Leases

Assets held under finance leases, where substantially all the benefits and risks of ownership are assumed, are capitalised in the balance sheet and are depreciated over their expected useful lives. The capital element of future obligations under such leases is included as liabilities in the balance sheet. The interest element of the lease payments is charged to the profit and loss account in proportion to the outstanding capital element of the total lease obligation. Rental payments on operating leases are included in the income statement as incurred on an accruals basis.

Retirement benefits: Defined benefit schemes

The Group operates a defined benefit scheme for its employees. The principal scheme is in Germany. Retirement benefit schemes in Germany are unfunded. The cost of providing benefits under the defined benefit plan is determined using the projected unit credit method. Actuarial gains and losses are recognised as income or expense when the net cumulative unrecognised actuarial gains and losses at the end of the previous reporting period exceed 10% of the higher of the defined benefit obligation and the fair value of plan assets at that date. These gains or losses are recognised over the expected average remaining working lives of the employees participating in the plans.

The past service costs are recognised as an expense on a straight line basis over the average period until the benefits become vested. If the benefits have already vested, immediately following the introduction of, or changes to, a pension plan, past service costs are recognised immediately.

The defined benefit liability comprises the present value of the defined benefit obligation (using a discount rate based on high quality corporate bonds) less past service costs and actuarial gains and losses not yet recognised and less the fair value of plan assets out of which the obligations are to be settled.

Notes forming part of the financial statements for the year ended 31 December 2012 *(continued)* 

#### 1 Accounting policies (continued)

#### Pension assumptions

The costs, assets and liabilities of the defined benefit schemes operated by the Group are determined using methods relying on actuarial estimates and assumptions. Details of the key assumptions are set out in note 19. The Group takes advice from independent actuaries relating to the appropriateness of the assumptions. Changes in the assumptions used may have a significant effect on the consolidated statements of comprehensive income and the consolidated statements of financial position.

#### Functional currency

The financial statements are presented in euro, which is the Company's functional currency, rounded-off in thousands.

#### Investments

Investments, including associates, are carried at fair value. Associates are those entities in which the Group has significant influence but no control over the financial and operating policies. The investments are carried in the balance sheet at fair value with any gain or loss being recorded in the Statement of Comprehensive Income. This treatment is permitted by IAS 28 Investments in Associates which allows certain investments to be excluded from the scope due to the nature of the Group.

#### Share based payments - equity settled transactions

Where equity settled share options are awarded to employees, the fair value of the options at the date of grant is charged to the consolidated statement of comprehensive income over the vesting period. Non-market vesting conditions are taken into account by adjusting the number of equity instruments expected to vest at each reporting date so that, ultimately, the cumulative amount recognised over the vesting period is based on the number of options that eventually vest. Non market vesting conditions and market vesting conditions are factored into the fair value of the options granted. As long as all other vesting conditions are satisfied, a charge is made irrespective of whether the market vesting conditions are satisfied. The cumulative expense is not adjusted for failure to achieve a market vesting condition.

Where the terms and conditions of options are modified before they vest, the increase in the fair value of the options, measured immediately before and after the modification, is also charged to the consolidated statement of comprehensive income over the remaining vesting period.

Where equity instruments are granted to persons other than employees, the consolidated statement of comprehensive income is charged with the fair value of goods and services received.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

#### 1 Accounting policies (continued)

New standards and interpretations not yet adopted

A number of new standards, amendments to standards and interpretations are not yet effective for the year ended 31 December 2012, and have not been applied in preparing these consolidated financial statements. These are to be applied in preparing these consolidated financial statements with periods commencing on or after the following dates:

Standard and interpretation	Effective date
IFRS 10 Consolidated financial statements	1 January 2014
IFRS 11 Joint arrangements	1 January 2013
IFRS 12 Disclosures of interests in other entities	1 January 2013
IFRS 13 Fair value measurement	1 January 2013
IAS 19 (revised 2011) – Employee benefits	1 January 2013
IAS 27 (revised 2011) – Separate financial statements	1 January 2013
IAS 28 (revised 2011) – Investments in associates and joint ventures	1 January 2013
IFRS 9 Financial Instruments	1 January 2015
IAS 1 Financial Statement Presentation of Items of Other Comprehensive Income (Amendment)	1 July 2012
IFRS 7 Financial Instruments: Disclosures – right of set-off (amendment)	1 January 2013
IAS 32 Offsetting Financial Assets and Financial Liabilities - Amendments to IAS 32	1 January 2014
May 2012 Annual Improvements standard – 2009-2011 Cycle	1 January 2013

Management is currently evaluating the potential impact of adopting IFRSs 10, 11, 12 and 13. Under IAS 19, the company will no longer apply the corridor mechanism and instead recognise actuarial gains and losses in full through other comprehensive income. The effect of the other changes are currently being assessed.

Notes forming part of the financial statements for the year ended 31 December 2012 *(continued)* 

#### 2 Segment information

In the opinion of the directors, the operations of the Group comprise one class of business, the provision of Systems Solutions and related activities. The Group operates in one geographical market in Germany with total sales of 44,733,000 (2011: 41,747,000). There were no sales in the United Kingdom.

3	Other operating income		
		2012	2011
		€'000	€'000
	Other operating income	1,013	1,122
	Change in fair value of Your Drinks AG Sale of 35% of Your Drinks AG	2,692	0.400
	Sale of 35% of Your Drinks AG		2,168
		3,705	3,290
	Electrical and a		
4	Finance costs	2012	2011
		€'000	€'000
	Interest payable and similar charges		
	Bank loans and overdrafts	(169)	(185)
		(169)	(185)
		-	
5	Profit on ordinary activities before taxation		
		2012 €'000	2011 €'000
	Destination of the second state of the second secon		
	Profit on ordinary activities before taxation is stated after Charging/(crediting):		
	Change in fair value of Your Drinks AG	2,692	_
	Depreciation of tangible fixed assets	673	667
	Amortisation of patents and trademarks Auditor's remuneration	78	83
	Paid to group auditors, pursuant to legislation (Ernst & Young):	48	35
	Paid to subsidiary auditors, pursuant to legislation:	55	49
	Loss on disposal of property, plant and equipment Operating lease payments- minimum lease payments	76 1,025	41 1,005
	Operating rease payments- minimum rease payments	1,020	1,005

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

#### 6 Staff costs

7

The average monthly number of employees (including executive directors) was:

	2012 Number	2011 Number
Service Sales Administration	272 52 50	267 51 49
	374	367
Their aggregate remuneration comprised:		
	2012 €'000	2011 €'000
Wages and salaries Social security costs Pension costs Cost of share options	14,416 2,678 7 26	13,472 2,568 13 476
	17,127	16,529
Pension costs of € 7,000 (2011: € 13,000) are included in Social security of	costs	<del></del>
Directors' remuneration, interests and transactions		
Directors formation, interests and transactions	2012 €'000	2011 €'000
Directors' emoluments	454	92

Details of the Director's remuneration have been included in the Director's Remuneration report (page 8).

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

	2012 €'000	2011 €'000
Analysis of tax charge in the year Current income tax	2 000	000
UK Corporation tax Foreign taxation	- 639	505
Total current income tax	639	505
Deferred tax Origination and reversal of temporary differences	168	16
Tax expense in the income statement	807	521
	2012 €'000	2011 €'000
Calculated (income) tax expense based upon a tax rate in Germany of 24.7% (2011: 24.9%)	1,036	808
Expenses not deductible for tax purposes	209	109
	(665)	(444)
Non-taxable income	40	(67)
Adjustment in respect of previous year		68
	153 34	47

The standard corporate tax rate in Germany is 15% with an additional regional variable tax rate up to 18%. The combined tax rate for the Group was 24.7% (2011: 24.9%).

#### 9 Profit/(Loss) attributable to Opportunity Investment Management Plc

The profit/(loss) for the year ended 31 December 2012 dealt with in the accounts of the parent company, Opportunity Investment Management plc, was a loss of € 1,133,000 (2011: profit of € 300,000) As permitted by Section 408 of the Companies Act 2006, no separate profit and loss account is presented in respect of the parent Company.

#### 10 Dividends paid and proposed on equity shares

No dividends have been paid by the Company – Opportunity Investment Management plc during the year (2011: €nil). During the year, the Company's subsidiary, G. Fleischhauer Ingenieur-Büro GmbH & Co KG paid a dividend amounting to € 261,000 (2011: € 450,000). The share of this dividend paid to non controlling interest amounted to € 11,000.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

#### 11 Earnings per share

The profit calculations for earnings per share are based on the profit for the financial year of € 3,402,000 (2011: profit of € 2,658,000) and the weighted average number of shares in issue during the year, which are as follows:

	2012	2011
Basic earnings per share Weighted average number of 10p shares	18,617,080	17,122,462
Dilutive potential ordinary shares: Share options Warrants	2,005,000 530,000	1,920,000 530,000
Diluted weighted average number of shares	21,152,080	19,572,462
Profit for the financial year attributable to equity holders of the parent	€ 3,304,000	€ 2,658,000
Basic earnings per share	€ 0.177	€ 0.155
Diluted earnings per share	€ 0.156	€ 0.136

The par value of shares is 10p each.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

Property, plant and equipment			
		Computer	
	Land and buildings €'000	office and other equipment €'000	Group Total €'000
Cost or valuation			
At 1 January 2012	7,000	5,450	12,450
Additions	-	413	413
Disposals	-	(404)	(404)
At 31 December 2012	7,000	5,459	12,459
Depreciation	·		
At 1 January 2012	3,539	4,339	7,878
Charge for the year	269	404	673
Disposals	-	(328)	(328)
At 31 December 2012	3,808	4,415	8,223
Net book value			
At 31 December 2012	3,192	1,044	4,236
At 31 December 2011	3,461	1,111	4,572

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

Property, plant and equipment		Computer office	
	Land and buildings €'000	and other equipment €'000	Group Total €'000
Cost or valuation			
At 1 January 2011	7,000	5,101	12,101
Additions	-	671	671
Disposals	-	(322)	(322)
At 31 December 2011	7,000	5,450	12,450
Depreciation			
At 1 January 2011	3,270	4,222	7,492
Charge for the year	269	398	667
Disposals	-	(281)	(281)
At 31 December 2011	3,539	4 220	7 070
At 01 December 2011		4,339	7,878
Net book value			
At 31 December 2011	3,461	1,111	4,572

Included in other operating equipment within the Group are assets under finance leases with a net book value of  $\le$  48,000 (2011:  $\le$  2,000).

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

			Group	Company
	Business	Other		Goodwill
	Goodwill €'000	Intangibles €'000	Total €'000	€'000
Cost or valuation	220	2.262	0.500	4.450
At 1 January 2012 Additions	220 -	2,362 423	2,582 423	1,150
Disposals	-	(1,163)	(1,163)	(1,150
At 31 December 2012	220	1,622	1,842	
Depreciation				
At 1 January 2012	220	829	1,049	
Charge for the year	-	78	78 (0)	
Disposals		(6)	(6)	
At 31 December 2012	220	901	1,121	
Net book value				
At 31 December 2012		<b>721</b>	721	
			Group	Company
	Business	Other		A 1 111
			T. ( )	Goodwill
	Goodwill €'000	other Intangibles €'000	Total €'000	Goodwill €'000
Cost or valuation	Goodwill €'000	Intangibles €'000	€'000	
At 1 January 2011	Goodwill	Intangibles €'000	<b>€'000</b> 1,257	€'000
	Goodwill €'000	Intangibles €'000	€'000	
At 1 January 2011 Additions	Goodwill €'000	Intangibles €'000 1,035 1,368*	<b>€'000</b> 1,257 1,368	<b>€'000</b>
At 1 January 2011 Additions Disposals  At 31 December 2011  Depreciation	Goodwill €'000 222 (2) ———————————————————————————————	1,035 1,368* (41) ————————————————————————————————————	1,257 1,368 (43) ————————————————————————————————————	€'000
At 1 January 2011 Additions Disposals  At 31 December 2011  Depreciation At 1 January 2011	Goodwill €'000 222 (2)	1,035 1,368* (41) ————————————————————————————————————	1,257 1,368 (43) 	<b>€'000</b>
At 1 January 2011 Additions Disposals  At 31 December 2011  Depreciation	Goodwill €'000 222 (2) ———————————————————————————————	1,035 1,368* (41) ————————————————————————————————————	1,257 1,368 (43) ————————————————————————————————————	<b>€'000</b>
At 1 January 2011 Additions Disposals  At 31 December 2011  Depreciation At 1 January 2011 Charge for the year	Goodwill €'000  222 (2)  220  222	1,035 1,368* (41) ————————————————————————————————————	1,257 1,368 (43) 	<b>€'000</b>
At 1 January 2011 Additions Disposals  At 31 December 2011  Depreciation At 1 January 2011 Charge for the year Disposals	Goodwill €'000  222 (2)  220  222 (2)  (2)	1,035 1,368* (41)	1,257 1,368 (43) ————————————————————————————————————	<b>€'000</b>

<sup>\*</sup> Goodwill additions include: Purchase prices of "Out of Africa" € 180,000 and commission agreement Mad-Croc India € 1,150,000. Post year end 2011 the Mad-Croc contract has been sold to YourDrinks at fair value of €1,150,000.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

14	Investments		
		Group Other investments €'000	Company Subsidiary undertakings €'000
	At 1 January 2012	1,672	9,799
	Revaluation of Fleischhauer Ingenieur-Büro GmbH & Co KG	-	1,746
	Revaluation of listed equity shares in Your Drinks AG	2,692	2,692
	At 31 December 2012	4,364	14,237

## **Subsidiary undertakings**

The Company and the Group had investments in the following principal subsidiary undertakings which principally affect results or net assets of the Group:

Subsidiary undertakings Algo Vision Systems GmbH	Country of Incorporation Germany	Principal activity Holding Company	Group holding 100%
G. Fleischhauer Ingenieur-Büro GmbH & Co KG	Germany	Systems installation	95.9%
Out of Africa AG	Germany	Development company	90.8%
All subsidiary undertakings have been	consolidated in the	e group accounts.	
Associated Company			
Associated Company	Country of Incorporation	Principal activity	Group holding
Your Drinks AG (former name: MySPARTA AG)	Germany	Sales of Mad-Croc products in China and Hong Kong	49.3%

The share capital of German private limited companies is not divided into a specified number of shares with a nominal value per share; rather a nominal value is attributed to the total proportion of a shareholder's investment in the capital of a company.

### 15 Inventories

	Group	Group	Company	Company
	2012	2011	2012	2011
	€'000	€'000	€'000	€'000
Raw materials and consumables	1,421	1,367	-	2 <b>=</b>

There is no material difference between the balance sheet value of stocks and their replacement cost.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

16	Other receivables				-
		Group 2012 €'000	Group 2011 €'000	Company 2012 €'000	Company 2011 €'000
	Amount recoverable on contracts Other receivables Amounts owed by associates Amount owed by other related party	906 344 651 244	865 199 - 516	344 651 244	199 - 516
	Prepayments	469		401	-
		2,614	1,668	1,640	715

As at 31 December 2012 other receivables of the Group included amounts overdue but not impaired of € 904,000. (2011: € 866,000.). They relate to customers with no default history. The ageing analysis of these receivables is as follows:

	Group	Group	Company	Company
	2012	2011	2012	2011
	€'000	€'000	€'000	€'000
Up to 3 months	675	669	-	-
3 to 6 months	229	171	-	
6 to 12 months	-	26	-	
Trade receivables				
	Group	Group	Company	Company
	2012	2011	2012	2011
	€'000	€'000	€'000	€'000
Trade receivables	7,620	6,755	-	

As at 31 December 2012 trade receivables of € 1,822,000. (2011: € 1,377,000) were past due, these are not impaired as they relate to customers with no default history.

The aging analysis of these receivable	s is as follows:			
	Group	Group	Company	Company
	2012 €'000	2011 €'000	2012 €'000	2011 €'000
Up to 3 months	5,798	5,378	_	
3 to 6 months	1,775	1,371	-	_
6 to 12 months	47	6	-	-

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

	Group	Group	Company	Company
	2012	Group 2011	Company 2012	Company 2011
	€'000	€'000	€'000	€'000
Trade payables	2,012	2,082	308	101
Amount owed to associates	-	472	-	472
Amount owed to Group undertakings	s -	-	163	61
Other payables	2,941	3,161	-	-
Accruals and deferred income	2,771	2,849	-	273
	7,724	8,564	471	907
As at 31 December 2012 other paya	bles included amoun	ts overdue of €	E nil. (2011: € nil	)
As at 31 December 2012, the ageing	g of trade payables of	€ 2,012,000 (	2011: € 2,082,00	00) was as foll
90	Group 2012	Group 2011	Company 2012	Company 2011
	€'000	€'000	€'000	€'000
	2 000	C 000	C 000	6 000
Up to 3 months	1,931	2,027	310	101

	•	Group 2012 €'000	Group 2011 €'000	Company 2012 €'000	Company 2011 €'000
	Up to 3 months 3 to 6 months 6 to 12 months	1,931 5 76	2,027 9 46	310 - -	101 - -
18	Non current liabilities – Other payable	28			
18	Non current liabilities – Other payable	es Group 2012 €'000	Group 2011 €'000	Company 2012 €'000	Company 2011 €'000
18	Non current liabilities – Other payable  Amount owed to group undertaking Defined benefit pension obligations	Group 2012	2011	2012	2011
18	Amount owed to group undertaking	Group 2012 €'000	2011 €'000	2012 €'000 1,500	201 €'00

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

### 19 Pension provisions

Retirement benefit schemes in Germany are unfunded. The cost of providing benefits under the defined benefit plan is determined using the projected unit credit method. Actuarial gains and losses are recognised as income or expense when the net cumulative unrecognised actuarial gains and losses at the end of the previous reporting period exceed 10% of the higher of the defined benefit obligation and the fair value of plan assets at that date. These gains or losses are recognised over the expected average remaining working lives of the employees participating in the plans.

The past service costs are recognised as an expense on a straight line basis over the average period until the benefits become vested. If the benefits have already vested, immediately following the introduction of, or changes to, a pension plan, past service costs are recognised immediately.

Pension provisions concern benefit-related staff commitments; they are valued using the projected unit credit method, taking account in actuarial assumptions of future developments for the subsidiary company's staff.

In 2012 a deficit of € 374,000 (2011: € 361,000) has been recognised in respect of the plan.

The projected unit credit shows staff benefit entitlements according to the circumstances prevailing on the accounting date, in which scheme liabilities make allowance for future earnings. By contrast, the provision is based on long-term actuarial assumptions, which do not take account of fluctuations relating to the accounting date within the limits laid down by IAS 19. This means that provisions at 31 December 2012 are € 199,000 (2011: € 77,000) lower than the projected unit credit method, reflecting unrecognised past service costs.

The liabilities of the scheme at 31 December are:

	2012 €'000	2011 €'000
Projected unit credit on benefit entitlements Unrecognised past service costs Amount amortised within current service cost	554 (199) 19	425 (77) 13
Defined benefit pension plan deficit.	374	361
Recognised in income stated		
	2012 €'000	2011 €'000
Current service costs Interest cost Other actuarial gains and losses	5 22 19	5 20 13
Amount recognised in income statement	46	38

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

## 19 Pension provisions (continued)

Changes in the present value of the defined benefit pension obligations are analysed as follows:

Reconciliation of plan liabilities	2012 €'000	2011 €'000
As at 1 January 2012 Service costs Interest costs Benefits paid Actuarial gains and losses	361 5 22 (33) 19	350 5 20 (27) 13
As at 31 December 2012	374	361
The main assumptions used in the valuation are as follows:	2012	2011
Rate of salary increases Rate of increase in pensions in payment Discount rate Inflation assumption Life expectancy current 65 year old - Male Life expectancy current 65 year old - Female Life expectancy current 45 year old at the age of 65 - Male Life expectancy current 45 year old at the age of 65 - Female	Nil 2.00 3.50 Nil 19 23 21 25	nil 1.75 5.40 Nil 19 23 21

In relation to mortality and invalidity, the Heubeck actuarial guideline tables 2005G were used. A salary increase was not taken into account, as benefits are independent of income.

### 5-year overview

	<b>2012</b> €'000	<b>2011</b> €'000	<b>2010</b> €'000	<b>2009</b> €'000	<b>2008</b> €'000
Present value of defined benefit pension obligation	374	361	350	332	321
Actuarial (gains)/losses arising on plan liabilities	19	13	(19)	66	68

## 20 Deferred tax

The deferred tax liabilities at 31 December 2012 are € 172,000 (2011: € 190,000) arising from the creation of the revaluation surplus in 2005 following the revaluation of buildings at the current market value. The deferred tax liability will be released over a period of approximately 16 years. The calculation was based on the applicable tax rate of 6%. There are also losses carried forward for the subsidiary companies. Deferred tax assets on subsidiary tax losses carried forward is € 3,000 (2011: € 189,000). Calculation of the deferred tax assets was based on a 3-year forecasting horizon.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

Deferred tax assets and liabilities are offset to the extent that they relate to the same company and the same tax authority, following which the balance sheet includes deferred tax assets of € nil (2011: € 56,000) and deferred tax liabilities of € 112,000 (2011: € nil). In addition to the German Trade Tax losses referred to above, there are losses of nearly €9 million which have arisen in the UK for which no deferred tax asset has been established, as there is uncertainty over recovery.

	2012 €'000	2011 €'000
Deferred tax liability on revaluation Losses available Other temporary differences	(172) 3 57	(190) 189 57
At 31 December 2012	(112)	56
See note 8 for deferred tax recognised in the income statement.		
21 Called up share capital		
Authorised 250,000,000 Ordinary shares of 10p each	35,460	35,460
Allotted, called up and fully paid 19,390,067 (2011: 17,355,795) Ordinary shares of 10p each	2,390	2,142
	Nominal Value €'000	Share Premium €'000
At 1 January 2012 Allotments	2,142 248	3,757 822
At 31 December 2012	2,390	4,579
At 1 January 2011 Allotments	2,110 32	3,757 -
At 31 December 2011	2,142	3,757

The company issued 2,034,272 shares with a fair value of €1,070,000 during the year. Of the amount €106,000, was the fair value of shares issued to directors as per the Directors remuneration report. Of the remaining €964,000, an amount of €900,000 was issued as consideration for a sport sponsoring agreement. In return the company's name is presented on race cars and drivers uniforms in prominent races for the next two years raising the profile of the business.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

## 21 Called up share capital (continued)

Options to subscribe for the 10p ordinary shares of the Company have been issued as follows with exercise periods starting from the date of admission being 30 September 2010:

Option holder	Year of Original Grant	Number of Shares under option	Exercise Price Per share	Exercise Period
M. Motabar	2011	125.000	€2.36	To April 1, 2015
R. Krafft	2011	60.000	€2.36	To April 1, 2015
H. de Kok	2011	40.000	€2.36	To April 1, 2015
H. de Kok	2011	30.000	€2.36	To 20 September, 2015
T V Ackerly	2011	100.000	€2.36	To April 1, 2015
M. Hartung	2011	100.000	€2.36	To April 1, 2015
J. Haag	2011	400.000	€2.36	To April 1, 2015
M. Ritskes	2011	650.000	€2.36	To April 1, 2015
M. Hartung	2012	100.000	€1.20	To June 29, 2016
J. Haag	2012	100.000	€1.20	To June 29, 2016
M. Ritskes	2012	200.000	€1.20	To June 29, 2016
R. Verhoef	2012	100.000	€1.20	To June 29, 2016
Total		2,005,000		

Warrants to subscribe for the 10p ordinary shares of the Company were issued in 2002 as follows:

Warrant holder	Number of Shares under Warrant	Subscription price per share Euro	Exercise period
Mercurius Beleggingsmaatschappij B.V.	120,000	1.88	From 12 to 36 months from admission
Quivest B.V.	410,000	1.88	36 months from admission

Quivest B.V is controlled by Mr.M. Ritskes, a director of the company.

Admission refers to start of the listing of the Company's shares on Euronext Brussels which took place on 30 September 2010.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

## 21 Called up share capital (continued)

In the year a charge of  $\leq$  26,000 (2011:  $\leq$  476,000) has been recorded for the options granted during the year. The fair value of the options granted is estimated using the Monte-Carlo model. The following table lists the inputs to the model:

	2012	2011
Dividend yield	2%	8%
Expected share price volatility	67%	90%
Risk free interest rate	1%	1%
Expected life of option	2.0 years	2.5 years
Weighted average share price	€ 0.80	€ 1.20

The expected life of the options is based on historical data and is not necessarily indicative of exercise patterns that may occur. The expected volatility reflects the assumption that the historical volatility is indicative of future trends, which may also not necessarily be the actual outcome. The share price at the day of the 2012 grant was € 0.47. A total of 415,000 options expired during the year. No options were exercised during the year.

#### 22 Other financial liabilities

Future minimum lease payments based on fixed-term operating leases are due in the followings periods as shown below:

	Up to 1 year	1 to 5 years	Over 5 years
	€'000	€'000	€'000
Vehicles	515	562	11
Buildings	391	402	
In 2011 the outlook was as follows:	-		
	Up to 1 year	1 to 5 years	Over 5 years
	€'000	€'000	€'000
Vehicles	438	420	-
Buildings	356	204	
			-

In the last financial year payments totalling € 1,025,000 were made on the basis of fixed-term leases.

In the following periods, the lease payments indicated below will be due under finance leases:

	Up to 1 year €'000	1 to 5 years €'000	Over 5 years €'000
Lease payments	19	31	Œ
In 2011 the outlook was as follows:			
	Up to 1 year €'000	1 to 5 years €'000	Over 5 years €'000
Lease payments	4	-	B

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

23	Net debt		
		2012 €'000	2011 €'000
	Cash Other financial liabilities – Current Non current	2,966 (274) (915)	3,269 (417) (1,576)
	Net cash	1,777	1,276
	Net (decrease)/ increase in cash Other financial liabilities repaid	(303) 804	1,456 454
	Decrease in net debt	501	1,910
	Net cash (debt) at the beginning of the year	1,276	(623)
	Net cash at the end of the year	1,777	1,276

### 24 Financial risk management

The group's activities give rise to a number of financial risks. The group has in place risk management policies that seek to limit the adverse effects on the financial performance. The objectives, policies and processes for managing the risks and the methods used to manage the risks, which are set out below, have not changed from the previous accounting period.

### **Financial instruments**

The group does not use derivative financial instruments. The company finances its operations simply using bank balances, overdrafts, plus debtors and creditors. The cash flow is regularly monitored and there is an overdraft facility available to meet requirements as they arise.

## 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 the notes to the financial statements.

All of the group's liabilities have been classified as liabilities at amortised cost. The group does not have liabilities which are classified as "Liabilities at fair value through profit and loss".

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

### Receivables and deposits at banks

For assets which mature within 3 months, carrying value is similar to fair value due to the short term nature of these instruments. The Group do not hold any longer-term assets.

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

## 24 Financial risk management (continued)

### Loan liabilities

The 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 as a result their fair value is similar to their carrying value.

#### Other financial instruments

The financial instruments of the group which are not valued at fair value are trade accounts receivable, other receivables, trade accounts payable and other payables. The historic carrying values of these assets and liabilities, including provisions, which are in accordance with the accounting policy, are similar to their fair values.

### Financial risk management objectives

The group's management monitors and manages the financial risks relating to the operations of the group through the budgetary process. These risks include capital risk, liquidity risk, interest rate risk, credit risk, market risk and other price risks.

## (a) Foreign exchange risk

The group has no transactional currency exposures arising from sales or purchases by operating subsidiaries in currencies other than the subsidiaries' functional currency. Therefore the Group has not implemented a specific policy to protect against currency fluctuations.

As at 31 December 2012 cash and cash equivalents were held in the following currency:

Euro (EUR) 2,966,258

### (b) Liquidity risk

At 31 December 2012 the consolidated cash position was € 2,966,000 gross, and € 1,777,000 net cash (2011: gross € 3,268,000 and net cash: € 1,276,000) and there is currently no procedure to centralise and manage cash by a treasury manager. Available cash is managed by the main trading subsidiary (G. Fleischhauer Ingenieur-Büro GmbH & Co KG), Head of the Accounting Department under supervision of the Chief Manager who together decide the optimum use of available cash. No short term investments are made and there are no banking guarantees within the Group.

There is a risk that the restricted access to credit generated by the global credit crunch may impact negatively upon current banking arrangements. The Group do not anticipate the need for additional credit facilities in the foreseeable future to support existing operations.

The Group finances itself through retained earnings. The Group is cash-generative and manages its liquid resources so as to obtain the best available rates of return on cash investments, whilst retaining access to those resources.

### Bank loans

	2012 €'000	2011 €'000
Current Non-Current	274 915	417 1,565
	1,189	1,982

Notes forming part of the financial statements for the year ended 31 December 2012 (continued)

### 24 Financial risk management (continued)

This is repayable as follows:

	On demand €'000	Less than 3 months €'000	3 to 12 months €'000	1 to 5 years €'000	Over 5 years €'000	Total €'000
Bank loans	-	69	205	906	9	1,189
Cash values	-	69	205	906	9	1,189

### (c) Interest rate risk

External borrowings includes amount of €1.0 million at fixed interest rate of 5.62% and is not subject to movements in the base rates. External borrowings also include an amount of € 0.18 million at a variable rate of 5.40% on which the Group is subject to movements in Euribor which are not currently hedged.

#### (d) Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group. The Group has adopted a policy of only dealing with creditworthy counterparties as a means of mitigating the risk of financial loss from defaults. The Group's exposure and the credit ratings of its counterparties are continuously monitored.

The Group does not have any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. The group defines counterparties as having similar characteristics if they are related entities.

### (e) Market risk - economic downturn

The success of the business is ultimately reliant on consumer spending. An economic downturn, resulting in reduction of consumer spending will have a direct impact on the revenues and profits achieved by the Group and the Company. In response to this risk, management aims to keep abreast of economic conditions. In cases of severe economic downturn, marketing strategies are modified to reflect the new market conditions.

### Market risk - Competition

The market in which the Company operates is very competitive. As a result there is ongoing pressure to win new customers and to keep existing customers with consequent downwards pressure on margins. Policies of sale price monitoring and ongoing market research are in place to mitigate such risks.

### (f) Other price risk – high proportion of fixed overheads

A large proportion of the Company's overheads are fixed, primarily in manpower and related costs. There is the risk that any significant changes in revenue may lead to the inability to recover such costs. Management closely monitor fixed overheads against budget on a monthly basis and costs saving exercises are implemented when there is an anticipated decline in revenues.

### 25 Related party transactions

Details of Director's remuneration, interest and transactions are given in note 7. There are no additional key management personnel. There is a related party relationship with Quivest BV. During the year office space and related office services have been provided by Quivest, the company has paid €112,000 in 2012 (2011: € 26,000) .The outstanding balance with Quivest at year-end is a receivable of € 243,000 (2011: € 516,000). During 2012 the commission agreement for Mad-Croc India has been transferred to Your Drinks AG at its carrying value of €1,150,000.