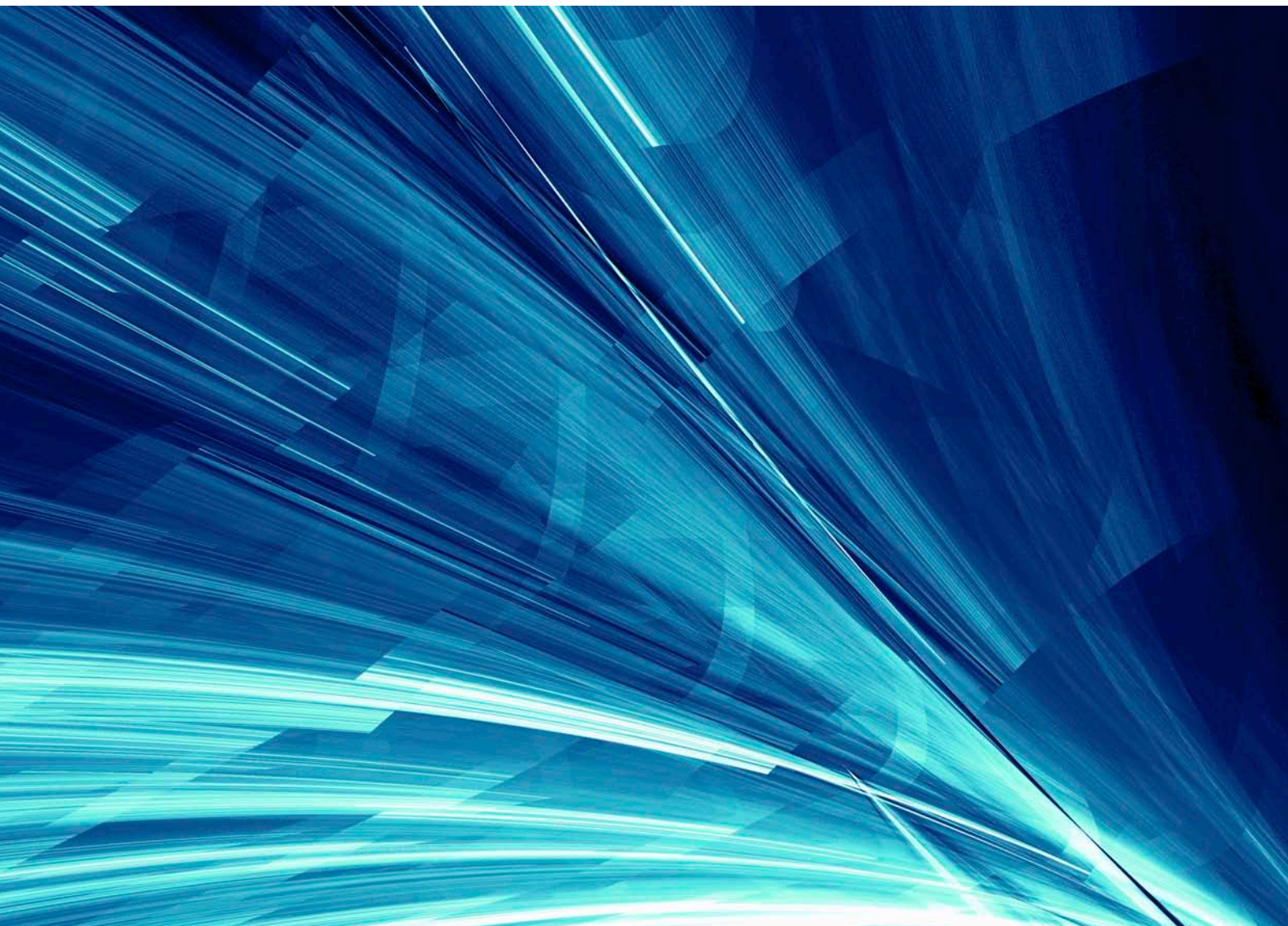




Cyan Holdings plc  
Annual Report and Accounts 2013





## Overview

Cyan provides smart energy solutions for the utility and lighting markets.

Cyan's core technology is a platform for the rapid and cost effective deployment of smart grid metering and energy efficient smart lighting. This includes CyNet™, a wireless mesh networking protocol for scalable and secure communication with remote units as well as Cyan's enterprise software for full end-to-end system integration.

CyLec® is Cyan's smart metering solution for energy utilities. It provides a robust, scalable and integrated platform that enables utilities to transform existing power grid infrastructure into the smart grid. Using CyLec, utilities can rapidly deploy an interoperable Advanced Metering Infrastructure (AMI) solution that provides an automated, two-way communication interface between the consumer and the smart grid.

CyLux® is Cyan's energy efficient smart lighting solution. It enables significant power savings by optimising the way in which public lighting is managed. CyLux is compatible with all the latest lighting technologies including HPS, HID and LED. The CyLux web portal provides a central monitoring and control interface that scales to city and state wide deployments.

Together with Cyan's System Integrator partners, Cyan provides first class, support managed services and Software as a Service (SaaS) to assist in the planning and integration of its solution.

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# Key Achievements

## Operational highlights

- Strategic partnership agreement with Nobre de la Torre to develop and supply smart metering solutions across Brazil
- Strategic partnership agreement with Illumatic to develop and supply smart lighting solutions across Brazil
- Development and launch of retrofit smart metering solution to enable utility customers to easily upgrade to smart metering
- Strengthened management and operational team, including the appointment of Simon Smith as Chief Financial Officer
- Appointment of three Special Advisers in Brazil and India
- Established operations in India – local team of four (including Country Manager) recruited to progress sales opportunities
- Qualification of additional manufacturing facilities with two India based Tier 1 Contract Equipment Manufacturers
- Equity funds raised during the year (from two placings and warrant exercises) totalling £2.6 million before expenses to strengthen balance sheet and fund continued expansion of operations

## Operational highlights

- Decrease in revenue during 2013 to £137,996 (2012: £315,194)
- Increase in research and development spending to £1,479,355 (2012: £1,141,005)
- Increase in operating loss for the year to £3,266,757 (2012: £3,103,622)
- Cash balance at end of year £1,636,149 (2012: £1,618,574)

## Post period end highlights

- Deployment of a retrofit smart metering solution pilot at a utility customer in Brazil
- Appointment of Harry Berry to the Cyan Board as Non-Executive Director, with Stephen Newton stepping down for health reasons

# Chairman's Statement

**“The Cyan Board and management team believe that 2014 will be the year that Cyan becomes firmly established as a leader in our chosen markets and I look forward to communicating further positive results to shareholders in due course”**



## Review of the year

This is my second report to shareholders as Chairman and I am pleased to report that we have been able to both build and consolidate our position in our chosen markets. During the second half of 2013 (and ongoing into 2014), we have built out new channel and business partners instead of the narrower focus we previously had on a single large order. This preparation will help us to grow on solid foundations to a much wider customer base in the countries we have chosen to pursue. This diversification strategy is also helping to identify new targets as well as opening up new opportunities in additional emerging markets that in turn we anticipate should deliver orders going forward.

During the year, we announced the strategic partnership with Illumatic to pursue smart lighting opportunities in Brazil and two months later the strategic partnership with Nobre de la Torre to pursue smart metering opportunities in Brazil.

In December we launched the Cyan retrofit solution which allows utility customers to quickly and cost effectively upgrade existing deployed meters to become full smart meters. There has been a lot of interest in this solution in the Brazilian market and we are also seeing good interest in India.

We have also taken significant steps during the year to build out the Cyan team. We hired four staff in India to pursue sales opportunities as well as three Special Advisers in both India and Brazil. Our strategy going forward will be to continue to build out the Cyan teams in-country, either through our own hires or through partnerships, as this model has been clearly requested by our local customer prospects and partners.

During 2013, we also qualified two Tier 1 Contract Equipment Manufacturers (“CEMs”) in India and they are now starting to supply Cyan hardware to our customers in India. This further establishes our position as leader in the Indian market, gives customers increased confidence and results in a lower overall cost for the customer.

## The Board

During the year, we have taken active steps to strengthen the Cyan Board as follows:

- the appointment of sales operations and China expert Stephen Newton as a Non-Executive Director; and
- the appointment of experienced finance executive Simon Smith as Chief Financial Officer

We are pleased to announce that since the year end, Harry Berry has joined the Board as Non-Executive Director. Harry brings substantial experience in growing companies successfully as well as direct experience of doing business in India. At the same time Stephen Newton stepped down from the Board for health reasons. I would like to thank Steve for his valued assistance and coaching over the short period that he was on the Cyan Board.

## Chairman's Statement (continued)

I am pleased with the fact that we have now been able to attract high quality individuals to the Cyan Board and we are now well positioned to deliver value for shareholders. All three of the Cyan Board committees are now solely occupied by independent Non-Executive Directors. We plan to continue to strengthen the Board during 2014 and further announcements will be made in due course.

### **Our people**

On behalf of the Board, I would like to thank all the people working for Cyan for their effective contribution in 2013. We work in an increasingly changing and challenging environment and I continue to be positively surprised and impressed by the way our people rise to the new challenges that are generated by the markets in which we work.

### **Outlook**

2013 has been one where we have made investments to consolidate our position by building out our partnership network and sales pipeline across multiple markets, increasing our competitive advantage and positioning ourselves to become leaders in our chosen markets.

In March 2014, we announced that Cyan's retrofit solution (which was only launched in December 2013) had been deployed at a pilot site by a utility customer in Brazil. Our local partner has informed us that he has significant interest in this solution from multiple utility customers in Brazil.

Given the positive progress we are currently making, I remain confident that Cyan's solutions are well matched to the demands of the emerging markets that we are pursuing. The work currently being done in India as well as the deployment of the smart metering pilot in Brazil are positive signs from both countries that their smart metering projects are finally getting underway. We believe that our technology is better suited to our chosen markets than that of our competitors and therefore expect to win our share of the contracts that will be awarded. Our partners in India, Brazil and China have indicated that they have good prospects to close sales during 2014 and we remain determined to continue to deliver further progress for shareholders through the remainder of 2014.

The Cyan Board and management team believe that 2014 will be the year that Cyan becomes firmly established as a leader in our chosen markets and I look forward to communicating further positive results to shareholders in due course.

### **John Cronin**

Executive Chairman

16 May 2014

## Board of Directors



### John Cronin - Executive Chairman (58)

John Cronin is a seasoned and successful professional. He has been instrumental in mergers & acquisitions worldwide, raised equity, debt facilities and vendor financing funding between \$50 million and \$900 million and set up operations in international markets. In addition he has created significant value for shareholders with four Company exits in Picochip, Azure Solutions, i2 and Netsource Europe totalling \$600 million.

John's contribution to high-tech industries includes being Chairman, CEO, NED, or adviser to Antenova, GCI Com, Aria networks, Picochip, Arqiva, i2, Cambridge Networks, Kast, Azure, Next2Friends, Bailey Fisher, Netsource, Mercury (C&W), BT and direct to private equity and VC firms.

A highly successful Chairman, CEO and MD in International markets (Europe, Americas, SE Asia) in the Technology, Media and Telecommunications sector including, Smart Metering, IT Software companies, OSS, Infrastructure, Hardware, Broadcast, Telecommunications, Utilities, Hosting and Managed Services, John Cronin joined the board in March 2012 initially as a non-executive director, and took over from John Read as Executive Chairman following the Company's AGM in May 2012.



### Simon Smith - Chief Financial Officer (47)

Simon joined the board in March 2010 as a non-executive director and was appointed CFO in October 2013. He is an experienced financial executive with over twenty years' experience in the semiconductor and technology sectors. He is currently an independent advisor to both start-up and listed technology companies providing a range of assistance including fund raising, business planning and contract negotiation.

Prior to establishing himself as an independent advisor in 2007, Simon held the position of Chief Financial Officer / Director of Finance at multi-national businesses in both the UK and USA since 1997 and his experiences include multiple business acquisitions/disposals, fund raising, business planning, cash management and customer contract negotiation.

Before 1997, Simon was a Management Consultant in both the UK and USA where he managed a team of consultants on multiple implementations of ERP systems. Simon qualified with the Institute of Chartered Accountants in England and Wales in 1991.

## Board of Directors (continued)



### **Dr John Read - Non-Executive Director (72)**

Dr John Read is an experienced manager with a record of developing profitable high-tech semiconductor businesses. In the late 1990s he was a director of GEC Plessey Semiconductors and joint president of GPS Inc. in California. Since then he has been involved with a number of fabless start-ups: he was a director of Alphamosaic Limited (which was sold to Broadcom Europe Limited), and served on the board of Anadigm Limited from 2000 to 2003. He is an active mentor for the Cambridge Entrepreneurship Centre and for SETSquared in Surrey. Other positions held include technical director of Texas Instruments in the UK, technical director at STC Telecommunications, and director of engineering at Honeywell's Solid State Electronics in Minnesota. Dr Read is Chairman of the semiconductor Company Si-Light Technologies Limited. He became a Director of Cyan in

November 2005, was appointed Chairman in October 2007, and Executive Chairman in January 2012. He stepped down as Chairman at the Company's AGM in May 2012 and is now a non-executive director.



### **Harry Berry - Non-Executive Director (66)**

Harry joined the Board in May 2014. He has over 30 years' experience in the technology and telecommunications industries and has held a wide range of senior positions and responsibilities in sales, global product management, change management, and development programs. Harry joined BT in 1970 and was responsible for the creation of BT Brightstar, a corporate incubator focussing on BT's R&D portfolio to create technology venturing. Harry is currently European Partner with New Venture Partners, a global venture capital firm dedicated to corporate technology spinouts with over \$700 million under management. He is also the Chairman of the Eastern Enterprise Hub, which is an organisation responsible for delivering entrepreneurship into academic establishments working with the University Campus Suffolk and colleges across the eastern region of England. Harry is also the Chairman of New Anglia Capital, which helps

to provide funding for early stage businesses.

During the period from 2006 to 2011, Harry was an independent director on the Board of Subex Azure Limited (now Subex Limited), a leading global provider of Business Support Systems, headquartered in Bangalore (India) with operations in the UK, US, Singapore, Dubai and Australia. Subex is listed on the Bombay and National Stock Exchanges in India, with a further listing on the Professional Securities Market of the London Stock Exchange.



# Senior Management Team

## **Stephen Page, Chief Operating Officer**

Stephen joined Cyan in 2004 having over 20 years' experience in embedded systems design and implementation. Spending much of his career in freelance consultancy he has worked on a diverse range of systems for many global companies, including development of next generation secure smart cards with the Secure Products Team of NatWest Bank, consumer digital TV, video and graphics products for Pace plc and Imagination Technologies, pre-payment electricity meters for Schlumberger and many other projects including those with Shell, BP, BNFL, NPL and the RAF Institute of Aviation medicine.

## **Dr Sean Cochrane, Product Director**

Sean has worked in semiconductor and embedded systems development for the last 25 years, in a variety of software engineering, applications and marketing roles. Sean has been with Cyan Technology since March 2006, focussing on metering systems development in India since 2009. Sean gained a BSc (first class) and MSc in Electronic and Electrical Engineering from Manchester University, an MBA from the Open University and PhD from Loughborough University for research into knowledge base verification methodologies.

## **Shiv Kaushik, Country Manager - India**

Shiv joined Cyan in March 2013 bringing more than 18 years of experience with leading IT companies. Shiv's role at Cyan is to support its strategy to build key relationships in the energy and utility sector in India. Shiv has a wealth of experience in this sector selling IT based solutions for companies such as Oracle, Wipro and Ferranti. Whilst employed in senior business development roles in India, Shiv worked with system integrators and utilities to manage the deployment of the IT based systems required for the implementation of energy management solutions.

## **Heather Peacock, Company Secretary**

Heather joined Cyan in November 2008 as Financial Controller, bringing 20 years' of financial management experience gained in a variety of companies. These include large multinationals and smaller, listed start-ups, both in the UK and in South Africa. At Cyan Heather has responsibility for the day to day management of the finance, legal and HR functions, including the budgeting/forecasting and working capital functions, audits and preparation of the Annual and Interim Reports. In addition to this Heather was appointed as Company Secretary for Cyan in October 2013 and is responsible for the Company Secretarial and Corporate Governance functions at Cyan having recently qualified as a Chartered Company Secretary through the ICSA.

# Strategic Report

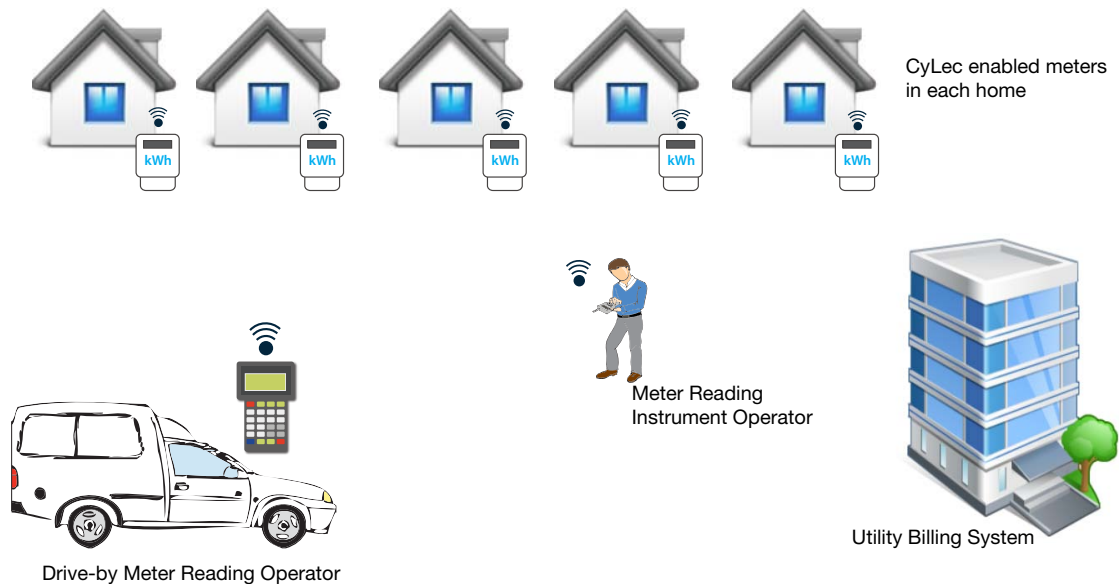
## Strategy and Business Model

The directors, in preparing this Strategic Report, have complied with s414C of the Companies Act 2006.

The Strategic Report has been prepared for the Group as a whole and therefore gives greater emphasis to those matters which are significant to the Group and its subsidiaries when viewed as a whole.

### Electricity Metering

Cyan provides a communication platform that enables utilities to transform their power grid infrastructure into a smart grid that intelligently controls millions of electricity meters, providing timely information and control to both utilities and consumers. CyLec powers the next generation of advanced Radio Frequency ("RF") smart meters which enable power utilities to reduce losses and increase revenues through reliable and secure collection of consumer energy consumption data.



*Figure 1. CyLec Automated Meter Reading ("AMR")*

Cyan's business model is to provide hardware and software that enable the smart grid. Our revenue derives from the following principal elements:

- A small hardware communication module that is integrated into the electricity meter of our meter manufacturer partners (such as Larsen & Toubro). With the addition of this module, the meter is then enabled to communicate back to the utility's data centre.
- A further piece of hardware called a Data Concentrator Unit ("DCU"). This allows meters in the consumers' homes to communicate with each other over a self-forming, self-healing mesh network.
- Software "CyLec Server" that sits in the utility's data centre and communicates with the DCU (and therefore all the individual meters) over an internet connection (typically a mobile network).

Cyan generally sells and delivers solutions through local partners in each country. Our revenues are derived from sales to local meter manufacturers or system integrators (“SIs”). Currently most of our revenues come from the former, but over time we expect SIs to take a lead role in providing a complete solution to utility customers and will bring in software/hardware from Cyan and meter manufacturers. Our SI partners have indicated that they expect the Indian market to evolve to one where they take over the relationship with the consumers on behalf of the utilities and (in exchange for a per consumer monthly fee) will provide the meters, read them, collect payments and manage the customer relationships. This will allow the utilities to focus on the power generation and distribution element of their business. We believe that our approach to the market is ideally suited to the dynamics of emerging countries such as India and Brazil where local partnerships, local manufacturing and price competitive hardware are critical.

Cyan licenses its CyLec software on the basis of a Cyan hosted Software as a Service (“SaaS”) solution or to the SI partner to manage and host themselves. In both cases, we receive either an upfront or a recurring revenue stream that is based on both the size of the customer’s installation as well as the features (such as tamper alerts and remote disconnect) that have been enabled for the utility customer.

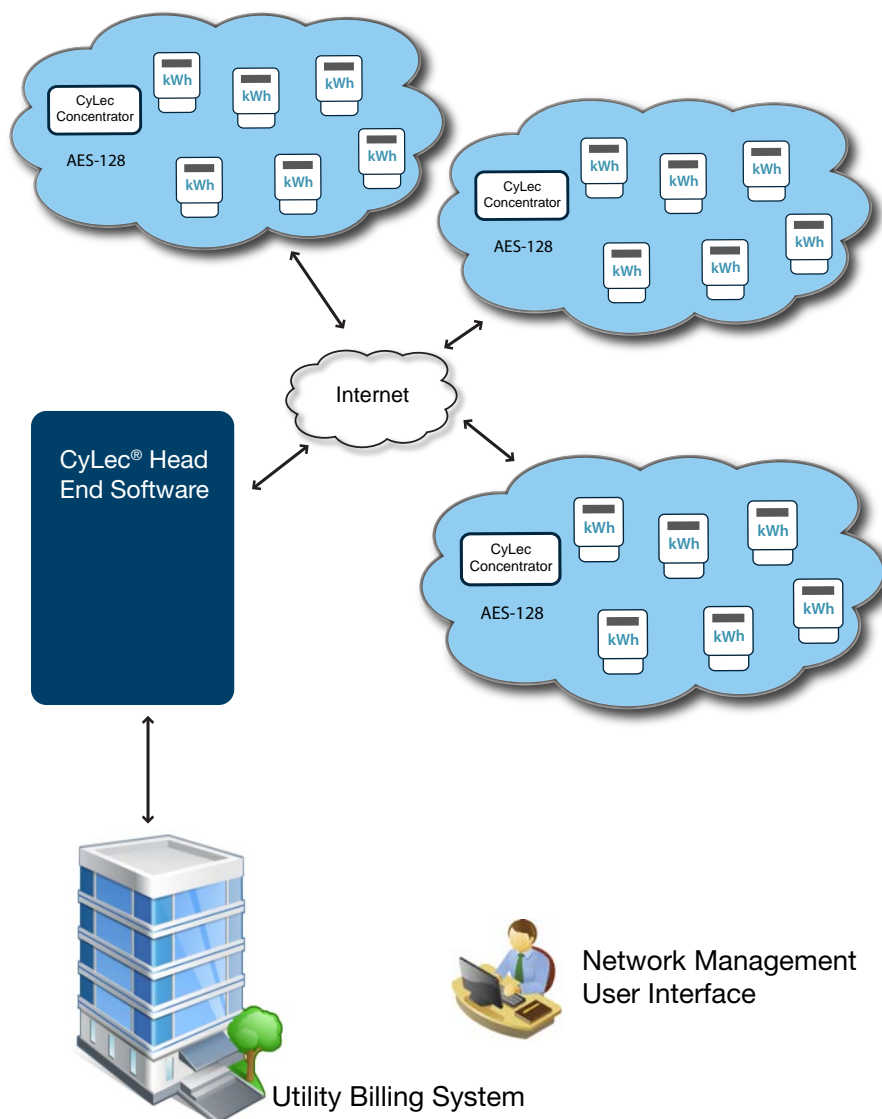


Figure 2. CyLec Advanced Metering Infrastructure (“AMI”)

## Strategic Report (continued)

### Lighting

The business model for lighting is very similar to that of metering overleaf. In the case of lighting the Cyan module is contained in the lighting ballast. The rest of the solution and the business model remains the same as metering above and this commonality enables us to benefit from economies of scale in development and manufacturing.

### Competitive Position

The Cyan solution has had over 100 man years of development to date by a very capable engineering team in Cambridge, UK and this has created a substantial barrier to entry. The Cyan solutions solve large, complex, cross domain problems utilising skills such as RF hardware design, regulatory approval experience, mesh network firmware design, communications infrastructure development, meter protocol and interoperability techniques, security, enterprise software, scalability and robustness.

The Cyan solution has been designed and built for emerging markets, whilst our competition has generally chosen western markets. Our solution is inherently low power and this has helped us to achieve a competitive price point for emerging market mass adoption. The Cyan mesh network is self-healing and self-configuring, which results in significant time (ie. cost) savings for customers. The Cyan Data Concentrator Unit (DCU) has also been designed to be highly functional, but in a small package which also results in a competitive price point. Cyan offers sub-GHz wireless mesh solutions which are inherently suited to typical dense housing conditions in emerging markets. We also use license free ISM (Industrial, Scientific and Medical) radio bands, which means that our customers do not need to invest in or pay for costly tower structures to carry the radio signals.

### Business Review

#### Metering

Cyan has made good progress in smart metering in both India and Brazil during 2013 and in the subsequent period up until the date of preparation of this report.

The Government of India has now produced and released a Smart Grid Vision and Roadmap for India, which contains plans for 14 smart grid pilot projects. Several of these pilot projects are now underway and Cyan (through partners) is bidding on several of them. Opportunities have also emerged with private utilities in India and Cyan is progressing these.

The Indian market is undoubtedly a huge opportunity for the Company, with an estimated 120-200 million meters that need to be installed/replaced over the next 10 years as well as the Indian utilities' pressing need to reduce losses due to theft of electricity.

One of the obstacles the utilities face is collecting data from millions of meters deployed in rapidly growing and typically unplanned urban conditions. It is often problematic trying to locate and gain physical access to the meters and the process is at best slow or error prone. Cyan's Automated Meter Reading ("AMR") and Advanced Metering Infrastructure ("AMI") solutions address these key issues by providing high quality and timely information from each meter. Cyan's 865MHz based solution has been specifically designed to cope with demanding specifications such as a communication range of more than 60 metres and to be able to be read through concrete walls in order to cope with the dense urban conditions in India. In comparison, a 2.4GHz Zigbee solution has been observed to struggle to achieve a reliable communication range greater than 30 metres in the same challenging conditions.

India's transmission and distribution losses are among the highest in the world. When non-technical losses such as energy theft are included in the total, these losses increase to as high as 65% in some Indian States against an overall average of 30%-40%. The financial loss has been estimated at 1.7% of the national GDP. To address the issue of Aggregate Transmission and Commercial ("AT&C") losses, the Government of India implemented an Accelerated Power Development Reforms Programme ("APDRP"). Its key objectives were to reduce AT&C losses, improve customer satisfaction, introduce greater transparency and improve the financial viability of the State Distribution Companies ("SDCs"). It was against this backdrop that the Restructured APDRP ("R-APDRP") was conceived in September 2008 for the 11th Five Year Plan (2007-12). Monies are provided by the Indian Government as loans for the provision of advanced metering solutions and once in place, the loans are converted into grants. Frost & Sullivan have estimated that US\$32Bn of power generated in India is not accounted for through billing to customers.

Cyan provides a platform product (CyLec) to enable deployment of AMI. AMI is an architecture for automated end-to-end two way communications between a utility company and electricity meters (smart meters). The CyLec solution provides utilities with real time data about power consumption and allows customers to make informed choices about energy usage based on price at time of use. The Cylec solution includes hardware and software to enable this communication and allows easy interfacing to existing meter data management systems ("MDMS"), billing systems and other Smart Grid infrastructure monitoring tools within the utility such as outage detection and load management. Consumer meter tamper and electricity theft detection features are included and this helps utilities ensure they collect revenue for electricity that is used by consumers. The CyLec solution has been proven to be easy to integrate to existing meters from various metering companies to upgrade them to be AMI compatible smart meters.



Figure 3. CyLec enabled meters deployed in Trichy, Tamil Nadu, India

## Strategic Report (continued)

In South America, the situation is similar to India. Cyan's initial target market (Brazil) has a dynamic population of 200 million, and Brazil's Energy Research Corporation (Empresa de Pesquisa Energética) has estimated that generating capacity will need to grow by 56 % in the next decade to keep up with demand and not stifle economic growth. The distribution loss rate of 15.5% in South America is the highest in the world due to pervasive electricity theft (power outages are a continuing problem). In some parts of Brazil, power losses reach as high as 20%. Spend in South America on smart metering will reach \$19 billion with 80.7 million meters by 2023. One Brazilian electricity distribution company has estimated that 11GW of power (equivalent to \$6Bn) are lost in the country due to AT&C losses. Cyan's local partner in Brazil has now deployed a smart meter pilot project for a local utility customer. Our partner has several other opportunities in their pipeline and has told us that they are confident of closing sales before the end of 2014.



*Figure 4. CyLec retrofit solution deployed in Brazil*

The Cyan retrofit solution which allows utility customers to quickly and cost effectively upgrade existing deployed meters to become full smart meters, is now available to customers in both Brazil and India. There has been a lot of interest in this solution and we hope to receive the first orders from both Brazil and India during the remainder of 2014.



*Figure 5. CyLec pilot deployment site in Brazil*

### **Lighting**

Cyan has signed a strategic partnership with Illumatic in Brazil to pursue the local lighting market and this included an initial order.

Cyan has also continued to receive small lighting orders in China during the year under review.

## Strategic Report (continued)

### Operational Review

Commercial orders remained well below the level required to sustain the business. In 2013, the company raised approximately £2.1 million before expenses, by way of share placings. In addition to the share placings, the Company received a total of £0.5 million from the exercise of warrants during the year. This income provided the Company incremental financial resources for general working capital, customer and partner development activities in India and further development to integrate Cyan's AMI solution into high level enterprise software.

Revenue decreased from £315,194 in 2012 to £137,996 in 2013. Operating loss for the year ended 31 December 2013 was £3,266,757 (2012: £3,103,622) and net loss increased to £2,992,195 (2012: £2,876,772). This was predominantly due to a provision for possible stock obsolescence of £473,448. Cash at year end was £1,636,149 (2012: £1,618,574).

### Principal activity and review of the business

The principal activity of the Group during the year was the specialisation in the development of wireless monitoring and control products for smart metering infrastructure and intelligent lighting. The principal activity of the Company is that of a holding Company. A review of the business can be found in the Chairman's Statement and the Business Review Section above.

### Principal risks and uncertainties

The Group is exposed to a number of risks and uncertainties. Those that are considered to be key to the Group are:

- We have a history of losses, anticipate continued losses and may incur negative operating cash flow in future periods, and we may not achieve or sustain profitability on a quarterly or annual basis in the near term. As discussed below, the Group's ability to continue as a going concern is subject to significant risks and uncertainty. We may not be able to secure additional financing on favourable terms, or at all, to meet our future capital needs.
- We and our customers operate in a highly regulated business environment and changes in regulation could impose costs on us or make our products less economical.
- The market for our products and services, and smart grid and smart lighting technology generally, is still developing. If the market develops less extensively or more slowly than we expect, our business could be harmed.
- Our success depends in part on our ability to integrate our technology into devices and our relationship with device manufacturers.
- The adoption of industry standards applicable to our products or services could limit our ability to compete in the marketplace.
- We do not control certain critical aspects of the manufacture of our products and depend on a limited number of contract manufacturers.
- We have worked and expect to continue to work with third parties to pursue smart grid and smart lighting market opportunities. If we were unable to establish and maintain these relationships, or if our initiatives with these third parties are unsuccessful, our business may suffer.
- Our technology, products and services have only been developed in the last several years and we have had only limited opportunities to deploy and assess their performance in the field in pilot quantities.
- Sales cycles to our customers in emerging markets can be lengthy and unpredictable and require significant employee time and financial resources with no assurances that a prospective customer will select our products and services.
- Sales by the Group are largely dependent on end-customers winning competitive tenders for significant contracts. The likelihood of the end-customers winning these contracts is inherently uncertain.



- The Group's products compete for technological superiority over those of competitors. There is a risk that new product developments by competitors diminish the attractiveness of the Group's products, reducing sales.
- As with many technology businesses, the Group is dependent on a relatively small number of highly skilled staff. The ability of the Group to retain and motivate its key staff is a key business risk.

The risks and uncertainties faced by the Group are discussed regularly and addressed through the Senior Management Team. The Group invests in research and development to ensure that its products provide the best possible match to potential customers' requirements. The Group maintains close relationships with its distributors and potential end-customers in order to respond to the changing demands of the market. In addition, the Group actively communicates with its investors and potential investors, including through its nominated advisor and brokers, in order to identify potential sources of further investment.

### Key performance indicators

During 2013, the Group incurred an average monthly operating cash outflow of £247,000 (2012: £278,000) and incurred a loss for the year of £2,992,195 (2012: £2,876,772). Revenue in 2013 was £137,996 (2012: £315,194). The group had an average of 25 staff in 2013 (2012: 23).

Our long term strategy is to deliver shareholder returns by generating revenue and moving into profitability. We seek to do this by focusing our investment on emerging but fast growing markets where we believe we can reach a market leading position with our technology.

We intend to use KPIs by management to track business performance over time, to understand general trends and to consider whether we are meeting our strategic objectives.

As we grow we intend to review these KPIs and adapt them as appropriate, in response to how our business and strategy evolves.

### Employee matters

#### Headcount

The development and delivery of innovative technologies is possible through the contribution of our people, operating in 3 different territories in the world, namely the UK, India and China. During 2013 we began the recruitment of employees to be based locally on the ground in India and in 2014 we expect to move towards the formation of a new subsidiary in India to demonstrate our commitment to the market as well as supporting local customers and partners. We intend to closely monitor the requirement for employees by region to ensure we have an appropriate presence to support our business, suppliers and customers.

#### Diversity

Cyan is a multicultural global organisation and we are committed to providing equal opportunities for training, career development and promotion to all employees, regardless of any physical disability, gender, religion, race or nationality.

Within the management team that reports to the Board, women comprise 20% (or 1 out of 5 personnel) and at board level 0%. In the Group as a whole, during 2013 women comprised 20% of our total employees (or 5 out of a total of 25).

## Employee matters (continued)

### Employment policy

Applications for vacancies are considered based on capabilities and reflecting the requirements of the role, and resources for development and training are made available to all employees. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Group continues and that appropriate training is arranged.

### Health and safety management

The group operates predominantly in an industry and environments which are considered low risk from a health and safety perspective. However the health and safety and welfare of Cyan's employees, contractors and visitors are a priority in Group workplaces worldwide.

Cyan expects the highest of ethical standards of all its employees and its policies and procedures support its stated aim of acting with integrity in all aspects of its operations.

The Board as a whole is responsible for health and safety matters. Cyan has a Health and Safety Manager who manages the health and safety of the company on a day to day basis taking advice from an external firm of health and safety consultants. The board discusses health and safety and at all monthly Board meetings. All accidents and incidents are reported to them.

Approved by the Board of Directors and signed on behalf of the Board

### John Cronin

Executive Chairman

16 May 2014

# Corporate Governance Statement

Whilst companies whose shares are listed on AIM are not formally required to comply with the Combined Code, the Board supports the Code and applies it in so far as is practicable and appropriate for a public company of its size. The Board is committed to ensuring that high standards of corporate governance are maintained.

## Board composition and responsibility

At 31 December 2013 the Board comprised four directors, including the Executive Chairman, the Chief Financial Officer and two independent non-executive directors. Of the four directors in post at 31 December 2013, three had served throughout the year.

| Name                 | Role                                     | In post 1 Jan 2013 | In post 31 Dec 2013 |
|----------------------|--|--------------------|---------------------|
| <b>Executive</b>     |  |                    |                     |
| John Cronin          | Executive Chairman                       | Yes                | Yes                 |
| Simon Smith          | Chief Financial Officer                  | Yes                | Yes                 |
| <b>Non-Executive</b> |  |                    |                     |
| Dr John Read         | Chairman Audit and Nomination Committees | Yes                | Yes                 |
| Stephen Newton       | Chairman Remuneration Committee          | No                 | Yes                 |

John Cronin has served as Chairman since the Company's AGM on 17 May 2012 and as a director since his appointment on 20 March 2012 when he was appointed as non-executive director (Chairman – Designate).

Simon Smith has served as Chief Financial Officer since 1 October 2013 and as a director since 29 March 2010 when he was appointed as a non-executive director.

Dr John Read is an independent non-executive director and is Chairman of the audit and nominations committees and a member of the remuneration committee. He has served as a non-executive director since his appointment on 30 November 2005 and as Chairman from 3 October 2007 until the role was taken over by John Cronin on 17 May 2012. From 5 January 2012 until 17 May 2012 this role was an executive role.

On 5 September 2013, Stephen Newton was appointed as a non-executive director. He was Chairman of the remuneration committee and a member of the audit and nominations committees until his resignation in May 2014 when Harry Berry took his place in these positions.

On 16 May 2014, Stephen Newton resigned from the Board due to health reasons, and Harry Berry was appointed as a non-executive director.

All of the directors have responsibility for reviewing the performance of and setting the compensation of all directors. Non-executive directors do not have any day to day involvement in the running of the business.

The Board is responsible for overall strategy, the policy and decision making framework in which this strategy is implemented, approval of budgets, monitoring performance, and risk management. The Board meets at regular scheduled intervals and follows a formal agenda; it also meets as and when required to discuss matters that may arise in between formal board meetings. All directors are required to retire by rotation according to the Articles of the Company. No director has a service agreement requiring more than six months' notice of termination to be given.

## Corporate Governance Statement (continued)

### **Board composition and responsibility (continued)**

The Board is satisfied that an appropriate balance of skills and experience has been and remains in place to enable the Board to perform its responsibilities effectively. An overview of the skills and experience of each board member is given above.

The directors may take independent professional advice at the Company's expense.

### **Board Committees**

The Company has an Audit Committee, a Nominations Committee and a Remuneration Committee. Each of these committees comprises the two non-executive directors. John Read chairs the audit and nominations committees and Harry Berry chairs the remuneration committee.

### **Board Nominations**

The Company has formal procedures for making appointments to the board and these would be applied to ensure that any new appointments that might be made meet the desired criteria.

### **Relationships with Shareholders**

The Board understands the need for clear communications with its shareholders. In addition to presentations after publication of results and the Annual General Meeting, meetings are held with fund managers, analysts, and institutional investors. Information is posted on the Company's web site, [www.cyantechnology.com](http://www.cyantechnology.com), which contains a comprehensive Investor Relations section. Simon Smith is the director responsible for investor relations.

# Directors' Report

The directors present their annual report on the affairs of the Group together with the audited financial statements and auditor's report for the year ended 31 December 2013.

## Going Concern

To assess the ability of Cyan Holdings plc ("Group") to continue as a going concern, the directors have prepared a business plan and cash flow forecast for the period to 31 December 2015 which, together, represent the directors' best estimate of the future development of the Group. The forecast contains certain assumptions, the most significant of which are the level and timing of sales and the gross margin on those sales, together with the need to secure additional finance in order to fund working capital within the next six months.

At the time of the preparation of these financial statements, the sales forecast includes a number of sales opportunities in emerging markets, two of which the directors believe to be at an advanced stage. A sensitivity analysis has been performed on the sales forecast in order to evaluate the additional cash requirement in the event that some of the opportunities do not close or are further delayed.

The directors have recognised that the Group is trading principally in three emerging country markets, namely India, Brazil and China. These markets have an inherent level of uncertainty associated with them and this may result in the predicted level of sales not being achieved and/or the timing of orders being delayed, as has been the case for the Group in the past. The directors have taken reasonable steps to satisfy themselves about the robustness of sales forecasts but acknowledge that the timing of customer orders in the Group's target markets is fundamentally uncertain. This may impact both the Group's ability to generate positive cashflow and to raise new finance. Consequently there is a significant risk that the level of sales achieved is materially lower than the forecast or at materially lower margins. This constitutes a material uncertainty.

Given the commercial prospects at the time of the preparation of this report, together with the prior track record of the Group in raising new equity financing, the directors consider that the Group has a good opportunity to close some of the sales opportunities in the pipeline and secure the additional funding that will be required. However there remains a significant risk that the required level of new funding will not be received in the necessary timescales or at all. This constitutes a material uncertainty.

There is a material uncertainty related to the assumptions described above which may cast significant doubt on the company's ability to continue as a going concern and, therefore, it may be unable to realise its assets and discharge its liabilities in the normal course of business. The financial statements do not include the adjustments that would result if the Company was unable to continue as a going concern. In the event that the company ceased to be a going concern, the adjustments would include writing down the carrying value of assets, including stocks, to their recoverable amount and providing for any further liabilities that might arise.

Notwithstanding the material uncertainties described above, the directors have a reasonable expectation that the Company can continue to meet their liabilities as they fall due, for a period of at least 12 months from the date of approval of this report.

## Financial risk management

Details of the Group's financial risk management objectives and policies are disclosed in note 19 to the financial statements.

## Directors' Report (continued)

### Dividends

The directors do not recommend the payment of a dividend (2012: £nil). The Group has no plans to adopt a dividend policy in the immediate future and all funds generated by the Group will be invested in the further development of the business, as is normal for a company operating in this industry sector and at this stage of its development.

### Capital Structure

Details of the authorised and issued share capital, together with details of the movements in the Company's issued share capital during the year are shown in note 22. At 31 December 2013, the Company had one class of ordinary shares of 0.01 pence each, which carried no right to fixed income and represented 100% of the issued share capital of the Company. Each share carried the right to one vote at general meetings of the Company. The Company's capital structure consisted only of issued share capital, which it manages to maximise the return to shareholders.

There are no specific restrictions on the size of a holding nor on the transfer of shares, which are both governed by the general provisions of the Articles of Association and prevailing legislation. The directors are not aware of any agreements between holders of the Company's shares that may result in restrictions on the transfer of securities or on voting rights.

Details of the employee share schemes are set out in note 31.

No person has any special rights of control over the Company's share capital and all issued shares are fully paid.

With regard to the appointment and replacement of directors, the Company is governed by its Articles of Association, the Companies Acts and related legislation. The Articles themselves may be amended by special resolution of the shareholders. The powers of directors are described in the Corporate Governance Statement on page 17.

In accordance with the Companies Act 2006 the Company has no authorised share capital.

### Subsequent events

Towards the end of 2013 a decision was made to close Cyan's office in Hong Kong (Cyan Asia Limited). This office had been run mainly to support and facilitate the manufacturing of Cyan's products in Hong Kong. Following the Company's decision to commence manufacturing in India (with associated benefits in terms of cost and customer proximity), the office was closed as soon as the two Indian Contract Equipment Manufacturers came on line. The formal process of deregistering the company commenced in January 2014 and is still ongoing.

Cyan also plans to open a legal entity in India in 2014 to support local customers and partners.

## Directors and their interests

The directors who served the Company throughout the year, unless otherwise stated, were as follows:

### Executive Directors

John Cronin (Executive Chairman)

Simon Smith (Chief Financial Officer)

### Non-Executive Directors

Dr John Read

Stephen Newton – appointed 5 September 2013; resigned 16 May 2014

In addition Harry Berry was appointed to the board on 16 May 2014. He will retire at the Annual General Meeting in June 2014, and offers himself for re-election. John Cronin also retires at the next Annual General Meeting and, being eligible, will offer himself for re-election.

All of the non-executive directors are members of the audit committee, nominations committee and remuneration committee.

The interests of the directors in the shares of the Company are shown in the remuneration committee report on page 23.

## Research Design and Development

The Group is committed to the research, design and development of mesh based flexible solutions for lighting, utility metering and industrial telemetry. The costs relating to this which have been written off in the year amounted to £1,479,355 (2012: £1,141,005).

## Significant Holdings

The Company had been notified of the following voting rights as a shareholder in the Company at 31 December 2013:

|                        | Percentage of voting rights and issued share capital | Number of ordinary shares | Nature of holding |
|------------------------|--|---------------------------|-------------------|
| P Lobbenberg           | 5.38%  | 183,919,780               | Combined          |
| Legal and General      | 4.76%  | 162,768,681               | Direct            |
| Barnard Nominees       | 4.31%  | 147,123,683               | Direct            |
| Brewin Dolphin Limited | 4.16%  | 142,106,891               | Direct            |
| Peter Bottomley        | 4.13%  | 140,977,777               | Combined          |
| Mark Weekley           | 3.41%  | 116,600,000               | Combined          |

During the period between 31 December 2013 and 16 May 2014, the Company received one notification under Chapter 5 of the Disclosure and Transparency Rules from Mark Weekley advising of an increase in voting rights crossing the threshold from 3% to 4%.

## Fixed Assets

In the opinion of the directors there is no material difference between the market value of fixed assets and the amounts at which they are stated in note 15 to the accounts.

## Directors' Report (continued)

### Supplier payment policy

It is the policy of the Group to settle supplier invoices in line with the terms of business negotiated with them. The average credit period taken for trade purchases is 20 days (2012: 20 days).

### Charitable and political donations

Charitable donations for the year were £100 (2012: £103) and no political donations were made during the year (2012: £nil).

### Auditor

Each of the persons who is a director at the date of approval of this annual report confirms that:

- so far as the director is aware, there is no relevant audit information of which the Company's auditor is unaware; and
- the director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006. Deloitte LLP have expressed their willingness to continue in office as auditor and resolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

### John Cronin

Executive Chairman

16 May 2014



# Directors' Remuneration Report

## Unaudited information

### Remuneration committee

The Company has established a Remuneration Committee. Dr John Read was Chairman of the Remuneration Committee until the appointment of Stephen Newton in September 2013, when he took over this position. Following Stephen Newton's resignation in May 2014, Harry Berry has taken over as Chairman of the Remuneration Committee. All four directors served on this committee during the year, however after the appointment of Stephen Newton the committee has consisted of only the two non-executive directors.

None of the Committee members has any personal financial interest (other than as shareholders), conflicts of interests arising from cross-directorships or day-to-day involvement in running the business. The Committee makes recommendations to the board. No director plays a part in any discussion about his own remuneration.

### Remuneration policy for the executive directors

Executive remuneration packages are prudently designed to attract, motivate and retain directors of the high calibre needed to maintain the Group's market position to reward them for enhancing value to shareholders. The performance measurement of the executive directors and key members of senior management and the determination of their annual remuneration package are undertaken by the Committee.

There are five main elements of the remuneration package for the executive directors and senior management:

- Basic annual salary;
- Benefits-in-kind;
- Annual bonus payments;
- Share option incentives; and
- Pension arrangements.

Executive directors are entitled to accept appointments outside the Company providing that the Chairman's permission is sought and fees in excess of £20,000 from all such appointments are accounted for to the Company.

### Basic Salary

An executive director's basic salary is reviewed by the Committee prior to the beginning of each year and when an individual changes position or responsibility. In deciding appropriate levels, the Committee considers the Group as a whole and relies on objective research, which gives up-to-date information on a comparator group of companies. Executive directors' contracts of service which include details of remuneration will be available for inspection at the Annual General Meeting.

### Benefits-in-kind

The executive directors are entitled to receive certain benefits-in-kind, principally private medical insurance.

### Annual bonus payments

The Committee establishes the objectives that must be met for each financial year if a cash bonus is to be paid. In setting appropriate bonus parameters the Committee refers to the objective research on a comparator group of companies as noted above. The Committee believes that any incentive compensation awarded should be tied to the interest of the Company's shareholders and that the principal measure of those interests is total shareholder return. Account is also taken of the relative success of the different parts of the business for which the executive directors are responsible and the extent to which the strategic objectives set by the board are being met. No bonus payments were made for the year ended 31 December 2013 (2012: £nil). The Committee has the power to grant bonuses at its discretion.

## Directors' Remuneration Report (continued)

### Directors' Share options

#### Employee benefit Trust

During the year ended 31 December 2007, following notification in the circular to the shareholders for the Extraordinary General Meeting on 24 August 2007, the Company commenced work on setting up an Employee Benefit Trust. During the year ended 31 December 2013, there were no issues to directors under this scheme (2012: no issues).

In addition to this, the issues made during 2008 expired on 18 December 2013. Since the performance criterion to be met on these shares was based on the fact that no director would gain via the Employee Benefit Trust until the share price (0.18 pence on 18 December 2013) recovered to 2.5 pence, there were no gains made on these shares, and the Trust is currently in the process of being wound up.

At 31 December 2013, shares held by directors under this scheme were as follows:-

|           | 2013 | 2012      |
|-----------|------|-----------|
| John Read | -    | 1,000,000 |

The market price of the ordinary shares at 18 December 2013 was £0.0018 and the range during the year, until the shares expired, was £0.0017 to £0.0081.

During the year ended 31 December 2013 awards were made to the two executive directors under the Company's EMI Share Option Scheme as shown in the table below:

| Director    | As at 1      | Granted during 2013 | Exercised | Lapsed | As at 31      | Exercise price £ | Earliest Date of Exercise | Expiry Date |
|-------------|--------------|---------------------|-----------|--------|---------------|------------------|---------------------------|-------------|
|             | January 2013 |                     |           |        | December 2013 |                  |                           |             |
|             | Number       | Number              | Number    | Number | Number        |                  |                           |             |
| John Cronin | -            | 76,560,756          | -         | -      | 76,560,756    | 0.003            | 01/08/2014<br>(25%)       | 19/12/2023  |
| Simon Smith | -            | 42,006,335          | -         | -      | 42,066,335    | 0.003            | 01/10/2014<br>(25%)       | 19/12/2023  |

Options granted under the EMI Share Option Scheme and unapproved share option schemes, are not subject to performance criteria.

#### Pension arrangements

Executive directors are entitled to become members of the Company pension scheme. This is a defined contribution scheme whereby the Company contributes at a rate of 5% of the executive's gross salary.

#### Directors' contracts

It is the Company's policy that the executive directors should have contracts with an indefinite term providing for a maximum of one year's notice. It may be necessary on occasion to offer longer notice periods but this has not been necessary for any director on the current board. All executive directors have contracts that are subject to six months' notice by either party.

| Name of Director | Date of contract |
|------------------|------------------|
| John Cronin      | 20 March 2012    |
| Simon Smith      | 29 March 2010    |
| Dr John Read     | 30 November 2005 |
| Harry Berry      | 16 May 2014      |

### Audited information

#### Non-executive directors

All non-executive directors have specific terms of engagement and their remuneration is determined by the board within the limits set by the Articles of Association and based on independent surveys of fees paid to non-executive directors of similar companies. The basic fee paid to each non-executive director in the year was:

|                |         |
|----------------|---------|
| Dr. John Read  | £25,000 |
| Stephen Newton | £ 8,333 |

Non-executive directors are not eligible to join the Company's pension scheme.

#### Directors' emoluments

| Name of Director     | Fees/Basic Salary<br>£ | Compensation for loss of office<br>£ | Pension contributions<br>£ | Annual bonuses<br>£ | 2013 total<br>£ | 2012 total<br>£ |
|----------------------|------------------------|--------------------------------------|----------------------------|---------------------|-----------------|-----------------|
| <b>Executive</b>     |                        |                                      |                            |                     |                 |                 |
| John Cronin          | 104,500                | -                                    | -                          | -                   | 104,500         | 94,326          |
| Simon Smith          | 73,333                 | -                                    | 750                        | -                   | 74,083          | 50,000          |
| <b>Non-Executive</b> |                        |                                      |                            |                     |                 |                 |
| Dr John Read         | 25,000                 | -                                    | -                          | -                   | 25,000          | 44,583          |
| Simon Smith          | 8,333                  | -                                    | -                          | -                   | 8,333           | N/A             |

Included in the figures above is an amount of £98,500, paid to third party companies in respect of directors' services during 2013 (2012:£94,326).

Aggregate emoluments disclosed above do not include any amounts for the value of options to acquire ordinary shares in the Company granted to or held by the directors.

#### Approval

This report was approved by the board of directors on 16 May 2014 and signed on its behalf by:

#### John Cronin

Executive Chairman

## Directors' Responsibility Statement

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors are required to prepare the Group financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union and Article 4 of the IAS Regulation and have chosen to prepare the parent Company financial statements under IFRSs as adopted by the EU. Under Company law the directors must not approve the accounts unless they are satisfied that they give a fair view of the state of affairs of the Company and of profit and loss of the Company for that period. In preparing these financial statements, International Accounting Standard 1 requires that the directors:

- properly select and apply accounting policies;
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- provide additional disclosures when compliance with the specific requirements in IFRSs is insufficient to enable users to understand the impact of particular transactions, other events and conditions on the entity's financial position and financial performance; and
- make an assessment of the Company's ability to continue as a going concern.

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

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements differs from legislation in other jurisdictions.

By order of the Board

**John Cronin**

Executive Chairman

16 May 2014

# Independent auditor's report to the members of Cyan Holdings plc

We have audited the financial statements of Cyan Holdings plc for the year ended 31 December 2013 which comprise the Consolidated Income Statement, the Consolidated Statement of Comprehensive Income, the Consolidated and Company Balance Sheets, the Consolidated and Company Statements of Changes in Equity, the Consolidated and Company Cash Flow Statements and the related notes 1 to 33. 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 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 Directors' Responsibilities Statement, 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 annual 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 the parent Company's affairs as at 31 December 2013 of the Group's loss 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.

## Emphasis of matter – Going concern

In forming our opinion on the financial statements, which is not modified, we have considered the adequacy of the disclosures made in note 3 of the financial statements concerning the Company's ability to continue as a going concern. The Group incurred a net loss of £2,992,195 during the year ended 31 December 2013 and, as of that date, the Group's cash balance was £1,636,149. In making their assessment of whether the application of the going concern assumption is

## Independent auditor's report to the members of Cyan Holdings plc (continued)

### Emphasis of matter – Going concern (continued)

appropriate, the directors have referred to the Company's business plan and cash flow forecast, which assumes a certain level of sales at a certain gross margin and a need in the foreseeable future for additional funding. There is a significant risk that the actual level of sales achieved is materially lower than is assumed in the business plan or that margins may be significantly lower than planned. In addition there is a risk that the required level of additional funding will not be received on a sufficiently timely basis or will not be achieved at all. These conditions, along with other matters in note 3, indicate the existence of a material uncertainty which may cast significant doubt upon the Company's ability to continue as a going concern. The financial statements do not contain the adjustments that would result if the Group was unable to continue as a going concern. In the event the Group ceased to be a going concern, the adjustments would include writing down the carrying value of assets, including inventories, to their recoverable amount and providing for further liabilities that might arise.

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

In our opinion:

- the information given in the Strategic Report and 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.

### Stuart Henderson

for and on behalf of Deloitte LLP  
Chartered Accountants and Statutory Auditor  
Cambridge, United Kingdom  
16 May 2014

## Consolidated income statement

For the year ended 31 December 2013

|                                  | Note | 2013<br>£          | 2012<br>£   |
|----------------------------------|------|--------------------|-------------|
| <b>Continuing operations</b>     |      |                    |             |
| Revenue                          | 5    | 137,996            | 315,194     |
| Cost of sales                    |      | (87,366)           | (203,654)   |
| <b>Gross profit</b>              |      | <b>50,630</b>      | 111,540     |
| Operating costs                  |      | (2,843,939)        | (3,215,162) |
| Provision for stock obsolescence |      | (473,448)          | -           |
| <b>Operating loss</b>            |      | <b>(3,266,757)</b> | (3,103,622) |
| Investment revenue               | 5,10 | 4,437              | 4,091       |
| Finance costs                    | 11   | (10)               | (3)         |
| <b>Loss before tax</b>           |      | <b>(3,262,330)</b> | (3,099,534) |
| Tax                              | 12   | 270,135            | 222,762     |
| <b>Loss for the year</b>         | 7    | <b>(2,992,195)</b> | (2,876,772) |
| <b>Loss per share (pence)</b>    |      |                    |             |
| Basic                            | 13   | (0.1)              | (0.1)       |
| Diluted                          | 13   | (0.1)              | (0.1)       |

## Consolidated statement of comprehensive income

For the year ended 31 December 2013

|   | 2013<br>£          | 2012<br>£   |
|---|--------------------|-------------|
| Loss for the year   | (2,992,195)        | (2,876,772) |
| Exchange differences on translation of foreign operations | 65,075             | 113,540     |
| <b>Total comprehensive income for the period</b>          | <b>(2,927,120)</b> | (2,763,232) |

# Consolidated balance sheet

At 31 December 2013

|  | Note | 2013<br>£        | 2012<br>£    |
|--|------|------------------|--------------|
| <b>Non-current assets</b>  |      |                  |              |
| Intangible assets  | 14   | -                | -            |
| Property, plant and equipment  | 15   | 3,875            | 8,990        |
|  |      | <b>3,875</b>     | 8,990        |
| <b>Current assets</b>  |      |                  |              |
| Inventories  | 17   | 583,200          | 1,024,241    |
| Trade and other receivables  | 18   | 345,794          | 333,021      |
| Cash and cash equivalents  | 18   | 1,636,149        | 1,618,574    |
|  |      | <b>2,565,143</b> | 2,975,836    |
| <b>Total assets</b>  |      | <b>2,569,018</b> | 2,984,826    |
| <b>Current liabilities</b>   |      |                  |              |
| Trade and other payables   | 21   | (298,441)        | (287,772)    |
| <b>Total liabilities</b>   |      | <b>(298,441)</b> | (287,772)    |
| <b>Net current assets</b>  |      | <b>2,266,702</b> | 2,688,064    |
| <b>Net assets</b>  |      | <b>2,270,577</b> | 2,697,054    |
| <b>Equity</b>  |      |                  |              |
| Share capital  | 22   | 341,638          | 232,681      |
| Share premium account  | 23   | 30,570,401       | 27,779,215   |
| Own shares held  | 24   | (808,856)        | (808,856)    |
| Share option reserve   | 25   | 376,690          | 776,190      |
| Translation reserve  | 27   | (149,742)        | (214,817)    |
| Retained losses  | 26   | (28,059,554)     | (25,067,359) |
| <b>Total equity being equity attributable to owners of the Company</b> |      | <b>2,270,577</b> | 2,697,054    |

The financial statements of Cyan Holdings plc (registered number 04554942) were approved by the Board of Directors and authorised for issue on 16 May 2014. They were signed on its behalf by:

**John Cronin**

Executive Chairman



# Consolidated statement of changes in equity

At 31 December 2013

|   | Share<br>Capital<br>£ | Share<br>Premium<br>£ | Own<br>Shares<br>Held<br>£ | Share<br>Option<br>Reserve<br>£ | Translation<br>Reserve<br>£ | Retained<br>Losses<br>£ | Total<br>Equity<br>£ |
|---|-----------------------|-----------------------|----------------------------|---------------------------------|-----------------------------|-------------------------|----------------------|
| <b>Balance at 31 December 2011</b>      | <b>2,385,401</b>      | <b>21,654,936</b>     | <b>(690,191)</b>           | <b>749,865</b>                  | <b>(328,358)</b>            | <b>(22,190,587)</b>     | <b>1,581,066</b>     |
| Loss for the year                       | -                     | -                     | -                          | -                               | -                           | (2,876,772)             | <b>(2,876,772)</b>   |
| Other comprehensive income for the year | -                     | -                     | -                          | -                               | 113,541                     | -                       | <b>113,541</b>       |
| Total comprehensive income for the year | -                     | -                     | -                          | -                               | 113,541                     | (2,876,772)             | <b>(2,763,231)</b>   |
| Issue of share capital                  | 114,781               | 3,856,778             | (118,665)                  | -                               | -                           | -                       | <b>3,852,894</b>     |
| Capital Restructure                     | (2,267,501)           | 2,267,501             | -                          | -                               | -                           | -                       | -                    |
| Credit to equity for share options      | -                     | -                     | -                          | 26,325                          | -                           | -                       | <b>26,325</b>        |
| <b>Balance at 31 December 2012</b>      | <b>232,681</b>        | <b>27,779,215</b>     | <b>(808,856)</b>           | <b>776,190</b>                  | <b>(214,817)</b>            | <b>(25,067,359)</b>     | <b>2,697,054</b>     |
| Loss for the year                       | -                     | -                     | -                          | -                               | -                           | (2,992,195)             | <b>(2,992,195)</b>   |
| Other comprehensive income for the year | -                     | -                     | -                          | -                               | 65,075                      | -                       | <b>65,075</b>        |
| Total comprehensive income for the year | -                     | -                     | -                          | -                               | 65,075                      | (2,992,195)             | <b>(2,927,120)</b>   |
| Issue of share capital                  | 108,957               | 2,791,186             | -                          | -                               | -                           | -                       | <b>2,900,143</b>     |
| Debit to equity for share options       | -                     | -                     | -                          | (399,500)                       | -                           | -                       | <b>(399,500)</b>     |
| <b>Balance at 31 December 2013</b>      | <b>341,638</b>        | <b>30,570,401</b>     | <b>(808,856)</b>           | <b>376,690</b>                  | <b>(149,742)</b>            | <b>(28,059,554)</b>     | <b>2,270,577</b>     |

# Company balance sheet

At 31 December 2013

|                                 | Note | 2013<br>£        | 2012<br>£    |
|---------------------------------|------|------------------|--------------|
| <b>Non-current assets</b>       |      |                  |              |
| Intangible assets               | 14   | -                | -            |
| Investments in subsidiaries     | 16   | 307,787          | 356,659      |
|                                 |      | <b>307,787</b>   | 356,659      |
| <b>Current assets</b>           |      |                  |              |
| Trade and other receivables     | 18   | 177,045          | 432,258      |
| Cash and cash equivalents       | 18   | 1,471,308        | 1,397,303    |
|                                 |      | <b>1,648,353</b> | 1,829,561    |
| <b>Total assets</b>             |      | <b>1,956,140</b> | 2,186,220    |
| <b>Current liabilities</b>      |      |                  |              |
| Trade and other payables        | 21   | (57,141)         | (42,677)     |
| Loans from other Group entities |      | (2,000)          | (2,000)      |
| <b>Total Liabilities</b>        |      | <b>(59,141)</b>  | (44,677)     |
| <b>Net current assets</b>       |      | <b>1,589,212</b> | 1,784,884    |
| <b>Net assets</b>               |      | <b>1,896,999</b> | 2,141,543    |
| <b>Equity</b>                   |      |                  |              |
| Share capital                   | 22   | 341,638          | 232,681      |
| Share premium account           | 23   | 30,570,401       | 27,779,215   |
| Share option reserve            | 25   | 414,677          | 776,190      |
| Retained losses                 | 26   | (29,429,717)     | (26,646,543) |
| <b>Total equity</b>             |      | <b>1,896,999</b> | 2,141,543    |

The financial statements of Cyan Holdings plc (registered number 04554942) were approved by the Board of Directors and authorised for issue on 16 May 2014. They were signed on its behalf by

**John Cronin**

Executive Chairman

# Company statement of changes in equity

At 31 December 2013

|   | Share<br>Capital<br>£ | Share<br>Premium<br>£ | Share<br>Option<br>Reserve<br>£ | Retained<br>Losses<br>£ | Total<br>Equity<br>£ |
|---|-----------------------|-----------------------|---------------------------------|-------------------------|----------------------|
| <b>Balance at 31 December 2011</b>      | <b>2,385,401</b>      | <b>21,654,936</b>     | <b>749,865</b>                  | <b>(24,060,489)</b>     | <b>729,713</b>       |
| Loss for the year                       | -                     | -                     | -                               | (2,586,054)             | <b>(2,586,054)</b>   |
| Other comprehensive income for the year | -                     | -                     | -                               | -                       | -                    |
| Total comprehensive income for the year | -                     | -                     | -                               | (2,586,054)             | <b>(2,586,054)</b>   |
| Issue of share capital                  | 114,781               | 3,856,778             | -                               | -                       | <b>3,971,559</b>     |
| Capital Restructure                     | (2,267,501)           | 2,267,501             | -                               | -                       | -                    |
| Credit to equity for share options      | -                     | -                     | 26,325                          | -                       | <b>26,325</b>        |
| <b>Balance at 31 December 2012</b>      | <b>232,681</b>        | <b>27,779,215</b>     | <b>776,190</b>                  | <b>(26,646,543)</b>     | <b>2,141,543</b>     |
| Loss for the year                       | -                     | -                     | -                               | (2,783,174)             | <b>(2,783,174)</b>   |
| Other comprehensive income for the year | -                     | -                     | -                               | -                       | -                    |
| Total comprehensive income for the year | -                     | -                     | -                               | (2,783,174)             | <b>(2,783,174)</b>   |
| Issue of share capital                  | 108,957               | 2,791,186             | -                               | -                       | <b>2,900,143</b>     |
| Debit to equity for share options       | -                     | -                     | (399,500)                       | -                       | <b>(399,500)</b>     |
| <b>Balance at 31 December 2013</b>      | <b>341,638</b>        | <b>30,570,401</b>     | <b>376,690</b>                  | <b>(29,429,717)</b>     | <b>1,859,012</b>     |

## Consolidated cash flow statement

For the year ended 31 December 2013

|   | Notes | 2013<br>£          | 2012<br>£   |
|---|-------|--------------------|-------------|
| <b>Net cash outflow from operating activities</b>             | 28    | <b>(3,001,981)</b> | (2,765,349) |
| <b>Investing activities</b>                                   |       |                    |             |
| Interest received   |       | 4,437              | 4,091       |
| Purchases of property, plant and equipment                    |       | (5,198)            | (4,919)     |
| <b>Net cash used in investing activities</b>                  |       | <b>(761)</b>       | (828)       |
| <b>Financing activities</b>                                   |       |                    |             |
| Interest paid   |       | (10)               | (3)         |
| Proceeds on issue of shares                                   |       | 3,037,961          | 4,185,627   |
| Share issue costs   |       | (137,818)          | (296,094)   |
| <b>Net cash from financing activities</b>                     |       | <b>2,900,133</b>   | 3,889,530   |
| <b>Net (decrease) / increase in cash and cash equivalents</b> |       | <b>(102,609)</b>   | 1,123,353   |
| <b>Cash and cash equivalents at beginning of year</b>         |       | <b>1,618,574</b>   | 364,590     |
| Effect of foreign exchange rate changes                       |       | 120,184            | 130,631     |
| <b>Cash and cash equivalents at end of year</b>               |       | <b>1,636,149</b>   | 1,618,574   |

# Company cash flow statement

For the year ended 31 December 2013

|  | 2013<br>£          | 2012<br>£   |
|--|--------------------|-------------|
| <b>Loss for the year</b>                                       | <b>(2,783,174)</b> | (2,586,054) |
| <b>Adjustment for:</b>   |                    |             |
| Share based payment expenses                                   | <b>(312,640)</b>   | -           |
| <b>Operating cash flows before movement in working capital</b> | <b>(3,095,814)</b> | (2,586,054) |
| Decrease / (increase) in receivables                           | <b>255,212</b>     | (98,700)    |
| Increase in payables   | <b>14,464</b>      | 1,481       |
| <b>Net cash outflow from operating activities</b>              | <b>(2,826,138)</b> | (2,683,273) |
| <b>Financing activities</b>                                    |                    |             |
| Proceeds on issue of shares                                    | <b>3,037,961</b>   | 4,185,627   |
| Share issue costs  | <b>(137,818)</b>   | (296,094)   |
| <b>Net cash from financing activities</b>                      | <b>2,900,143</b>   | 3,889,533   |
| <b>Net increase in cash and cash equivalents</b>               | <b>74,005</b>      | 1,206,260   |
| <b>Cash and cash equivalents at beginning of year</b>          | <b>1,397,303</b>   | 191,043     |
| <b>Cash and cash equivalents at end of year</b>                | <b>1,471,308</b>   | 1,397,303   |



# Notes to the Financial Statements

For the year ended 31 December 2013

## 1. General information

Cyan Holdings plc is a Company incorporated in the United Kingdom under the Companies Act 2006. The address of the registered office is Cyan Holdings plc, Buckingham Business Park, Swavesey CB24 4UQ. The nature of the Group's operations and its principal activities are set out in the Strategic Report on page 14.

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

## 2. Adoption of new and revised Standards

In the current year, the following new and revised Standards and Interpretations have been adopted and have affected the amounts reported in these financial statements.

### *Standards affecting the reported results or the financial position*

In the current year, there were no new and revised Standards and Interpretations that have been adopted and which affected the amounts reported in these financial statements.

### *Standards not affecting the reported results or the financial position*

The following new and revised Standards and Interpretations have been adopted in the current year. Their adoption has not had any significant impact on the amounts reported in these financial statements.

|  |  |
|--|--|
| Annual Improvements to IFRSs: 2009-2011 Cycle (May 2012) | Annual Improvements to IFRSs: 2009-2011 Cycle                            |
| Amendments to IAS 1 (June 2011)                          | Presentation of Items of Other Comprehensive Income                      |
| Amendments to IAS 12 (Dec 2010)                          | Deferred Tax: Recovery of Underlying Assets                              |
| Amendments to IFRS 1 (Dec 2010)                          | Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters |
| Amendments to IFRS 1 (March 2012)                        | Government Loans   |
| Amendments to IFRS 7 (Dec 2011)                          | Disclosures – Offsetting Financial Assets and Financial Liabilities      |
| IAS 19 (revised June 2011)                               | Employee Benefits  |
| IFRS 13  | Fair Value Measurement   |
| IFRIC 20   | Stripping Costs in the Production Phase of a Surface Mine                |

At the date of authorisation of these financial statements, the following Standards and Interpretations which have not been applied in these financial statements were in issue but not yet effective (and in some cases had not yet been adopted by the EU):

|  |  |
|--|--|
| Annual Improvements to IFRSs: 2011-13 Cycle (Dec 2013) | Annual Improvements to IFRSs: 2011-13 Cycle                  |
| Amendments to IAS 19 (Nov 2013)                        | Defined Benefit Plans: Employee Contributions                |
| Amendments to IAS 32 (Dec 2011)                        | Offsetting Financial Assets and Financial Liabilities        |
| Amendments to IAS 36 (May 2013)                        | Amendments to IAS 36 (May 2013)                              |
| Amendments to IAS 39 (Jun 2013)                        | Novation of Derivatives and Continuation of Hedge Accounting |
| Amendments to IFRS 10, IFRS 12 and IAS 27 (Oct 2012)   | Investment Entities  |
| IAS 27 (revised May 2011)                              | Separate Financial Statements                                |
| IAS 28 (revised May 2011)                              | Investments in Associates and Joint Ventures                 |
| IFRS 10  | Consolidated Financial Statements                            |
| IFRS 11  | Joint Arrangements   |
| IFRS 12  | Disclosure of Interests in Other Entities                    |
| IFRIC 21   | Levies   |

## Notes to the Financial Statements (continued)

### 2. Adoption of new and revised Standards (continued)

The directors do not expect that the adoption of the Standards and Interpretations listed above will have a material impact on the financial statements of the Group in future periods, except that IFRS 9 will impact both the measurement and disclosures of Financial Instruments.

Beyond the information above, it is not practicable to provide a reasonable estimate of the effect of these standards until a detailed review has been completed.

### 3. Significant accounting policies

#### Group

#### Basis of accounting

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs). The financial statements have also been prepared in accordance with IFRSs adopted by the European Union and therefore the Group financial statements comply with Article 4 of the EU IAS Regulation.

The financial statements have been prepared on the historical cost basis. The principal accounting policies adopted are set out below.

#### Going concern

The directors have prepared a business plan and cash flow forecast for the period to 31 December 2015 which, together, represent the directors' best estimate of the future development of the Group. The forecast contains certain assumptions, the most significant of which are the level and timing of sales and the gross margin on those sales, together with the need to secure additional finance in order to fund working capital within the next six months.

At the time of the preparation of these financial statements, the sales forecast includes a number of sales opportunities in emerging markets, two of which are at an advanced stage. A sensitivity analysis has been performed on the sales forecast in order to evaluate the additional cash requirement in the event that some of the opportunities do not close or are further delayed.

The directors have recognised that the Group is trading principally in three emerging country markets, namely India, Brazil and China. These markets have an inherent level of uncertainty associated with them and this may result in the predicted level of sales not being achieved and/or the timing of orders being delayed, as has been the case for the Group in the past. The directors have taken reasonable steps to satisfy themselves about the robustness of sales forecasts but acknowledge that the timing of customer orders in the Group's target markets is fundamentally uncertain. This may impact both the Group's ability to generate positive cashflow and to raise new finance. Consequently there is a significant risk that the level of sales achieved is materially lower than the forecast or at materially lower margins. This constitutes a material uncertainty.

Given the commercial prospects at the time of the preparation of this report, together with the prior track record of the Group in raising new equity financing, the directors consider that the Group has a good opportunity to close some of the sales opportunities in the pipeline and secure the additional funding that will be required. There remains a significant risk that the required level of new funding will not be received in the necessary timescales or at all. This constitutes a material uncertainty.

There is a material uncertainty related to the assumptions described above which may cast significant doubt on the company's ability to continue as a going concern and, therefore, it may be unable to realise its assets and discharge its liabilities in the normal course of business. The financial statements do not include the adjustments that would result if the Company was unable to continue as a going concern. In the event the company ceased to be a going concern, the adjustments would include writing down the carrying value of assets, including stocks, to their recoverable amount and providing for any further liabilities that might arise.



For the year ended 31 December 2013

### Going concern (continued)

Notwithstanding the material uncertainties described above, the directors have a reasonable expectation that the company can continue to meet their liabilities as they fall due, for a period of at least 12 months from the date of approval of this report.

### Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries) made up to 31 December each year. Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

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

### Revenue recognition

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

Revenue is recognised when it is probable that economic benefits will flow to the Group and delivery of product has occurred, the sales price is fixed or determinable and collectability is reasonably assured.

Depending on the delivery conditions, title and risk must have passed to that customer and acceptance of the product, when contractually required, must have been obtained, or, in cases where such acceptance is not contractually required, when management has established that all aforementioned conditions for revenue recognition have been met and no further post-shipment obligations exist other than obligations under warranty.

Given that there exists a right of return for sales to the majority of Cyan's distributors, revenue is recognised at an amount that reflects a reduction for the estimated level of returns.

### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases. The Group currently only holds operating leases. Rentals payable under the operating leases are charged to income on a straight-line basis over the term of the relevant lease.

### Foreign currencies

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

In preparing the financial statements of the individual companies, transactions in currencies other than the entity's functional currency (foreign currencies) are recorded at the rates of exchange prevailing on the dates of the transactions. At each balance sheet date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the balance sheet date. Non-monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was determined.

Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

## Notes to the Financial Statements (continued)

### 3. Significant accounting policies (continued)

#### Foreign currencies (continued)

Exchange differences are recognised in profit or loss in the period in which they arise except for exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur, which form part of the net investment in a foreign operation, and which are recognised in the foreign currency translation reserve and recognised in profit or loss on disposal of the net investment.

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

#### Operating loss

Operating loss is stated after charging restructuring and non-recurring costs but before investment income and finance costs.

#### Retirement benefit costs

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due. These were the only payments made by the Group in the year under review.

#### Taxation

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

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

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

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

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

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

For the year ended 31 December 2013

### **Taxation (continued)**

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

### **Property, plant and equipment**

Fixtures and equipment are stated at cost less accumulated depreciation and any recognised impairment loss.

Depreciation is charged so as to write off the cost or valuation of assets over their estimated useful lives, using the straight-line method, on the following bases:

|                        |           |
|------------------------|-----------|
| Fixtures and equipment | 20% - 50% |
|------------------------|-----------|

There are no assets held under finance leases.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in income.

### **Research and development expenditure**

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

In the event that an internally generated intangible asset arises from the Group's development activities then it will be recognised only if all of the following conditions are met:

- an asset is created that can be identified (such as software and new processes);
- it is probable that the asset created will generate future economic benefits; and
- the development cost of the asset can be measured reliably

Internally-generated intangible assets are amortised on a straight-line basis over their useful lives. Where no internally-generated intangible asset can be recognised, development expenditure is recognised as an expense in the period in which it is incurred.

### **Inventories**

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

### **Financial instruments**

Financial assets and financial liabilities are recognised in the Group's balance sheet when the Group becomes a party to the contractual provisions of the instrument.

### **Financial assets**

Investments are recognised and derecognised on a trade date where the purchase or sale of an investment is under a contract whose terms require delivery of the investment within the timeframe established by the market concerned, and are initially measured at fair value, plus transaction costs, except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value.

The Group has only two classes of financial assets being cash and cash equivalents and loans and receivables.

## Notes to the Financial Statements (continued)

### 3. Significant accounting policies (continued)

#### Loans and receivables

Trade receivables, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as loans and receivables. All the Group's loans and receivables are short-term receivables and no interest is accounted for on these balances.

#### Impairment of financial assets

Financial assets are assessed for indicators of impairment at each balance sheet date. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been impacted.

For certain categories of financial asset, such as trade receivables, assets that are assessed not to be impaired individually are subsequently assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 15 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectable, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value.

#### Financial liabilities

All the Group's financial liabilities are classified as 'other financial liabilities'.

#### Other financial liabilities

Other financial liabilities, including borrowings, are initially measured at fair value, net of transaction costs. Other financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis. The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or, where appropriate, a shorter period.

#### Equity instruments

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

#### Provisions

Provisions are recognised when the Group has a present obligation as a result of a past event, and it is probable that the Group will be required to settle that obligation. Provisions are measured at the directors' best estimate of the expenditure required to settle the obligation at the balance sheet date, and are discounted to present value where the effect is material.

### Share-based payments

The Group has applied the requirements of IFRS 2 Share-based Payment. In accordance with the transitional provisions, IFRS 2 has been applied to all grants of equity instruments after 7 November 2002 that were unvested at 1 January 2005.

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

Fair value is measured by use of the Black Scholes model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

### Company

The financial statements have been prepared on the historical cost basis. The principal accounting policies adopted are the same as those set out for the Group consolidated financial statements except as noted below.

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

The loss for the year dealt with in the financial statements of the Company was £2,783,174 (2012: £2,586,054). As permitted by section 408 of the Companies Act 2006, no separate income statement is presented in respect of the parent Company.

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

In the application of the Group's accounting policies, which are described in note 3, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

### Critical judgements in applying the Group's accounting policies

The following are the critical judgements that the directors have made in the process of applying the Group's accounting policies and that have the most significant effect on the amounts recognised in financial statements.

- The directors have prepared the financial statements on the basis that the Company is a going concern. Further information on this critical judgement is included in note 3 and within the Directors' Report.
- Inventories include stocks of raw materials and finished goods that the directors believe will be sold within the period to December 2014 covered by the Group's business plan. The directors have assumed that the carrying value is recoverable as a result of the sales and gross margins forecast in that plan. Stocks of product that are not included within the sales forecasts have been provided against in full.

## Notes to the Financial Statements (continued)

### 5. Revenue

An analysis of the Group's revenue is as follows:

|                              | 2013<br>£ | 2012<br>£ |
|------------------------------|-----------|-----------|
| <b>Continuing operations</b> |           |           |
| Sale of goods                | 137,996   | 315,194   |
| Investment income            | 4,437     | 4,091     |
| Total revenue                | 142,433   | 319,285   |

### 6. Business and geographical segments

The Group has concluded that it operates only one business segment as defined by IFRS 8. The information used by the Group's chief operating decision maker to make decisions about the allocation of resources and assessing performance is presented on a consolidated Group basis. Accordingly no segmental analysis is presented. This may change in the future as the Group's business develops further.

During 2013 there were 4 customers (2012: 3) whose turnover accounted for more than 10% of the Group's total revenue as follows:-

|            | Turnover<br>£ | Percentage of<br>Total<br>% |
|------------|---------------|-----------------------------|
| Customer A | 74,558        | 54                          |
| Customer B | 19,891        | 14                          |
| Customer C | 19,614        | 14                          |
| Customer D | 15,537        | 11                          |

Due to the commercial sensitivity the names of the above customers have not been disclosed.

During 2013 revenue split between the UK and other countries for sale of goods was as follows:

|               | 2013          |                             | 2012          |                             |
|---------------|---------------|-----------------------------|---------------|-----------------------------|
|               | Turnover<br>£ | Percentage<br>of Total<br>% | Turnover<br>£ | Percentage<br>of Total<br>% |
| UK            | 19,614        | 14.2                        | 21,719        | 6.9                         |
| Rest of World | 118,382       | 85.8                        | 293,475       | 93.1                        |
|               | 137,996       | 100.0                       | 315,194       | 100.0                       |

### 7. Loss for the year

Loss for the year has been arrived at after charging:

|   | 2013<br>£ | 2012<br>£ |
|---|-----------|-----------|
| Net foreign exchange losses                   | 63,880    | 123,208   |
| Research and development costs                | 1,479,355 | 1,141,005 |
| Depreciation of property, plant and equipment | 9,334     | 24,993    |
| Inventories recognised as an expense          | 33        | 39        |
| Provision for stock obsolescence              | 473,394   | -         |
| Staff costs (see note 9)                      | 1,447,922 | 1,605,261 |
| Operating lease costs                         | 86,177    | 98,416    |

# Notes to the Financial Statements

## 8. Auditor's remuneration

The analysis of auditor's remuneration is as follows:

|  | 2013<br>£     | 2012<br>£     |
|--|---------------|---------------|
| Fees payable to the Company's auditor for the audit of the Company's annual accounts         | 19,715        | 18,300        |
| Fees payable to the Company's auditor and its associates for the other services to the Group |               |               |
| - The audit of the Company's subsidiaries pursuant to legislation                            | 10,000        | 10,000        |
| <b>Total audit fees</b>  | <b>29,715</b> | <b>28,300</b> |
| - Tax services   | 5,500         | 20,400        |
| - Other services pursuant to legislation   | 3,400         | 3,330         |
| <b>Total non-audit fees</b>  | <b>8,900</b>  | <b>23,700</b> |

## 9. Employee information

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

|                          | 2013<br>Number | 2012<br>Number |
|--------------------------|----------------|----------------|
| Sales and administration | 13             | 12             |
| Research and development | 9              | 8              |
| Operations and logistics | 3              | 3              |
|                          | <b>25</b>      | <b>23</b>      |

|   | 2013<br>£        | 2012<br>£        |
|---|------------------|------------------|
| Their aggregate remuneration comprised: |                  |                  |
| Wages and salaries                      | 1,291,715        | 1,418,077        |
| Social security costs                   | 119,416          | 143,340          |
| Other pension costs                     | 36,791           | 43,844           |
|   | <b>1,447,922</b> | <b>1,605,261</b> |

### Key management compensation

The directors are of the opinion that key management personnel during 2013 comprised of the Board of Directors, the Company Secretary, the VP of Worldwide Sales and Marketing, the Chief Operating Officer and the Product Director. These persons had the authority and responsibility for planning, directing and controlling the activities of the Group. Remuneration of these personnel for 2013 is detailed below. During 2012 key management personnel comprised of the Board of Directors, the VP of Worldwide Sales and Marketing and the VP of Engineering.

|   | 2013<br>£      | 2012<br>£      |
|---|----------------|----------------|
| Their aggregate remuneration comprised: |                |                |
| Wages and salaries                      | 544,775        | 496,525        |
| Social security costs                   | 48,640         | 65,465         |
| Other pension costs                     | 13,717         | 9,750          |
|   | <b>607,132</b> | <b>571,740</b> |

Specific details of directors' remuneration are included in the Remuneration Committee Report within this Annual Report.

## Notes to the Financial Statements (continued)

### 10. Investment revenue

|                   | 2013<br>£ | 2012<br>£ |
|-------------------|-----------|-----------|
| Interest revenue: |           |           |
| Bank deposits     | 4,437     | 4,091     |

Investment revenue is all earned on cash and cash equivalents.

### 11. Finance costs

|                                       | 2013<br>£ | 2012<br>£ |
|---------------------------------------|-----------|-----------|
| Interest on bank overdrafts and loans | 10        | 3         |

### 12. Tax

|   | 2013<br>£ | 2012<br>£ |
|---|-----------|-----------|
| Current tax:                                |           |           |
| UK corporation tax on profits of the period | (270,135) | (222,762) |
| Deferred tax (note 20)                      | -         | -         |
|   | (270,135) | (222,762) |

Corporation tax is calculated at 23.25 per cent (2012: 24.5 per cent) of the estimated assessable profit for the year.

Taxation for other jurisdictions is calculated at the rates prevailing in the respective jurisdictions.

The credit for the year can be reconciled to the loss per the income statement as follows:

|   | 2013<br>£   | 2012<br>£   |
|---|-------------|-------------|
| Loss before tax   | (3,262,330) | (3,099,534) |
| A standard rate of 23.25% (2012: 24.5%)                       | (758,305)   | (759,386)   |
| Effects of:   |             |             |
| Expenses not deductible for tax purposes                      | 39,908      | 27,024      |
| Income not taxable for tax purposes                           | (8,832)     | -           |
| Other permanent differences                                   | 28,754      | -           |
| Effect of overseas tax rates                                  | -           | 17,599      |
| Tax effect of capital allowances in deficit of depreciation   | 1,847       | 1,943       |
| Net tax effect of research and development                    | 253,725     | 192,089     |
| Tax effect of other unrecognised temporary differences        | 61,635      | 2,167       |
| Unrelieved tax losses and other deductions in the period      | 381,268     | 520,731     |
| Prior year adjustment   | -           | 12,414      |
| Research and development tax credit receivable - current year | (270,135)   | (237,343)   |
| Actual current tax credit in the year                         | (270,135)   | (222,762)   |

#### Factors affecting tax charge in future years

The Finance Act 2013, which provides for a reduction in the main rate of corporation tax from 23% to 21% effective from 1 April 2014 and to 20% effective from 1 April 2015, was substantively enacted on 2 July 2013. These rate reductions have been reflected in the calculation of deferred tax at the balance sheet date.



### 13. Loss per share

The calculation of the basic and diluted loss per share is based on the following data:

#### Loss

|   | 2013<br>£ | 2012<br>£ |
|---|-----------|-----------|
| Loss for the purposes of basic loss per share being net loss attributable to equity holders of the parent | 2,992,195 | 2,876,772 |

#### Number of shares

|   | No.           | No.           |
|---|---------------|---------------|
| Weighted average number of ordinary shares for the purposes of basic and diluted loss per share | 2,797,766,136 | 2,297,507,867 |

### 14. Intangible assets

No intangible assets are held at valuation in these accounts.

|  | Software   |              |
|--|------------|--------------|
|  | Group<br>£ | Company<br>£ |
| Cost   |            |              |
| At 1 January 2012, 1 January 2013 and 31 December 2013 | 143,964    | 143,964      |
| Amortisation   |            |              |
| At 1 January 2012, 1 January 2013 and 31 December 2013 | 143,964    | 143,964      |
| Carrying amount  |            |              |
| At 31 December 2013                                    | -          | -            |
| At 31 December 2012                                    | -          | -            |

## Notes to the Financial Statements (continued)

### 15. Property, plant and equipment

No assets are held at valuation in these accounts.

#### Group

|                                 | <b>Fixtures and<br/>equipment<br/>£</b> |
|---------------------------------|---|
| <b>Cost</b>                     |   |
| At 1 January 2012               | 312,183                                 |
| Additions                       | 4,919                                   |
| Disposals                       | (1,536)                                 |
| Exchange differences            | (1,494)                                 |
| At 1 January 2013               | 314,072                                 |
| Additions                       | 5,198                                   |
| Disposals                       | (35,791)                                |
| Exchange differences            | (737)                                   |
| <b>At 31 December 2013</b>      | <b>282,742</b>                          |
| <b>Accumulated Depreciation</b> |   |
| At 1 January 2012               | 282,340                                 |
| Charge for the year             | 24,993                                  |
| Disposals                       | (819)                                   |
| Exchange differences            | (1,432)                                 |
| At 1 January 2013               | 305,082                                 |
| Charge for the year             | 9,334                                   |
| Disposals                       | (34,295)                                |
| Exchange differences            | (1,254)                                 |
| <b>At 31 December 2013</b>      | <b>278,867</b>                          |
| Carrying Amount                 |   |
| <b>At 31 December 2013</b>      | <b>3,875</b>                            |
| <b>At 31 December 2012</b>      | <b>8,990</b>                            |

At 31 December 2013 the Group had no contractual commitments outstanding for the acquisition of property, plant and equipment (31 December 2012: £nil)

### 16. Subsidiaries

A list of the significant investments in subsidiaries, including the name, country of incorporation and proportion of ownership interest is given in note 32.

## 17. Inventories

### Group

|                                    | 2013<br>£      | 2012<br>£ |
|------------------------------------|----------------|-----------|
| Raw materials                      | 635,017        | 688,829   |
| Finished goods                     | 421,631        | 335,412   |
| Less: Provision for obsolete stock | (473,448)      | -         |
|                                    | <b>583,200</b> | 1,024,241 |

The Company holds no inventories at either balance sheet date.

## 18. Trade and other receivables and financial assets

Both the Company and the Group have a single category of financial asset being loans and receivables. The Group's loans and receivables, which include cash and cash equivalents as well as trade receivables total £1,642,372 (2012: £1,635,542). Those of the Company include loans and cash and cash equivalents and total £1,471,308 (2012: £1,397,303).

### Trade and other receivables

|   | Group          |           | Company        |           |
|---|----------------|-----------|----------------|-----------|
|   | 2013<br>£      | 2012<br>£ | 2013<br>£      | 2012<br>£ |
| Amount receivable for the sale of goods | 6,223          | 16,968    | -              | -         |
| Other debtors                           | 302,195        | 257,097   | 11,510         | 4,260     |
| EBT loan                                | -              | -         | 138,803        | 395,901   |
| Prepayments                             | 37,376         | 58,956    | 26,732         | 32,097    |
|   | <b>345,794</b> | 333,021   | <b>177,045</b> | 432,258   |

During the year £1,734 was written off the value of the carrying amount of trade and other receivables (2012: £nil).

The directors consider that the carrying amount of trade and other receivables at 31 December 2013 approximates to their fair value.

Amounts receivable from the Group undertakings are shown in note 32.

### Cash and cash equivalents

|                           | Group     |           | Company   |           |
|---------------------------|-----------|-----------|-----------|-----------|
|                           | 2013<br>£ | 2012<br>£ | 2013<br>£ | 2012<br>£ |
| Cash and cash equivalents | 1,636,149 | 1,618,574 | 1,471,308 | 1,397,303 |

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

Barclays Bank plc have given a guarantee in respect of £10,000 to HMRC on behalf of Cyan Technology Limited. As security for this guarantee, Barclays hold a legal charge over a deposit account held specifically for this purpose for £10,000. This cash cannot be used for any other purposes.

## Notes to the Financial Statements (continued)

### 19. Financial risk management

The Group's financial function provides services to the business, monitors and manages the financial risks relating to the operations of the Group. These risks include market risk (including currency risk), credit risk and liquidity risk. The Group does not enter into or trade financial instruments, including derivative financial instruments, for any purpose.

#### Market risk

The Group's activities expose it primarily to the financial risks of changes in foreign currency exchange rates as it undertakes certain transactions denominated in foreign currencies. This is managed through careful control of the Group's foreign currency balances. There has been no change to the Group's exposure to market risks or to the manner in which it measures and manages the risk. The Group and Company had no material foreign exchange exposures at 31 December 2013 or 31 December 2012 and consequently no sensitivity analysis is presented.

#### Credit risk

The Group's credit risk is primarily attributable to its trade receivables, the credit risk on other classes of financial asset is insignificant. The amounts presented in the balance sheet are net of allowances for doubtful receivables. An allowance for impairment is made where there is an identified loss event which, based on previous experience, is evidence of a reduction in the recoverability of the cash flows.

At 31 December 2013 the Group had no significant concentration of credit risk, with exposure being both small in quantum and spread over a number of counterparties and customers.

There are £1,215 of debtors which were past due at the reporting date and not impaired (2012: £274). £1,215 is 0-90 days overdue (2012: £nil) and £nil is over 90 days overdue (2012: £274); the remaining balance is not yet due. There was no allowance for doubtful debts at 31 December 2013 (2012: £nil). There was a bad debt charge for the year of £1,734 (2012: £nil). The Company has made a provision against the full amount of the debt owed to it by its subsidiary companies totalling £26,579,091 (2012: £27,044,566). In addition, the Company has made a provision of £669,767 (2012: £412,669) against the debt owed to it by Cyan Technology Limited relating to the loan for EBT shares, to bring the loan in line with market value of the shares held in the Trust. These amounts are not overdue. Since the Group holds no collateral, the maximum exposure to credit risk is the carrying value of trade receivables.

#### Liquidity risk

Liquidity risk of the Group is attributable to the sales level at the current business development stage not being able to generate sufficient cash flows to support required working capital. The Group manages liquidity risk by maintaining adequate reserves and banking facilities and continuously monitoring forecast and actual cash flows.

### 20. Deferred tax

No deferred tax liabilities and assets have been recognised by the Group in the current or prior reporting period. At the balance sheet date an unrecognised deferred tax asset relating to tax losses and accelerated capital allowances of £3.4m (2012: £3.7m) existed. No deferred tax asset has been recognised due to the unpredictability and uncertainty of future profit streams.

### 21. Other financial liabilities

Both the Group and the Company have only one category of financial liability being trade payables held at amortised cost. Those of the Group totalled £59,512 (2012: £67,207) and those of the Company totalled £11,034 (2012: £11,355).

## 21. Trade and other payables

|                             | Group   |         | Company |        |
|-----------------------------|---------|---------|---------|--------|
|                             | 2013    | 2012    | 2013    | 2012   |
|                             | £       | £       | £       | £      |
| Trade payables and accruals | 298,441 | 287,772 | 57,141  | 42,677 |

Trade payables and accruals principally comprise amounts outstanding for trade purchases and ongoing costs all of which are payable within a year. The average credit period taken for trade purchases is 20 days (2012: 20 days). The Group has not incurred interest charges for late payment of invoices during the year (2012: £nil). The Group has financial risk management policies in place to ensure that all payables are paid within agreed credit timeframes.

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

All of the Group's and the Company's trade payables are due within 3 months. The Group's operating lease commitments are shown within note 29.

## 22. Share capital

|  | 2013    | 2012    |
|--|---------|---------|
|  | £       | £       |
| Issued and fully paid:   |         |         |
| 3,416,381,300 ordinary shares of 0.01 pence each<br>(2012: 2,326,805,503 ordinary shares of 0.01 pence each) | 341,638 | 232,681 |

On 10 April 2013 the Company completed a placing the result of which was 223,333,333 ordinary shares of 0.01 pence per share being issued at a price of 0.45 pence per share to raise £1.005M before expenses.

On 20 December 2013 the Company completed a placing the result of which was 733,333,333 ordinary shares of 0.01 pence each being issued at a price of 0.15 pence per share to raise £1.1M before expenses. The funds from the placings were raised to develop and execute on the Group's strategy.

In August 2012 the Company had issued 301,365,000 warrants with an exercise price of 0.5 pence per share and a further 34,914,000 warrants with an exercise price of 0.4787 pence per share. These warrants could be exercised any time between August 2012 and August 2013. In the period to 2 August 2013 when the warrants expired, a total of 100,579,149 warrants were exercised raising a total of £497.1k for the Company.

During the first quarter of 2013 directors purchased shares on a monthly basis, summarised below, as part of the directors' share plan detailed in the Cyan circular of September 2010.

|             |                  |
|-------------|------------------|
| John Cronin | 2,881,074 shares |
| Simon Smith | 1,773,749 shares |
| John Read   | 805,042 shares   |

During 2013, invoices for certain suppliers were settled by way of share issues as follows:-

|                |                   |
|----------------|-------------------|
| September 2013 | 9,573,488 shares  |
| November 2013  | 3,615,584 shares  |
| December 2012  | 13,680,970 shares |

No shares were issued as a result of the exercise of share options (2012: none).

The Company has one class of ordinary share which carries no right to fixed income.

## Notes to the Financial Statements (continued)

### 23. Share premium account

|   | Group<br>£        | Company<br>£      |
|---|-------------------|-------------------|
| Balance at 1 January 2012                 | 21,654,936        | 21,654,936        |
| Restructure of share capital              | 2,267,501         | 2,267,501         |
| Premium arising on issue of equity shares | 4,189,511         | 4,189,511         |
| Expenses of issue of equity shares        | (332,733)         | (332,733)         |
| Balance at 31 December 2012               | 27,779,215        | 27,779,215        |
| Premium arising on issue of equity shares | 2,620,569         | 2,620,569         |
| Expenses of issue of equity shares        | 170,617           | 170,617           |
| <b>Balance at 31 December 2013</b>        | <b>30,570,401</b> | <b>30,570,401</b> |

The nominal value of the ordinary shares of the Company was reduced in 2012 which resulted in the decrease in share capital and increase in share premium.

### 24. Own shares held

|   | Group<br>£       |
|---|------------------|
| Balance at 1 January 2012                               | (690,191)        |
| Movement during the year (new shares issued)            | (118,665)        |
| <b>Balance at 31 December 2012 and 31 December 2013</b> | <b>(808,856)</b> |

This is related to the shares issued to the Employee Benefit Trust (see details in Directors' Remuneration Report).

### 25. Share option reserves

|                                    | Group<br>£     | Company<br>£   |
|------------------------------------|----------------|----------------|
| Balance at 1 January 2012          | 749,865        | 749,865        |
| Movement in the year               | 26,325         | 26,325         |
| Balance at 31 December 2012        | 776,190        | 776,190        |
| Movement in the year               | (399,500)      | (399,500)      |
| <b>Balance at 31 December 2013</b> | <b>376,690</b> | <b>376,690</b> |

Share option reserve arises from the share options issued to the employees of the Group. The movement during the year is mainly due to the forfeiture of share options issued in prior years.

### 26. Retained earnings

|                                    | Group<br>£          | Company<br>£        |
|------------------------------------|---------------------|---------------------|
| Balance at 1 January 2012          | (22,190,587)        | (24,060,489)        |
| Net loss for the year              | (2,876,772)         | (2,586,054)         |
| Balance at 31 December 2012        | (25,067,359)        | (26,646,543)        |
| Net loss for the year              | (2,992,195)         | (2,783,174)         |
| <b>Balance at 31 December 2013</b> | <b>(28,059,554)</b> | <b>(29,429,717)</b> |

## 27. Translation Reserve

|   | Group<br>£ |
|---|------------|
| Balance at 1 January 2012                                 | (328,358)  |
| Exchange differences on translation of foreign operations | 113,541    |
| Balance at 1 January 2013                                 | (214,817)  |
| Exchange differences on translation of foreign operations | 65,075     |
| Balance at 31 December 2013                               | (149,742)  |

Translation reserve arises from retranslating the financial results of the foreign subsidiary which are consolidated into the Group's consolidated financial statements.

## 28. Notes to the consolidated cash flow statement

|  | 2013<br>£          | 2012<br>£   |
|--|--------------------|-------------|
| Operating loss for the year:                             | <b>(3,266,757)</b> | (3,103,622) |
| Adjustments for:   |                    |             |
| Depreciation of property, plant and equipment            | <b>9,334</b>       | 24,993      |
| Share-based payment expense                              | <b>(399,500)</b>   | (10,314)    |
| Operating cash flows before movements in working capital | <b>(3,656,923)</b> | (3,088,943) |
| (Increase) / decrease in inventories                     | <b>441,041</b>     | (50,664)    |
| (Increase) / decrease in receivables                     | <b>(12,773)</b>    | 98,436      |
| Decrease in payables                                     | <b>(10,669)</b>    | (61,355)    |
| Cash reduced by operations                               | <b>(3,239,324)</b> | (3,102,526) |
| Income taxes received                                    | <b>273,343</b>     | 337,177     |
| <b>Net cash outflow from operating activities</b>        | <b>(3,001,981)</b> | (2,765,349) |

Cash and cash equivalents (which are presented as a single class of assets on the face of the balance sheet) comprise cash at bank and other short-term highly liquid investments with maturity of three months or less.

## 29. Operating lease arrangements

### The Group as a lessee

|  | 2013<br>£     | 2012<br>£ |
|--|---------------|-----------|
| Minimum lease payments under operating leases recognised as an expense in the year | <b>82,786</b> | 98,416    |

At the balance sheet date, the Group had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

|  | 2013<br>£     | 2012<br>£ |
|--|---------------|-----------|
| Within one year                        | <b>12,472</b> | 63,349    |
| In the second to fifth years inclusive | -             | 11,458    |

Operating lease payments represent rentals payable by the Group for certain of its office properties. Leases are negotiated for an average term of 5 years and rentals are fixed for an average of 5 years with an option to extend for a further 5 years at the then prevailing market rate. The Company is currently negotiating a new lease on its current premises.

## Notes to the Financial Statements (continued)

### 29. Operating lease arrangements (continued)

#### The Company as a lessee

|  | 2013   | 2012   |
|--|--------|--------|
|  | £      | £      |
| Minimum lease payments under operating leases recognised as an expense in the year | 55,000 | 55,000 |

At the balance sheet date, the Company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

|  | 2013   | 2012   |
|--|--------|--------|
|  | £      | £      |
| Within one year                        | 11,458 | 55,000 |
| In the second to fifth years inclusive | -      | -      |

### 30. Contingent liabilities

The Company is a party in an ongoing employment tribunal case. If this claim is successful against the Company, the total liability inclusive of damages for breach of contract will be at the discretion of the tribunal, but could be a sum of up to £100,000.

During 2012 there were no contingent liabilities.

### 31. Share-based payments

#### Equity-settled share option scheme

The Company has a share option scheme for all employees of the Group. Options are exercisable at a price equal to the average quoted market price of all the Company's shares on the date of grant. The vesting period is 4 years. If the options remain unexercised after a period of 10 years from the date of grant, the options expire. Options are forfeited if the employee leaves the Group before the options vest.

Details of the share options outstanding during the year are as follows.

|                                      | 2013                          |   | 2012                          |   |
|--------------------------------------|-------------------------------|---|-------------------------------|---|
|                                      | Number<br>of share<br>options | Weighted<br>average<br>exercise<br>price (in £) | Number<br>of share<br>options | Weighted<br>average<br>exercise<br>price (in £) |
| Outstanding at beginning of period   | 52,780,590                    | 0.006   | 30,598,472                    | 0.011   |
| Granted during the period            | 298,496,568                   | 0.003   | 49,783,097                    | 0.006   |
| Forfeited during the period          | (15,670,070)                  | 0.009   | (27,600,979)                  | 0.011   |
| Outstanding at the end of the period | 335,607,088                   | 0.003   | 52,780,590                    | 0.006   |
| Exercisable at the end of the period | 11,421,590                    | 0.006   | 4,670,922                     | 0.010   |

The options outstanding at 31 December 2013 had a weighted average exercise price of £0.003 and a weighted average remaining contractual life of 117 months. In 2013, options were granted on 26 June and 19 December. The aggregate of the estimated fair values of those options is £279,286. In 2012, options were granted on 26 January, 25 April, 23 July, 21 November and 23 November. The aggregate of the estimated fair values of those options is £152,814.



The inputs into the Black-Scholes model are as follows:

|                                 | 2013           | 2012    |
|---------------------------------|----------------|---------|
| Weighted average share price    | <b>0.50p</b>   | 0.55p   |
| Weighted average exercise price | <b>0.33p</b>   | 0.55p   |
| Expected volatility             | <b>82%</b>     | 98%     |
| Expected life                   | <b>4 years</b> | 4 years |
| Risk free rate                  | <b>0.49%</b>   | 0.49%   |
| Expected dividend yield         | <b>0%</b>      | 0%      |

Expected volatility was determined by calculating the historical volatility of the Group's share price over the previous 36 months. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

The Group recognised a credit to expenses of £399,500 and a total expense of £26,325 related to equity-settled share-based payment transactions in 2013 and 2012 respectively.

### Warrants

The Company issues share warrants, either in connection with the issue of equity or for the service received from third parties. Warrants are issued at a fixed price and for a fixed number of shares, such that each warrant entitles the holder to subscribe for one Ordinary Share in the Company. All share warrants vest immediately on issue.

Details of the share warrants outstanding during the year are as follows:

|                                      | 2013                 |  | 2012               |  |
|--------------------------------------|----------------------|--|--------------------|--|
|                                      | Number of warrants   | Weighted average exercise price (in £) | Number of warrants | Weighted average exercise price (in £) |
| Outstanding at beginning of period   | <b>321,611,881</b>   | <b>0.016</b>                           | 35,000,000         | 0.017                                  |
| Granted during the period            | <b>94,444,444</b>    | <b>0.006</b>                           | 766,660,750        | 0.005                                  |
| Expired during the period            | <b>(302,495,426)</b> | <b>0.005</b>                           | (425,200,000)      | 0.006                                  |
| Exercised during the period          | <b>(100,579,149)</b> | <b>0.005</b>                           | (54,848,869)       | 0.005                                  |
| Outstanding at the end of the period | <b>12,981,750</b>    | <b>0.004</b>                           | 321,611,881        | 0.016                                  |
| Exercisable at the end of the period | <b>12,981,750</b>    | <b>0.004</b>                           | 321,611,881        | 0.016                                  |

The fair value of the warrants accounted for in accordance with IFRS2 'Share based payments' is measured by use of the Black-Scholes option pricing model.

## Notes to the Financial Statements (continued)

### 31. Share-based payments (continued)

The inputs into the Black Scholes model are as follows:

|                                 | <b>2013</b>    | 2012    |
|---------------------------------|----------------|---------|
| Weighted average share price    | <b>0.50p</b>   | 0.55p   |
| Weighted average exercise price | <b>0.40p</b>   | 0.55p   |
| Expected volatility             | <b>82%</b>     | 98%     |
| Expected life                   | <b>4 years</b> | 4 years |
| Risk free rate                  | <b>0.49%</b>   | 0.49%   |
| Expected dividend yield         | <b>0%</b>      | 0%      |

Expected volatility was determined by calculating the historical volatility of the Group's share price over the previous 36 months. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

### 32. Related party transactions

#### Investment in subsidiaries

|   | <b>Company<br/>2013<br/>£</b> | Company<br>2012<br>£ |
|---|-------------------------------|----------------------|
| As at 1 January                                     | <b>356,659</b>                | 366,973              |
| Capital decrease in respect of share based payments | <b>(48,872)</b>               | (10,314)             |
| At at 31 December                                   | <b>307,787</b>                | 356,659              |

Included in the figure of £307,787 above is an amount of £2,000 (2012: £2,000) relating to the investment held by Cyan Holdings plc in Cyan Technology Ltd. The remaining amount is a capital contribution amounting to £305,787 (2012: £354,659), which relates to the share compensation charge in respect of share options granted in the Company on behalf of employees in Cyan Technology Limited. The movement in 2013 of £48,872 related to a credit to the share option reserve which was mainly as a result of share option charges put through in previous periods relating to shares in the Employee Benefit Trust that expired during the year.

During the period, the Group and Company paid £98,500 (2012: £94,326) in respect of executive director services.

## Group

Transactions between the Company and its subsidiaries, which are related parties, have been eliminated on consolidation. The ultimate holding Company of the Group is Cyan Holdings plc. The members of the Group, all of which are 100% owned are as follows:

|                         |  |
|-------------------------|--|
| Cyan Technology Limited | <ul style="list-style-type: none"> <li>100% of the issued capital of the Company is held by Cyan Holdings plc</li> <li>The Company is incorporated in England and Wales and has an accounting period co terminus with that of the Group</li> <li>The principal activity of the Company is to provide a vehicle to market and sell the Groups' range of products</li> <li>The Company's results are consolidated into these accounts</li> </ul>   |
| Cyan Asia Limited       | <ul style="list-style-type: none"> <li>100% of the issued capital of the Company is held by Cyan Holdings plc</li> <li>The Company is incorporated in Hong Kong and has an accounting period co terminus with that of the Group</li> <li>The principal activity of the Company is to provide a vehicle to market and sell the Groups' range of products in Asia. The Company ceased trading during the year and is in the process of being dissolved.</li> <li>The Company's results are consolidated into these accounts</li> </ul> |

## Company

Transactions between the Company and its subsidiaries and associates are disclosed below.

|                                 | 2013<br>£         | 2012<br>£  |
|---------------------------------|-------------------|------------|
| <i>Loans to related parties</i> |                   |            |
| Cyan Technology Limited         | <b>26,579,091</b> | 24,144,427 |
| Cyan Asia Limited               | <b>2,103</b>      | 2,900,139  |
|                                 | <b>26,581,194</b> | 27,044,566 |

The balances due to Cyan Holdings plc do not carry an interest charge. Cyan Holdings plc makes a management charge for services rendered to Cyan Technology Limited. In the year to 31 December 2013 these amounted to £378,234 (2012: £551,020).

### 32. Post balance sheet event

Towards the end of 2013 a decision was made to close Cyan's office in Hong Kong (Cyan Asia Limited). This office had been run mainly to support and facilitate the manufacturing of Cyan's products in Hong Kong. Following the Company's decision to commence manufacturing in India (with associated benefits in terms of cost and customer proximity), the office was closed as soon as the two Indian Contract Equipment Manufacturers came on line. The formal process of deregistering the company commenced in January 2014 and is still ongoing.



# Officers and Professional Advisors

## **Nominated Advisor and Broker**

Allenby Capital Limited  
3 St. Helens Place  
Bishopsgate  
London  
EC3A 6AB

## **Joint Broker**

Hume Capital Securities Plc  
3rd Floor  
1 Carey Lane  
London  
EC2V 8AE

## **Auditor and Reporting Accountants**

Deloitte LLP  
City House  
125-130 Hills Road  
Cambridge  
CB2 1RY

## **Solicitors to the Company**

Taylor Wessing LLP  
24 Hills Road  
Cambridge  
CB2 1JP

## **Financial Public Relations Advisors to the Company**

Walbrook PR Ltd  
4 Lombard Street  
London  
EC4N 1TX

## **Registrars**

Capita Asset Services  
The Registry  
34 Beckenham Road  
Beckenham  
Kent  
BR3 4TU

## **Patent Attorneys**

Beresford & Co  
16 High Holborn  
London  
WC1V 6BX

## **Principal Banker**

Barclays Bank plc  
Chesterton Branch  
28 Chesterton Road  
Cambridge  
CB4 3AZ



Cyan Technology Ltd  
Buckingway Business Park  
Swavesey  
Cambridge  
UK  
t: +44 (0) 1954 234400  
e: [information@cyantechnology.com](mailto:information@cyantechnology.com)

