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## Who We Are

Somero® designs, manufactures and sells equipment that automates the process of spreading and leveling large volumes of concrete for commercial flooring and other horizontal surfaces, such as paved parking lots. Somero's innovative, proprietary products, including the large SXP®-D, CopperHead®, Mini Screed™ C, and the new SMP Laser Screed® machines employ laser-guided technology to achieve a high level of precision.

Somero's products have been sold primarily to concrete contractors for use in nonresidential construction projects in 72 countries across every time zone around the globe. Laser Screed equipment has been specified for use in constructing warehouses, assembly plants, retail centers and in other commercial construction projects requiring extremely flat concrete floors by a variety of companies, such as Costco,

Home Depot, B&Q, Daimler, various Coca-Cola bottling companies, the United States Postal Service, Lowe's, Toys 'R' Us and ProLogis.



Somero's headquarters and manufacturing operations are located in Michigan, USA with executive offices in Florida, USA. It has sales and service offices in Chesterfield, England and Shanghai, China.

Somero has approximately 70 employees and markets and sells its products through a direct sales force, external sales representatives and independent dealers in North America, Latin America, Europe, the Middle East, South Africa, Asia and Australia.

Somero is quoted on the Alternative Investment Market of the London Stock Exchange and its trading symbol is SOM.L.

#### Our Mission

Somero manufactures laser-guided and technologically innovative machinery used in horizontal concrete placement, to advance the productivity, concrete flatness and efficiency of the jobsite. Somero promotes customer training, technical support and continuous innovation for all its products.

#### Our Vision

The vision for Somero is for our innovative, cutting edge technology and processes to be in use wherever a ready-mix truck is discharging concrete for a concrete slab. Somero technology and equipment will enable every installation to be completed faster, flatter and with fewer people. We will continually pass on Somero knowledge and expertise to all our global customers.



## Financial Highlights

- Met management's full year revenue and earnings expectations
- Revenue decreased by 13% to US\$21.0m (2009: US\$24.2m)
- Adjusted EBITDA increased by 25% to US\$1.0m (2009: US\$0.8m)<sup>235</sup>
- Pre-tax loss of US\$2.4m (2009 Pre-tax loss: US\$16.6m)
- Received US\$1.0m U.S. federal tax refund relating to fiscal 2009
- Adjusted net income/(loss) before amortization increased to US\$0.1m (2009: US(\$13.1m))<sup>24</sup>
- EPS before amortization US\$0.00 (2009: US(\$0.29))
- Basic EPS US(\$0.04) (2009: US(\$0.34))
- Reduced net debt by US\$0.9m¹
- Bank loan agreement extended to July 2013

## **Business Highlights**

- Continued focus on product development with the introduction of the new SMP in October 2010 with US\$0.8m in sales in Q4
- Began limited outsourcing of production in India for the Indian marketplace
- Increased investment in emerging markets resulted in a 71% increase in revenue from that region
- Escalating sales and service presence in China and India
- Increased utilization of our websites to find and interact with customers
- Enhanced customer support organization in response to customer feedback

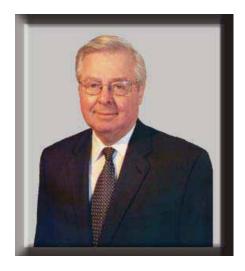


<sup>&</sup>lt;sup>1</sup>Net Debt is defined as total borrowings under bank obligations less cash and cash equivalents.

<sup>&</sup>lt;sup>2</sup>The Company uses non-US GAAP financial measures in order to provide supplemental information regarding the Company's operating performance. See further information regarding non-GAAP measures on pages 7 and 8.

<sup>3</sup>Adjusted EBITDA as used herein is a calculation of its net income/(loss) plus tax provision/(benefit), interest expense, interest income, foreign exchange gain/(loss), other expense, depreciation, amortization, stock based compensation and the write-down of Goodwill.

<sup>&</sup>lt;sup>4</sup>Adjusted net income/(loss) before amortization is a calculation of net income/(loss) plus amortization of intangibles. <sup>5</sup>2009 figures include US\$0.2m in restructuring charges



## Chairman's Statement

#### **OVERVIEW**

What a difference a year makes. Steady progress on cost control and sales execution has resulted in the first increase in EBITDA since 2007.

The strong, open relationship with its bank has enabled the Company to amend and extend its loan facility out until July 2013. The extension, along with simplified covenants, allows management to focus on implementation of its strategic plan, successfully introduce new products into the market and maximize opportunities from investments in emerging markets.

#### **PEOPLE**

The Company is pleased to report that half of the 10% compensation reduction was reinstated in July 2010. The Board would like to thank the employees for maintaining high morale during difficult times and recognizes the sacrifice each one has made.

#### **MARKETS**

Despite continued weakness in construction spending in the US and Europe, our emerging market operations performed well in 2010 with sales increasing by 71% in the year. International sales now account for 54% of total Group revenues, up from 47% in 2009, and the Company will continue to position more sales resources in faster growing areas of the world in 2011.

#### NEW PRODUCT DEVELOPMENT

TThe Company's product innovation culture continued with the introduction of the SMP, the first ride-on small Laser Screed® machine. This was introduced in the market in Q4, and we've already secured sales of US\$0.8m. The company follows a strict, market-driven, 10 step product development process focused on attaining a gross margin of over 50% and providing a compelling value proposition to customers. We have a number of interesting new products currently in development for release in 2011 and beyond.

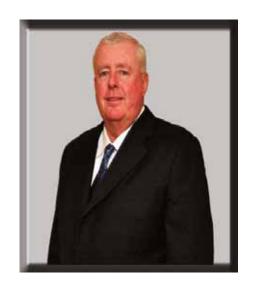
#### **CURRENT TRADING & OUTLOOK**

2011 revenues to date are consistent with our previously indicated expectations. We are pleased with the growth in our emerging markets business and satisfied that our established markets have stabilized. We continue to focus on every sales opportunity, while maintaining tight controls on cost.

The Board remains cautiously optimistic on the outcome for 2011. We are seeing encouraging trends in our market but it is still too early to tell if these will translate into significantly higher levels of activity.

Larry Horsch Non-Executive Chairman





# President and Chief Executive Officer's Statement

**OVERVIEW** 

We are pleased with the Company's 2010 performance. As expected, revenues were on plan and we realized the benefits of all of our previous cost reduction programs. The combination of meeting revenue and cost targets resulted in the first EBITDA increase since 2007.

Our customer support group increased the frequency and quality of customer interaction to improve their level of awareness of our customers' business. As a result, the customer support organization was enhanced to meet the growing needs of our customers and strategically focus sales efforts.

We have been refining our websites to improve our customers' experience in obtaining information and customer support. This is evidenced by the fact that contact inquiries increased by 41%, particularly driven by international leads which have more than quadrupled.

#### PRODUCT DEVELOPMENT

We remain committed to developing innovative, state-of-the-art, proprietary, high-margin products that meet the ever changing needs of our customers. Despite overall cost reductions, we have continued to invest 3% of sales in product development and we remain confident that the new product launches of these products will continue to provide further growth opportunities for Somero over the medium and longer term.

The introduction and early acceptance of the new PowerRake 3.0 in November 2009 led to our adding 3D capability and a new screeding attachment to the machine, both introduced in 2010. These breakthroughs allowed us to migrate the PowerRake product into a new platform product line branded as the SMP (Somero Mid-sized Platform) which was introduced in Q4 2010. This small line product uses Somero's patented laser leveling technology on the first ride-on small Laser Screed® machine, allowing the Company to successfully deliver a product long sought after by customers, which was introduced in Q4 2010. With three interchangeable head options, the ride-on Small line Laser Screed® and raking machine, can now be used in a variety of applications on the jobsite, giving the contractor more flexibility and value for his investment.

In late 2010, we upgraded our large line SXP°-D Laser Screed° machine to the GCS 210 control system. This new technology vastly improves the diagnostic capabilities of the machine with fewer components, allowing for faster troubleshooting on the jobsite. Other improvements from the change in control system include the ability to hold the head slightly above grade until the boom is retracted, allowing for more consistent landings and a quick-pass feature which removes excess concrete, allowing for more consistent screeding. All of these feature changes to the SXP°-D have been well received in the marketplace.

In our continuing effort to get product input, we conducted formal customer and sales organization surveys during the World of Concrete on our products for future product development.

#### EMERGING MARKETS/GEOGRAPHIC GROWTH

Emerging markets remain a key growth opportunity for Somero as evidenced by a 71% sales increase over last year. We continue to strategically invest in resources to take advantage of the opportunities in these markets.

The implementation of our emerging markets strategy continues on three core aims:

- To identify international logistics companies, development companies and building operators to ensure Western floor flatness specifications are carried through to new markets;
- To target local contractors tendering for projects for these major international players and local contractors with a Western joint venture partner; and
- To develop a package whereby we can provide in-depth floor construction training, beyond the operator training that we currently provide, and selling this training as part of the overall package of equipment and services to install a concrete floor.

We continue to pursue these three core aims as we increase our penetration and investment in emerging markets as evidenced by new strategic partnerships entered into with World Tech Floors and Flat Floors Asia. Both organizations have been established to educate contractors so that they can deliver high quality floors to their clients.

We were encouraged by activity at our annual industry tradeshow, the World of Concrete, and indications from attendees were that activity levels are increasing. In Q1 2011, we booked our largest single sale in the history of the Company. We will look to continuing development of new and innovative products to satisfy our customers' needs and to expand our presence in emerging markets.

Jack Cooney
President and Chief Executive Officer

## **Financial Review**



#### Summary of Financial Results<sup>1234</sup>

Year ended

Year ended

	icai chaca	icai ciided
	31 December	31 December
	2010	2009
	US\$ 000	US\$ 000
Davanua	21.025	24 227
Revenue	21,035	24,227
Cost of sales	11,182	12,550
Gross profit	9,853	11,677
Operating expenses		
Selling expenses	4,394	5,366
Engineering expenses	531	673
General and administrative expenses	6,586	7,636
Restructuring expenses	0	240
Goodwill impairment	0	13,522
Total operating expenses	11,511	27,437
Operating income/(loss)	(1,658)	(15,760)
Other income (expense)		
Interest expense	(477)	(949)
Interest income	0	3
Foreign exchange gain/(loss)	(269)	100
Other	0	7
Income/(loss) before income taxes	(2,404)	(16,599)
Provision/(benefit) income taxes	(180)	(1,214)
Net income/(loss)	(2,224)	(15,385)
Other data		
Adjusted EBITDA 124	1,012	807
Adjusted net income/(loss) before amortization 134	108	(13,052)
Depreciation expense	288	339
Amortization of intangibles	2,332	2,333
Capital expenditures	42	49

Notes: 1. Adjusted EBITDA and Adjusted net income/(loss) Before Amortization are not measurements of the Company's financial performance under US GAAP and should not be considered as an alternative to net income/(loss), operating income/(loss) or any other performance measures derived in accordance with US GAAP or as an alternative to US GAAP cash flow from operating activities as a measure of profitability or liquidity. Adjusted EBITDA and Adjusted Net Income/(loss) Before Amortization are presented herein because management believes they are useful analytical tools for measuring the profitability and cash generation of the business. Adjusted EBITDA is also used to determine pricing and covenant compliance under the Company's credit facility and as a measurement for calculation of management incentive compensation. The Company understands that although Adjusted EBITDA is frequently used by securities analysts, lenders and others in their evaluation of companies, its calculation of Adjusted EBITDA may not be comparable to other similarly titled measures reported by other companies. 2. Adjusted EBITDA as used herein is a calculation of its net income/(loss) plus tax provision/(benefit), interest expense, interest income, foreign exchange gain/(loss), other expense, depreciation, amortization, and stock based compensation. 3. Adjusted Net Income/(loss) Before Amortization as used herein is a calculation of Net Income/(loss) plus Amortization of Intangibles. 4. The Company uses non-US GAAP financial measures in order to provide supplemental information regarding the Company's operating performance. The non-US GAAP financial measures presented herein should not be considered in isolation from, or as a substitute to, financial measures calculated in accordance with US GAAP. Investors are cautioned that there are inherent limitations associated with the use of each non-US GAAP financial measure. In particular, non-US GAAP financial measures are not based on a comprehensive set of accounting rules or principles, and many of the adjustments to the US GAAP financial measures reflect the exclusion of items that may have a material effect on the Company's financial results calculated in accordance with US GAAP.

## Net Income/(loss) to Adjusted EBITDA Reconciliation and Adjusted Net Income/(loss) Before Amortization Reconciliation

	12 months ended	12 months ended
	31-Dec-10	31-Dec-09
	US\$ 000	US\$ 000
Adjusted EBITDA reconciliation		
Net income/(loss)	(2,224)	(15,385)
Tax provision/(benefit)	(180)	(1,214)
Interest expense	477	949
Interest income	0	(3)
Foreign exchange (gain)/loss	269	(100)
Other expense	0	(7)
Depreciation	288	339
Amortization	2,332	2,333
Stock based compensation	50	373
Goodwill impairment	0	13,522
Adjusted EBITDA	1,012	807
Adjusted net income/(loss) before amortization reconciliation	1	
Net income/(loss)	(2,224)	(15,385)
Amortization	2,332	2,333
Adjusted net income/(loss) before amortization reconciliation	n 108	(13,052)

Notes: References to "Adjusted Net Income/(loss) Before Amortization" in this document are to Somero's net income/(loss) plus amortization of intangibles. Although Adjusted Net Income/(loss) Before Amortization is not a measure of operating income/(loss), operating performance or liquidity under US GAAP, this financial measure is included because management believes it will be useful to investors when comparing Somero's results of operations both before and after the Somero Acquisition, including by eliminating the effects of increases in amortization of intangibles that have occurred as a result of the write-up of these assets in connection with the Somero Acquisition. Adjusted Net Income/(loss) Before Amortization should not, however, be considered in isolation or as a substitute for operating income/(loss) as determined by US GAAP, or as an indicator of operating performance, or of cash flows from operating activities as determined in accordance with US GAAP. Since Adjusted Net Income/(loss) Before Amortization is not a measure determined in accordance with US GAAP and is thus susceptible to varying calculations, Adjusted Net Income/(loss) Before Amortization, as presented, may not be comparable to other similarly titled measures of other companies. A reconciliation of net income/(loss) to Adjusted EBITDA and Adjusted Net Income/(loss) Before Amortization is presented above.

#### Revenues

The Company's consolidated revenues decreased by 13% to US\$21.0m (2009: US\$24.2m). Company revenues consist primarily of sales from new Large line products (the SXP-D Large Laser Screed and its predecessors), sales from new Small line products (the CopperHead and PowerRake) and other revenues, which consist of, among other things, revenue from sales of spare parts, refurbished machines, Topping Spreaders, Mini Screeds, 3D systems and accessories. The overall decrease in revenues for the year was driven by reductions in each of Large line sales and Small line sales. Other revenues would have been down a similar percentage as Large and Small line but were offset by strong growth of refurbished sales. The following table shows the breakdown between Large line sales, Small line sales and other revenues during the 12 months ended December 31, 2010 and 2009:

		Percentage of	Percentage of		
-	(US\$ in millions)	net sales	(US\$ in millions)	net sales	
Large line sales	5.8	27.5%	9.0	37.2%	
Small line sales	5.4	25.8%	5.6	23.1%	
Other revenues	9.8	46.7%	9.6	39.7%	
Total	21.0	100.0%	24.2	100%	

Large line sales decreased to US\$5.8m (2009: US\$9.0m) as a result of a 34% decrease in volume to 21 units (2009: 32), Small line sales decreased to US\$5.4m (2009: US\$5.6m) as volumes decreased to 110 (2009: 119) and other revenues, including sales of spare parts, refurbished machines, Topping Spreaders, Mini Screeds, 3D systems and accessories, increased to US\$9.8m (2009: US\$9.6m).

Revenue by Geography	North .	America	EMEA		RoW		Total	
, , ,	2010	2009	2010	2009	2010	2009	2010	2009
Large Screed	2.7	3.9	0.9	3.4	2.2	1.7	5.8	9.0
Small Screed	2.3	3.0	1.5	1.6	1.6	1.0	5.4	5.6
Other	4.8	6.0	2.4	2.6	2.6	1.0	9.8	9.6
Total	9.8	12.9	4.8	7.6	6.4	3.7	21.0	24.2
Units by Geography	North .	America	EMEA		RoW		Total	
	2010	2009	2010	2009	2010	2009	2010	2009
Large Screed	10	14	3	11	8	7	21	32
Small Screed	48	69	29	31	33	19	110	119

Sales to customers located in North America contributed 46% of total revenue (2009: 53%), sales to customers in EMEA (Europe, Middle East & South Africa) contributed 23% (2009: 31%) and sales to customers in RoW (Asia, Australia, Latin America & Pacific) contributed 31% (2009: 16%).

Sales in North America generated US\$9.8m (2009: US\$12.9m) which is down 24% primarily due to lower Large line (10 Large line units in 2010 vs. 14 in 2009) and Small line sales (48 Small line units in 2010 vs. 69 in 2009). Sales in EMEA generated US\$4.8m (2009: US\$7.6m) which is down 36% primarily due to lower Large line sales (3 Large line units in 2010 vs. 11 in 2009). Sales in RoW generated US\$6.4m (2009: US\$3.7m) which are up 71% primarily due to higher Small line (33 Small line units in 2010 vs. 19 in 2009) and Other sales (primarily higher refurbished sales).

#### **Gross Profit**

Gross profit decreased to US\$9.9m (2009: US\$11.7m), with gross margins declining to 47% (2009: 48%). The decrease in gross margins was a result of several factors including a change in sales mix from higher margin Large line and Small line to lower margin Other sales, lower production volumes leading to less cost absorption and slightly lower exchange rates.

#### **Operating Expenses**

Operating expenses excluding goodwill impairment decreased by 17% to US\$11.5m (2009: US\$13.9m). This decrease was driven primarily by the full year impact of the restructurings at the end of 2009, lower sales commissions as a result of lower sales, fewer projects being worked on in 2010 as compared to 2009 but offset partially by the reinstatement of 5% of the 10% compensation reduction in July 2010. Restructuring expenses amounted to US\$0m in 2010 and US\$0.2m in 2009 as the Company completed its restructuring in 2009. Total employment is up from approximately 56 to 71 people for the period.

#### Other Income (Expense)

Other expenses were US\$0.7m (2009: US\$0.8m). Other expenses consisted of interest income, interest expense, foreign exchange gains and losses and gains and losses on the disposal of assets.

#### Provision/(benefit) for Income Taxes

The provision/(benefit) for income taxes was US(\$0.2m) in 2010 as compared to US(\$1.2m) in 2009 due to net losses. Overall, Somero's effective tax rate changed from 7.3% to 7.5% due to a net loss and a valuation allowance. The Company has filed its 2010 US Federal Tax Return and expects a refund of US\$315,000 due to the ability to carry the 2010 loss back to previous tax years.

#### Net Income/(loss)

Net income/(loss) increased to US\$(2.2m) from US\$(15.4m) in 2009. The primary cause of the increase in net income/(loss) was the absence of a non-cash goodwill impairment charge and the absence of restructuring charges in 2010 plus lower operating expenses as a result of the full year impact of the restructurings at the end of 2009. Basic Earnings/(loss) Per Share represents income available to common stockholders divided by the weighted average number of shares outstanding during the period. Diluted earnings/(loss) per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued. Potential common shares that may be issued by the Company relate to outstanding stock options. Earnings/(loss) per common share have been computed based on the following:

	2010	2009
	US\$ 000	US\$ 000
Net income/(loss)	(2,224)	(15,385)
Basic weighted shares outstanding	56,425,598	45,748,122
Net dilutive effect of stock options	-	
Diluted weighted average shares outstanding	56,425,598	45,748,122

The Company had 56,425,598 shares outstanding at December 31, 2010.

#### Earnings/(loss) Per Share

Earnings/(loss) per share at December 31, 2010 is as follows:

	US\$
Basic earnings/(loss) per share	(0.04)
Diluted earnings/(loss) per share	(0.04)
Adjusted Net Income/(loss) Before Amortization	0.00

## **Board of Directors**

Lawrence L. Horsch Non-Executive Chairman of the Board

Mr. Horsch, age 76, came to Somero in October, 2009 with extensive experience having served on 26 company boards, invested in 30 venture projects and conducted four corporate turnarounds. He co-founded SciMed Life Systems prior to its merger with Boston Scientific Corporation, after which he served on the Boston Scientific Corporation board. Lawrence currently serves as the Chairman of Leuthold Funds Inc. and Pioneer Sales Group, and in the past five years has also served on the board of Medical CV Inc. and Gillette Children's Specialty Healthcare. Mr. Horsch has been a business consultant since 1990 and is a graduate of the University of St. Thomas, received an MBA in Finance from Northwestern University, and is a Chartered Financial Analyst.

John T. (Jack) Cooney President, Chief Executive Officer and Director

Mr. Cooney, age 64, joined Somero in December 1997 and has served as its Chief Executive since that time. He has been a director of the Company since August 2005. Mr. Cooney has 33 years of experience in various senior management and sales and marketing positions. From 1995 to 1997, Mr. Cooney served as the chief executive officer of Advance Machine Company, a US\$145m industrial equipment manufacturer located in Minneapolis, Minnesota, USA. From 1990 to 1995, he was the vice president of sales and marketing, as well as the vice president of manufacturing, at Ganton Technologies, an aluminum die caster and precision machine business located in Wisconsin, USA. Mr. Cooney has an Associate's degree in Industrial Engineering from Central New England College and a Master of Business Administration degree from College of St. Thomas.

Michael F. Niemela Chief Financial Officer, Secretary and Director

Mr. Niemela, age 46, joined Somero in 1997 as manager of information systems and led Somero's implementation of its current enterprise resource planning system and other information technology infrastructure. In 2000, he began managing Somero's accounting and information systems functions and was named treasurer and controller in 2001, and in 2006 was named Chief Financial Officer and Vice President of Finance. Mr. Niemela is also responsible for the Company's Human Resources, and Administration functions. Mr. Niemela assumed responsibility for the Customer Support group in 2010. Mr. Niemela earned a Bachelor of Science degree in Business Management from Keene State College. Mr. Niemela is the Secretary of the Company and joined the Board shortly prior to admission. Mr. Niemela is also a director of Somero Enterprises Limited, Somero Enterprises SRL and Somero Enterprises GmbH.

Thomas M. Anderson Non-Executive Director

Mr. Anderson, age 59, retired after 30 years of service as president and chief executive officer of Schwing America, Inc. to become the president and managing partner of Schwing Bioset, Inc. Since 1989, he has served as the president and managing partner of Concrete Pump Repair. Mr. Anderson participated in compensation decisions for all three companies. He is also a partner in Engineered Chassis Systems, a specialty truck manufacturer. He spent 22 years on the board of directors of the American Concrete Pumping Association and five years as the president of the Concrete Pump Manufacturers Association. Mr. Anderson previously served on the board of directors of Somero Enterprises, Inc. from 1997 to 1999 prior to the sale of the Company to Dover Corporation.

Ronald Maskalunas Non-Executive Director

Mr. Maskalunas, age 70, is a self-employed corporate consultant, focused on performing due diligence on corporate acquisitions, serving as an expert witness in litigation matters, performing forensic investigations and financial and operating reviews of companies, and assisting in the implementation of Sarbanes-Oxley controls and procedures for a company listed on the New York Stock Exchange. Mr. Maskalunas retired in 2001 after serving as a partner at PricewaterhouseCoopers LLP for 24 years. Mr. Maskalunas earned a Bachelor of Science degree from Purdue University and a Master of Business Administration from University of Chicago. He is also a Certified Public Accountant.



## Directors' Report

The directors present their Annual Report and the audited financial statements for the year ended December 31, 2010.

#### **ACTIVITIES**

The principal activity of the Company is to design, manufacture and sell equipment that automates the process of spreading and leveling large volumes of concrete for flooring and other horizontal surfaces, such as paved parking lots and provide support services for the same to its customers throughout the world. The Company is headquartered in the USA, with Executive Offices in Fort Myers, Florida and manufacturing facilities located in Houghton, Michigan. It has sales and service operations in the United Kingdom, and China with distributors and direct sales representatives based throughout the world.

#### **REVIEW OF BUSINESS**

A fair review of the Company's progress for the period reported, its future prospects and a description of the principal risks and uncertainties facing the Company are set out in the Chief Executive's Statement on pages 5 and 6, the Financial Review on pages 7 to 10, the Directors' Report on pages 13 to 17 and the Corporate Governance Report on pages 18 to 21.

The Directors' Report is prepared for the members of the Company and should not be relied upon by any other party for any other purpose. The Directors' Report (including the Chief Executive's Statement, the Financial Review and the Corporate Governance Report) contain certain forward-looking information and statements in relation to the Company's operations, economic performance and financial conditions. These statements are made by the directors in good faith based on the information available to them at the time of the approval of this report and, although they believe that the expectations reflected in such forward-looking statements are reasonable, they should be treated with caution due to their inherent uncertainties, including both economic and business risk factors, underlying such forward-looking statements or information.

#### RESULTS AND DIVIDENDS

The audited results for the year are set out in detail on pages 24 to 41. No dividends were declared or paid during 2010.

Ondin autrahanaa

#### SHARE CAPITAL

	Ordinary snares			
	January 1, 2010	December 31, 2010		
J. T. Cooney	1,655,502	3,455,502		
M. F. Niemela	108,166	108,166		
Larry Horsch	_	128,000		
T. M. Anderson	_	_		
R. Maskalunas	_	_		

Somero stock is traded on the LSE AIM exchange and is therefore quoted in Pounds Sterling. The market price of the shares at December 31, 2010 was 15p. The range during the 2010 period of trading was 13p to 20p. The Graph on page 23 shows share movement in the year.

Apart from the shareholdings listed below the Company has not been notified of any shareholdings which are 3% or more of the total issued ordinary shares of the Company.

Shareholders who hold more than 3% as of February 16, 2011, sourced from TR-1 notifications

		Percentage
	Amount	% Holding
Polar Capital Partners Ltd.	8,400,000	14.89
Ennismore Fund Management Ltd.	6,538,600	11.59
Toscafund Asset Management LLP	5,233,300	9.27
Royal Mail Pension Trustees (Dup)	4,911,130	8.70
Artemis Investment Management Ltd.	4,719,830	8.36
BT Pension Scheme (Dup)	4,580,037	8.12
ORA (Guernsey) Limited	4,060,000	7.20
Henderson Global Investors Ltd	3,779,273	6.70
John T Cooney *	3,455,502	6.12
Paul Compton	3,354,150	5.94
Rupert Lowe	3,354,150	5.94
River & Mercantile Asset Management LLP	1,903,800	3.37
*Director		

				Earliest date from which	Expiry
Director Jan 1 2010 Awards(exercised)	Cancelled	Dec 31 2010	Exercise	exercisable	Date
J.T. Cooney 874,190	-874,190	0	-	-	-
M.F. Niemela 205,691	-205,691	0	-	-	-
T.M.Anderson 85,704	-85,704	0	-	-	-
R.Maskalunas 85,704	-85,704	0	-	-	-
J.T.Cooney 188,525	-188,525	0	-	-	-
M.F.Niemela 94,536	-94,536	0	-	-	-
J.T.Cooney 249,394		249,394	\$0.24	Jan 19 2010	Jan 20 2019
M.F.Niemela 125,058		125,058	\$0.24	Jan 19 2010	Jan 20 2019
J.T.Cooney 1,000,000		1,000,000	\$0.47	Feb 16 2011	Feb 17 2020
M.F.Niemela 300,227		300,227	\$0.47	Feb 16 2011	Feb 17 2020
T.M.Anderson 85,704		85,704	\$0.47	Feb 16 2011	Feb 17 2020
R.Maskalunas 85,704		85,704	\$0.47	Feb 16 2011	Feb 17 2020
L.Horsch 154,268		154,268	\$0.47	Feb 16 2011	Feb 17 2020

#### RISKS AND UNCERTAINTIES

The key risks and uncertainties facing the Company are considered as part of the Company's established process for identifying, evaluating and managing risk. Impacts of significant risks and their mitigation are monitored at Board meetings throughout the year and are subject to annual review by the Audit Committee. The key risks facing the business and the processes in place to manage those risks are:

#### **Bank Obligations**

In early 2010, the Company renegotiated its loan covenants. The Company failed and received a waiver from the bank for its 3rd Quarter covenants and completed the amendment of its loan agreement in early 2011. The amended facility will allow it to maintain covenant compliance at expected trading levels for 2011 and beyond.

#### **Employee Retention**

Five percent of a temporary 10% compensation reduction was reinstated in July 2010. Key employee retention has been improved by implementing a new incentive stock option plan in early 2010. See note 14 on page 39.

#### **Economic and Industry Conditions**

Somero's financial performance is affected by a number of factors, including the cyclical nature of the non-residential concrete construction industry, as well as the varying economic conditions of the geographic markets Somero serves, primarily North America and Western Europe. Somero also has a growing presence in Asia, Eastern Europe, Australia,

the Middle East, Africa and South and Central America. Demand in these markets continues to fluctuate in response to overall economic conditions and to the amount of private sector spending on commercial construction projects, especially by retailers such as WalMart and Costco, where Somero's Large Laser Screed products have been utilized. In 2010 North American and European markets continued to face significant weakness but the rest of the world had increased sales in 2010 compared to 2009.

#### **New Product Innovation**

Somero's financial performance is also dependent upon the introduction of new products. The introduction and early acceptance of the new PowerRake 3.0 in November 2009 led to the ability to add 3D capability and a new screeding attachment, both introduced in 2010. These breakthroughs allowed us to migrate the PowerRake product into a new platform branded as the SMP (Somero Mid-sized Platform). Increased utilization of Small line products on new concrete and sub-grade applications and new product development to address the needs of developing markets is our focus for 2011.

#### **Product Replacement Demand**

The Company's financial performance is also dependent on the replacement or refurbishment of older products as they reach the end of their expected life cycles. Somero equipment is in a period of demand for replacement and refurbishment, as older machines reach the end of their life cycles. Somero's level of replacement demand is also dependent on its ability to continue developing enhanced models that encourage customers to replace older machines. In 2010, replacement required taking in trade-in equipment in order to facilitate new sales.

#### Geographic Expansion

Somero's financial performance is also dependent upon its ability to successfully enter and penetrate geographic markets outside the US. Currently, Europe and Canada represent Somero's primary markets outside the US, and Somero is focusing efforts on India, Asia, Eastern Europe, Australia, the Middle East, Africa and South and Central America. We continue to promote acceptance of the Company's technology, methods and products through our education and marketing efforts in emerging markets.

#### INTEREST RATES

Somero's financial performance is also linked to prevailing interest rates. See "Liquidity and Capital Resources" below. In January 2011 the Company amended and extended its loan facility out until July, 2013.

#### LIQUIDITY AND CAPITAL RESOURCES

#### Liquidity

The Company's principal liquidity needs are for payroll, lease obligations, purchases of component parts and trade-in inventory (as part of making new sales), and interest and principal payments on its long-term debt. The Company's primary sources of liquidity are cash balances, cash provided by operations and its available revolving line of credit with Citizen's Bank of up to US\$5.75m. Operations are primarily funded through excess cash or draw-downs under the Citizen's revolving line of credit.

#### **Capital Resources**

Currently, the Company does not have any specific plans for significant capital expenditures. However, one element of Somero's strategy is to identify and acquire businesses that have complementary products and services. Somero may finance such future acquisitions from internally generated funds, bank borrowings, public or private securities offerings, or some combination of these methods. In addition, the Company may issue debt or equity securities as some or all of the consideration for such acquisitions.

Somero cannot predict the level of financing that may be required in connection with future acquisitions. As of December 31, 2010, the Company had US\$1.6m in aggregate principal amount outstanding in term loans under its Citizens Bank Financing Agreement, and US\$3.5m drawn under the revolving portion of its Citizens Bank Financing Agreement.

The strong, open relationship with its bank has enabled the Company to amend and extend its loan facility out until July, 2013. The extension, along with simplified covenants, allow management to focus on implementation of its strategic plan, successfully introduce new products into the market and maximize opportunities from investments in emerging markets.

The Company's financing agreement with Citizens Bank imposes various restrictions and covenants on the Company which could potentially limit its ability to respond to market conditions, to provide for unanticipated capital investments or to take advantage of business opportunities. The restrictive covenants include limitations on the incurrence of additional indebtedness, limitations on the creation of liens and limitations on asset sales and other fundamental changes, limitations on payment of dividends and limitations on the redemption or repurchase of outstanding capital stock, among other restrictions. The covenants also include financial measures such as a minimum debt service ratio and a minimum net asset ratio. The Company was in compliance with all debt covenants at the end of 2010. The directors believe that funds generated from operations, together with existing cash, will be sufficient to meet the Company's debt obligations over the next 12 months. The directors also expect that existing cash and available funds from the financing agreement with Citizens Bank and funds generated from operations will be sufficient to meet anticipated operating requirements and to fund planned capital expenditures for the remainder of 2011.

Somero had capital expenditures of US\$0.04m in 2010 and US\$0.04m in 2009. This capital was primarily used for upgrading the Company's website. The directors will, from time to time, evaluate opportunities to sell equity or debt securities, and/or obtain credit facilities from lenders, which could result in dilution to the Company's shareholders and increased interest expense.

#### OTHER FINANCIAL ARRANGEMENTS

#### Quantitative and Qualitative Disclosure About Market Risk

The Company is exposed to market risk from changes in interest rates and foreign currency exchange rates because it funds its operations through long- and short-term borrowings and receives revenues and incurs expenses in a variety of foreign currencies. The Company does not currently hedge against the risk of exchange rate fluctuations. A summary of the Company's primary market risk exposures follows.

#### Foreign Currency Risk

The Company's foreign sales and results of operations are subject to the impact of foreign currency fluctuations because it receives revenues and incurs expenses in a variety of foreign currencies. Although Somero does not engage in hedging against currency exchange risk, it mitigates this risk by increasing its list prices in foreign currencies in order to maintain the price level when converted into US dollars. Historically, Somero has been able to increase prices to accommodate for fluctuations in exchange rates that would otherwise negatively impact its prices when converted into US dollars.

#### **Payments to Creditors**

The Company's policy is to set payment terms when agreeing the terms of each transaction. It is the Company's general policy to pay suppliers according to the set terms, to insure suppliers are informed of the terms of payment and to abide by these terms whenever possible.

#### CORPORATE SOCIAL RESPONSIBILITY

Somero Enterprises believes, as a good corporate citizen, it must care about the communities it is involved in, keep the environment healthy, provide a safe and rewarding place to work and behave ethically in all its business dealings.

#### **DONATIONS**

During the year the Company made no political donations. Charitable donations were made in the amount of US\$100.

#### **EMPLOYMENT POLICIES**

The Company supports equal opportunities in employment and advancement and opposes all forms of unlawful or unfair discrimination on the grounds of color, race, religion, age, nationality, gender or marital status. Full and fair consideration is given to applications for employment from disabled people. As an equal opportunities employer all our benefits are accessible to every staff member and we encourage and support personal and professional development.

The Company has well established structures to communicate with employees at every level and to encourage their involvement regarding the Company's performance and future activities. As an organization Somero Enterprises, Inc. prides itself on its honesty, integrity and high professional standards to deliver its services to its customers and in dealing with its staff and the public and demands the maintenance of these high standards in everything that it does. To this end, the Company has devised this policy and procedure in order to give encouragement and support to employees in coming forward and reporting certain types of conduct or activities that will fall short of these high standards.

Under the Public Interest Disclosure Act 1998, employees who report wrongdoing of certain kinds have specific protection. The Company aims to ensure that by adherence to this policy and through proper use of the procedure, as far as possible, any such report shall be made internally in the first instance by making it possible for all employees to approach an appropriate person within the Company in order to draw their concerns to the attention of someone who has authority to act. This policy and procedure is aimed at ensuring that any employee who wishes to voice a concern regarding potential or actual wrongdoing on the part of the Company or anyone with whom the Company is associated feels sufficiently comfortable to do so.

#### DIRECTOR TRAINING

After receiving formal AIM compliance training in August 2007, Messrs. Cooney, Horsch and Niemela received an update and refresher on AIM rules in 2010.

#### HEALTH AND SAFETY

The Board considers health and safety a key priority and believes it essential to conduct business to ensure the health, safety and welfare of all our employees and all other persons who may be affected by our activities. This includes members of the public, customers and trade contractors we may employ. Our internal Safety Committee monitors these issues and reports to senior management monthly. We maintain ISO 9001 certification for quality.

#### ENVIRONMENT

It is our intention to take all reasonable measures to conduct our business activities so that damage to the environment and pollution is minimized.

#### **Annual General Meeting**

The notice of the AGM is included on page 43 in the Annual Report. Approved by the Board of Directors and signed on behalf of the Board.

Michael F. Niemela Company Secretary May 17, 2011

## **Corporate Governance**

While the Company is not required to comply with the provisions of the Combined Code, it is the intention of the directors that the Company will indeed comply with the code. With the exception of the following matters the Company is in compliance with the June 2008 edition of FRC Combined Code on Corporate Governance. In 2010 the UK Corporate Governance Code was established which applies to accounting periods beginning on or after June 29, 2010. Somero intends to comply with the new code when applicable in its next reporting period.

Allowing for the size of the Company, there is currently no internal audit function as suggested by the Combined Code.

The finance function continues to carry out regular and random internal checks on all systems and procedures to insure internal compliance. We do not feel the need, therefore, to appoint separate staff to carry out an internal audit function.

Also, the Board has not undertaken a formal evaluation of its own performance and that of its committees and individual directors. The Board conducted a survey of key shareholders in 2010 for input on a Stock Option Plan that was implemented on February 17, 2010. As suggested by the Combined Code, as of the end of 2010, relationships with the majority of all major shareholders have been maintained on a regular basis keeping them fully informed regarding the trading of the Company and any new developments.

Audit fees related to 2010 were US\$185,000 and for 2009 were US\$243,000.

#### **Board of Directors**

The Company is controlled through the Board of Directors which is comprised of five members, three of whom are non-executive directors. The Board considers that the Non-Executive Chairman of the Board, Mr. Horsch, as well as Messrs Anderson and Maskalunas, who have been appointed as non-executive directors, are each independent in character and judgment and accordingly considers each of them to be an independent director for the purposes of the Combined Code. The names and biographical details of the directors are located on page 11 of this report.

The Company holds monthly Board meetings and more frequently as required. There is a separation of roles and responsibilities of the Chairman and the Chief Executive. As the Non-Executive Chairman, Mr. Horsch is responsible for leadership of the Board, ensuring its effectiveness on all aspects of its role and setting its agenda; ensuring that the directors receive accurate, timely and clear information, and appropriate induction and training; ensuring effective communication with shareholders; and facilitating the effective contribution of non-executive directors in particular, and ensuring constructive relations between the executive and non-executive directors. Non-executive directors are responsible for constructively challenging and helping to develop proposals on strategy; scrutinizing the performance of management in meeting agreed goals and objectives, and monitoring the reporting of performance; satisfying themselves on the integrity of financial information, and that financial controls and systems of risk management are robust and defensible; and responsibility for determining appropriate levels of remuneration of executive directors, and having a prime role in appointing, and where necessary removing, executive directors, and in succession planning. The directors are provided with regular and timely information on the financial performance of the Company together with other reports from functional areas within the Company as requested.

During the year there were 12 regularly scheduled monthly Board meetings, two Audit Committee meetings, one Remuneration Committee meeting and one Nominations Committee meeting, with nearly perfect attendance.

The Board is responsible for overall Company strategy, acquisition and divestment policy, approval of major capital expenditure projects and consideration of significant financing matters. It monitors the exposure to key business risks, considers environmental and employee issues and key appointments. It ensures that all directors receive appropriate training on appointment and then subsequently as appropriate. A budget is established for this purpose. All directors, in accordance with the Code, will submit themselves for re-election at least once every three years.

The Board has three committees, the Audit Committee, the Remuneration Committee and the Nominations Committee with formally delegated rules and responsibilities. Each of these committees meets regularly, at least once each year.

The Audit Committee is comprised of Messrs Maskalunas, Anderson and Horsch, and is chaired by Mr. Maskalunas. The Audit Committee determines and examines any matters relating to the financial affairs of the Company, including the terms of engagement of the Company's auditors and, in consultation with the auditors, the scope of the audit. It receives and reviews reports from management and the Company's auditors relating to the interim and annual accounts and the accounting and internal control systems in use throughout the Company. In addition, it ensures that the financial performance, position and prospects of the Company are properly monitored and reported on. The Audit Committee has unrestricted access to the Company's auditors.

The Remuneration Committee is comprised of Messrs Anderson, Maskalunas and Horsch, and is chaired by Mr. Anderson. The Remuneration Committee measures the performance of the executive directors and key members of senior management as a prelude to recommending their annual remuneration, bonus awards, and awards of share options to the Board for final determination. The Remuneration Committee also makes recommendations to the Board concerning the allocation of share options to employees.

The Nominations Committee is comprised of Messrs Horsch, Anderson and Maskalunas and is chaired by Mr. Horsch. The Nominations Committee regularly reviews the structure, size and composition (including the skills, knowledge and experience) required of the Board compared to its current position and makes recommendations to the Board with regard to any changes; gives full consideration to succession planning for directors and other senior executives in the course of its work, taking into account the challenges and opportunities facing the Company, and what skills and expertise are therefore needed on the Board in the future; and is responsible for identifying and nominating for the approval of the Board, candidates to fill Board vacancies as and when they arise.

The Company adopted a code for directors' and applicable employees' share dealings. The directors will comply with Rule 21 of the AIM rules relating to directors' dealings and will take all reasonable steps to ensure compliance by Somero's applicable employees.

#### Relations with Shareholders

The directors are committed to maintaining good communications with the shareholders and quickly respond to all queries received.

All shareholders have at least 20 working days' notice of the AGM at which all directors and committee chairs are introduced and available for questions. Institutional investors and analysts are invited to briefings by the Company immediately after the announcement of the Company's full year results and all shareholders are encouraged to participate in the Company's AGM.

#### Accountability and Audit

#### **Financial Reporting**

A review of the performance and financial position of the Company is included in the financial review. The Board uses this, together with the Chairman's Statement, the Chief Executive's Statement and the Directors' Report to present a balanced and understandable assessment of the Company's position and prospects. The statement of directors' responsibilities for the financial statements is described on page 18.

#### Internal Control

An ongoing process for identifying, evaluating and managing the significant risks faced by the Company has been established and that process is regularly reviewed by the Board and accords with the Internal Control Guidance to directors on the Combined code. Steps continue to be taken to embed internal control and risk management further into the operations of the business and deal with areas of improvement coming to management and Board attention. The Board implemented a review of 18 key risk areas starting in 2007 where one of the risks areas was reviewed with results reported to the entire Board. In 2008 there was one additional risk area reviewed with a report of the results to the Board. In 2009 and 2010, due to the ongoing restructurings, none of the 18 risk areas were formally reported on to the Board.

The reporting systems include formal consideration of all significant business risks at the monthly Board meetings and are still subject to continuous review by the Board throughout the year. The monthly management information includes some key risk indicators with the emphasis on early warning systems. Risk management principles are embedded within all significant projects.

The directors are responsible for the system of internal control and reviewing its effectiveness. Such a system is designed to manage rather than eliminate the risk of failure to achieve business objectives, and can provide only reasonable but not absolute assurance against material misstatement or loss.

The key risk management activities are described under the following headings:

Strategic control – The Board reviews the Company's strategic plans each year. On a regular basis, the Company's significant risks are updated and appropriate control strategies and accountabilities are agreed.

Allocation of responsibilities and control environment – The Board has set clear terms of reference for each of its committees and the Company has an organizational structure with clearly defined and documented delegation of authority to executive management and reporting systems for financial results, risk exposure and control assessment.

Financial control - The Company has a comprehensive system for reporting financial results to the Board.

Quality and integrity of personnel – The Company is committed to competence and integrity of management and staff at all levels, through its values statement, comprehensive recruitment, training and appraisal programs.

IT Systems – The Company has established controls and procedures over the security of data held on computer systems and has put in place suitable disaster recovery arrangements.

Controls over central functions – A number of the Company's key functions, including treasury and taxation, are dealt with centrally. The Chief Financial Officer reports on an as needed basis to keep the Board updated.

Internal audit – There is no dedicated resource for internal audit functions which is considered sufficient for the Company due to its size.

Role of the Executive Committee – Day-to-day management of the Company's activities is delegated to senior management which is considered sufficient for the Company.

Risk management reporting and Board review – The Board has overall responsibility for identifying, evaluating and managing major business risks facing the Company. It annually reviews all operating unit assessments of business risk exposure and control, including compliance assessments, and determines appropriate action, taking into account the recommendations of senior management.

An ongoing review of the effectiveness of the system of internal control for the year ended December 31 2010 has been maintained and has taken account of any material developments since the year end.

#### **Audit Committee**

A summary of the process the Board (where applicable, through its committees) has applied in reviewing the effectiveness of the system of internal control is set out as follows:

During the year, the Audit Committee of the Board, comprising three non-executive directors;

- a. meets regularly with the external auditors and executive directors attending by invitation;
- b. receives and considers reports relating to the monitoring of the adequacy of the Company's internal controls, the suitability of its accounting policies and financial reporting and matters arising from the external auditors work;
- c. monitors the nature and extent of non-audit work undertaken by the external auditors; and
- d. makes recommendations to the Board on these matters.

In forming their opinion of the independence and objectivity of the external auditors, the Audit Committee takes into account the safeguards operating within the external auditors and that the level of auditor fee is sufficient to enable them to fulfill their obligations in accordance with the audit Letter of Engagement. In 2010, the Audit Committee appointed a new audit firm, Whitley Penn LLP, to replace the former auditors and obtained significant cost savings. The Chairman of the Audit Committee makes a report to the Board following each committee meeting and the Board receives the minutes of all Audit Committee meetings.

The following table summarizes audit, tax and other fees paid by the Company to its auditor in 2010 and 2009.

2010 2009
Audit US\$185,000 US\$243,000
Tax - Other - -

#### Going Concern Basis

The Company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Director's report on pages 13 to 17. The financial position of the Company, its cash flows, liquidity position and borrowing facilities are described in the Director's report on pages 13 to 17. After making enquiries, the directors have formed a judgment, at the time of approving the financial statements, that there is a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason the directors continue to adopt the going concern basis in preparing the financial statements.

#### Compliance Statement

Although not required to, the Board reports on compliance with the Combined Code throughout the accounting period. Save for the exceptions outlined below, the Company has complied throughout the accounting period ended December 31, 2010 with the provisions set out in Section 1 of the Combined Code. The exceptions to the Combined Code were as follows:

#### A.1.1 The Board has not appointed a senior independent director.

A.6 The Board has not undertaken a formal evaluation of its own performance and that of its committees and individual directors.

The directors are responsible for preparing the Annual Report and the financial statements. The directors have chosen to prepare the accounts for the Company in accordance with US Generally Accepted Accounting Principles ("US GAAP").

The finance function continues to carry out regular and random internal checks on all systems and procedures to insure internal compliance. We do not feel the need, therefore, to appoint separate staff to carry out an internal audit function.

The AIM rules require the directors to prepare such financial statements for each financial year which give a true and fair view in accordance with US GAAP of the state of affairs of the Company at the end of the financial year and of the profit or loss of the Company for that period and comply with US GAAP. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed; and
- prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for the system of internal control, for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

This report has been approved by the Board and adopted for submission for ratification by the shareholders. This report is unaudited.

## Directors' Remuneration Report

The members of the Remuneration Committee during the year were Tom Anderson (Chairman), Ron Maskalunas and Larry Horsch. The Remuneration Committee makes recommendations to the Board, within existing terms of reference, on remuneration policy and determines, on behalf of the Board, specific remuneration packages for each of the executive directors.

The following table summarizes all salaries paid and options held by Directors and Officers during 2010 and 2011 projected salaries and bonuses.

Name	Salary Paid 2010	Bonus Paid 2010 <sup>1</sup>	Salary 2011	Bonus Opportunity 2011	Options Held
Larry Horsch	\$89,000		\$91,790		154,268
Ron Maskalunas	\$64,000		\$65,550		85,704
Tom Anderson	\$64,000		\$65,550		85,704
Jack Cooney	\$336,000		\$345,000	50%-100 % of salary	1,249,394
Michael Niemela	\$169,000		\$173,000	40%-80% of salary	425,285

<sup>&</sup>lt;sup>1</sup>No bonuses were earned in 2010.

#### **Remuneration Policy**

The Company's policy is to provide executive remuneration packages which are designed to attract, motivate and retain directors of the high caliber required and to reward them for enhancing value to shareholders. The performance measurement of the executive directors and the determination of their annual remuneration package are undertaken by the Remuneration Committee consisting solely of non-executive directors. The remuneration of the non-executive directors is determined by the full Board.

In framing remuneration policy the Remuneration Committee has given consideration to the requirements of the Combined Code.

#### Components of Remuneration

The components of remuneration are;

- a. basic salary and benefits determined by the Remuneration Committee and reviewed annually;
- b. performance related bonuses having regard to profitability of the Company; and
- c. share option incentives.

#### **Basic Salary**

An executive director's basic salary is determined by the Remuneration Committee at the beginning of each year and when an individual changes position or responsibility.

#### Cash Compensation

In the year ended December 31, 2010, the executive directors received no bonuses as shown in the table.

#### **Directors' Contracts**

The Company has entered into employment agreements with certain members of senior management. The terms of these agreements range from six months to one year and include non-compete and non-disclosure provisions as well as providing for defined severance payments in the event of termination or change in control. If any existing contract of employment is breached by the Company in the event of termination, the Company would be liable to pay, as damages, an amount approximating the net loss of salary and contractual benefits for the unexpired notice period. The Remuneration Committee will seek to ensure that the director fulfills his obligation to mitigate his losses and will also give consideration to phased payments where appropriate.

With the approval of the Remuneration Committee, executive directors are entitled, under their service agreements to perform duties outside the Company and to receive fees for those duties.

#### **Share Options**

The Remuneration Committee approves the grant of options to executive directors under the Company's discretionary share option schemes. Other than as disclosed above, the share options issued to executive directors do not have any performance criteria attached as at the time they were first issued it was not felt that performance criteria were appropriate. For more information see footnote #14 on page 39 within the Notes to the Financial Statements.

#### **Stock Option Plan**

The board felt it was critical to have a meaningful retention/incentive program for key employees while being fair to the shareholders. The Remuneration Committee has developed a substitute Stock Option plan for management retention and incentivizing. This is not expected to have a material impact upon the Company's financial position or operations. The plan was authorized by the Board of Directors on January 20, 2010 and implemented February 17, 2010.

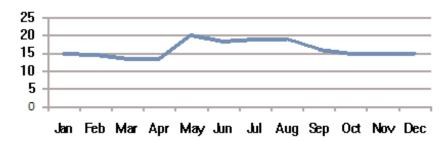
There are 5.6 million shares available to be granted under the new plan which is 10% of the 56 million shares that are authorized. The initial grant was for 2.3 million shares as replacements for grants under the old option plan which were cancelled and the old plan was abandoned. The grants have a 3 year vesting and a strike price of 30P, a 100% premium over the market price on the date of grant. The remaining shares will only be issued for new key employees and superior performance.

#### **Directors and Officers Insurance**

The Company maintains customary D&O insurance.

#### Performance Graph

For the 12 months of 2010 Company stock traded at a high of 20p and a low of 13p and ended trading December 31, 2010 at 15p which represented no increase over the December 31, 2009 price of 15p.



The remuneration of the non-executive directors is determined by the Board within the limits set out in the Articles of Association, and is based upon independent surveys of fees paid to non executive directors of similar companies. The remuneration paid to each non-executive director in the year to December 31, 2010 was subject to Board approval. The letters of appointment and terms are listed in the chart below.

Director	Date of appointment	Termination date
Larry Horsch	October 15, 2009	2011 AGM
Ron Maskalunas	June 29, 2010	2013 AGM
Tom Anderson	June 5, 2008	2011 AGM
Jack Cooney	June 18, 2009	2012 AGM
Mike Niemela	June 29, 2010	2013 AGM

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

Tom Anderson Chairman of Remuneration Committee

## Independent Auditors' Report

To the Board of Directors and Stockholders of Somero Enterprises, Inc.

We have audited the accompanying consolidated balance sheet of Somero Enterprises, Inc. and subsidiaries (the "Company") as of December 31, 2010, and the related consolidated statements of operations, changes in stockholders' equity, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. The consolidated financial statements of the Company as of and for the year ended December 31, 2009, were audited by other auditors whose report dated May 17, 2010, expressed an unqualified opinion on those consolidated financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company is not required to, nor have we been engaged to perform, an audit of its internal control over financial reporting. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Somero Enterprises, Inc. and subsidiaries, as of December 31, 2010, and the results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

/s/ Whitley Penn LLP

Dallas, Texas May 13, 2011

#### **Consolidated Balance Sheets**

As of December 31, 2010 and 2009

7.6 of Becomber of, 2010 and 2000	2010 US\$ 000	2009 US\$ 000
Assets	039 000	03\$ 000
Current Assets:		
Cash and cash equivalents	96	34
Accounts receivable - net	2,176	2,152
Inventories	6,393	6,177
Prepaid expenses and other assets	567	720
Income tax receivable	284	1,228
Total current assets	9,516	10,311
Property, plant and equipment - net	3,701	3,954
Intangible assets - net	12,205	14,538
Goodwill	2,878	2,878
Deferred financing costs	17	10
Deferred tax asset	4	4
Other assets	24	35
Total assets	28,345	31,730
Liabilities and stockholders' equity Current liabilities:		
Notes Payable - current portion	460	460
Accounts payable	1,659	1,911
Accrued expenses	357	414
Total current liabilities	2,476	2,785
Notes payable, net of current portion	4,665	5,493
Other liabilities	67	107
Total liabilities	7,208	8,385
Stockholders' equity		
Preferred stock, US\$.001 par value, 50,000,000 shares	0	0
authorized, no shares issued and outstanding		
Common stock, US\$.001 par value, 80,000,000 shares		
authorized, 56,425,598 shares issued and outstanding at	26	26
December 31, 2010 and December 31, 2009	00.075	00.00=
Additional paid in capital	28,075	28,025
Retained earnings/(Accumulated deficit)	(5,881)	(3,657)
Other comprehensive loss	(1,083)	(1,049)
Total stockholders' equity	21,137	23,345
Total liabilities and stockholders' equity	28,345	31,730

## **Consolidated Statements of Operations**For the years ended December 31, 2010 and 2009

	Year ended	Year ended
	December 31	December 31
	2010	2009
	US\$ 000	US\$ 000
	except per share data	except per share data
Revenue	21,035	24,227
Cost of sales	11,182	12,550
Gross profit	9,853	11,677
Operating expenses		
Selling expenses	4,394	5,366
Engineering expenses	531	673
General and administrative expenses	6,586	7,636
Restructuring expenses	0	240
Goodwill impairment	0	13,522
Total operating expenses	11,511	27,437
Operating income/(loss)	(1,658)	(15,760)
Other income (expense)		
Interest expense	(477)	(949)
Interest income	0	3
Foreign exchange gain/(loss)	(269)	100
Other	0	7
Income/(loss) before income taxes	(2,404)	(16,599)
Provision/(benefit) for income taxes	(180)	(1,214)
Net income/(loss)	(2,224)	(15,385)
Earnings/(loss) per common share		
Basic	(0.04)	(0.34)
Diluted	(0.04)	(0.34)
Weighted average number of common shares outstanding		
Basic	56,425,598	45,748,122
Diluted	56,425,598	45,748,122

#### Consolidated Statements of Changes in Stockholders' Equity

For the years ended December 31, 2010 and 2009

					Other	
	Common	<b>Stock</b>	Additional		Compre-	Total
	Shares	Amount US\$ 000	paid In capital US\$ 000	Retained earnings US\$ 000	hensive income (loss) US\$ 000	stockholders equity US\$ 000
Balance - January 1, 2009	34,281,968	4	22,759	11,728	(1,102)	33,389
Cumulative translation adjustment	-	-	-	-	(185)	(185)
Change in fair value of derivative instruments	-	-	-	-	238	238
Net income/(loss)	-	-	-	(15,385)	-	(15,385)
Share based compensation	-	-	373	-	-	373
Equity issue	22,143,630	22	4,893	-	-	4,915
Balance - December 31, 2009	56,425,598	26	28,025	(3,657)	(1,049)	23,345
Cumulative translation adjustment	-	-	-	-	(138)	(138)
Change in fair value of derivative instruments	-	-	-	-	104	104
Net income/(loss)	-	-	-	(2,224)	-	(2,224)
Share based compensation	-	-	50	-	-	50
Dividend	-	-	0	-	-	0
Equity issue	-	-	-	-	-	-
Balance - December 31, 2010	56,425,598	26	28,075	(5,881)	(1,083)	21,137

#### **Consolidated Statements of Cash Flows**

For the years ended December 31, 2010 and 2009

	Year ended 31 December 2010 US\$ 000	Year ended 31 December 2009 US\$ 000
Cash flows from operating activities:		
Net income/(loss)	(2,224)	(15,385)
Adjustments to reconcile net income/(loss) to net cash provided by/(used in) operating activities:		
Deferred taxes	(0)	223
Depreciation and amortization	2,620	2,672
Amortization of deferred financing costs	0	42
Loss/(gain) on sale of assets	0	(8)
Share based compensation	50	373
Goodwill impairment	0	13,522
Working capital changes:		
Accounts receivable	(24)	86
Inventories	(216)	(161)
Prepaid expenses and other assets	153	80
Other assets	11	41
Accounts payable, accrued expenses and other liabilities	(349)	(1,660)
Income taxes receivable	944	(1,020)
Net cash provided by/(used in) operating activities	965	(1,195)
Cash flows from investing activities:  Proceeds from sale of property and equipment  Property and equipment purchases	0 (42)	23 (49)
Net cash provided by/(used in) investing activities	(42)	(26)
Cash flows from financing activities:	, , , , , , , , , , , , , , , , , , ,	
Borrowings from additional financing	12,042	37,593
Repayment of notes payable	(12,870)	(42,095)
Payment of dividends	0	0
Proceeds from equity issue, net of costs	(0)	4,915
Net cash provided by/(used in) financing activities	(828)	413
Effect of exchange rates on cash and cash equivalents	(33)	53
Net increase/(decrease) in cash and cash equivalents	62	(755)
Cash and cash equivalents:	0.4	700
Beginning of year	34	789
End of year	96	34

#### 1. Organization and Description of Business

**Nature of Business** Somero Enterprises, Inc. (the "Company" or "Somero") designs, manufactures, refurbishes, sells and distributes concrete leveling, contouring and placing equipment, related parts and accessories, and training services worldwide. The operations are conducted from a corporate office in Houghton, Michigan, executive offices in Fort Myers, Florida, a European distribution office in the United Kingdom, and sales offices in Canada, Germany, Dubai and China.

#### 2. Summary of Significant Accounting Policies

**Basis of Presentation** The consolidated financial statements of the Company have been prepared in accordance with accounting principles generally accepted in the United States of America.

**Principles of Consolidation** The consolidated financial statements include the accounts of Somero Enterprises, Inc. and its subsidiaries. All significant intercompany transactions and accounts have been eliminated in consolidation.

**Cash and Cash Equivalents** Cash includes cash on hand, cash in banks, and temporary investments with a maturity of three months or less when purchased.

Accounts Receivable and Allowances for Doubtful Accounts Financial instruments which potentially subject the Company to concentrations of credit risk consist primarily of accounts receivable. The Company's accounts receivable are derived from revenue earned from a diverse group of customers. The Company performs credit evaluations of its commercial customers and maintains an allowance for doubtful accounts receivable based upon the expected ability to collect accounts receivable. Allowances, if necessary, are established for amounts determined to be uncollectible based on specific identification and historical experience. As of December 31, 2010 and 2009, the allowance for doubtful accounts was approximately US\$225,000 and US\$232,000, respectively. Bad debts expense/(income) was US\$33,000 and US\$(51,000) in 2010 and 2009, respectively.

**Inventories** Inventories are stated at the lower of cost, using the first in, first out ("FIFO") method, or market. Provision for potentially obsolete or slow-moving inventory is made based on management's analysis of inventory levels and future sales forecasts.

**Deferred Financing Costs** Deferred financing costs incurred in relation to long-term debt, are reflected net of accumulated amortization and are amortized over the expected repayment term of the debt instrument, which is four years from the debt inception date. These financing costs are being amortized using the effective interest method.

Intangible Assets and Goodwill Intangible assets consist principally of customer relationships and patents, and are carried at their fair value, less accumulated amortization. Intangible assets are amortized using the straight-line method over a period of three to twelve years, which is their estimated period of economic benefit. Goodwill is not amortized but is subject to impairment tests on an annual basis, and the Company has chosen December 31 as its periodic assessment date. Goodwill represents the excess cost of the business combination over the Group's interest in the fair value of the identifiable assets and liabilities. Goodwill arose from the Company's prior sale from Dover Corporation to The Gores Group in 2005. The Company did not incur a goodwill impairment loss for the year ended December 31, 2010, but did so for the year ended December 31, 2009 (see Note 4 for more information.)

The Company evaluates the carrying value of long-lived assets, excluding goodwill, whenever events and circumstances indicate the carrying amount of an asset may not be recoverable. For the year ended December 31, 2010, the Company did not incur a goodwill impairment loss and tested its other intangible assets including customer relationships and technology for impairment and found no impairment. The carrying value of a long-lived asset is considered impaired when the anticipated undiscounted cash flows from such asset (or asset group) are separately identifiable and less than the asset's (or asset group's) carrying value. In that event, a loss is recognized to the extent that the carrying value exceeds the fair value of the long-lived asset. Fair value is determined primarily using the anticipated cash flows discounted at a rate commensurate with the risk involved. (See Note 4 for more information.)

Revenue Recognition The Company recognizes revenue on sales of equipment, parts and accessories when persuasive evidence of an arrangement exists, delivery has occurred or services have been rendered, the price is fixed or determinable, and collectability is reasonably assured. For product sales where shipping terms are F.O.B. shipping point, revenue is recognized upon shipment. For arrangements which include F.O.B. destination shipping terms, revenue is recognized upon delivery to the customer. Standard products do not have customer acceptance criteria. Revenues for training are deferred until the training is completed unless the training is deemed inconsequential or perfunctory.

**Warranty Liability** The Company provides warranties on all equipment sales ranging from 60 days to three years, depending on the product. Warranty liabilities are estimated net of the warranty passed through to the Company from vendors, based on specific identification of issues and historical experience.

**Property, Plant and Equipment** Property, plant and equipment is stated at estimated market value based on an independent appraisal at the acquisition date or at cost for subsequent acquisitions, net of accumulated depreciation and amortization. Land is not depreciated. Depreciation is computed on buildings using the straight-line method over the estimated useful lives of the assets, which is 31.5 to 40 years for buildings (depending on the nature of the building), 15 years for improvements, and 2 to 10 years for machinery and equipment.

Income Taxes The Company determines income taxes using the asset and liability approach. Tax laws require items to be included in tax filings at different times than the items reflected in the financial statements. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis and operating loss and tax credit carry forwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Deferred tax assets are reduced by a valuation allowance, if necessary, to the extent that it appears more likely than not, that such assets will be unrecoverable.

In June 2006, the Financial Accounting Standards Board (FASB) issued accounting guidance to create a single model to address accounting for uncertainty in tax positions. This guidance clarifies that a tax position must be more likely than not of being sustained before being recognized in financial statements. The Company evaluates tax positions that have been taken or are expected to be taken in its tax returns, and records a liability for uncertain tax positions. This involves a two-step approach to recognizing and measuring uncertain tax positions. First, tax positions are recognized if the weight of available evidence indicates that it is more likely than not that the position will be sustained upon examination, including resolution of related appeals or litigation processes, if any. Second, the tax position is measured as the largest amount of tax benefit that has a greater than 50% likelihood of being realized upon settlement. The Company recognizes interest and penalties related to unrecognized tax benefits in the provision/(benefit) for income taxes in the accompanying consolidated financial statements. The Company is subject to a three year statute of limitations by major tax jurisdictions.

Use of Estimates The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

**Stock Based Compensation** The Company recognizes the cost of employee services received in exchange for an award of equity instruments in the financial statements over the period the employee is required to perform the services in exchange for the award (presumptively the vesting period). The Company measures the cost of employee services in exchange for an award based on the grant-date fair value of the award.

Transactions in and Translation of Foreign Currency The functional currency for the Company's subsidiaries outside the United States is the applicable local currency. Balance sheet amounts are translated at December 31 exchange rates and statement of operations accounts are translated at average rates. The resulting gains or losses are charged directly to accumulated other comprehensive income/(loss). The Company is also exposed to market risks related to fluctuations in foreign exchange rates because some sales transactions, and some assets and liabilities of its foreign subsidiaries, are denominated in foreign currencies other than the designated functional currency. Gains and losses from transactions are included as foreign exchange gain (loss) in the accompanying consolidated statements of operations.

Comprehensive Income/(loss) Comprehensive income/(loss), is the combination of reported net income/(loss) and other comprehensive income/(loss) ("OCI"). OCI is changes in equity of a business enterprise during a period from transactions and other events and circumstances from non-owner sources not included in net income/(loss). OCI was composed of the following for the years ended December 31, 2010 and 2009. Total comprehensive income/(loss) for the years was approximately US\$(2,258,000) and US\$(15,332,000), respectively.

	2010	2009	
	US\$000	US\$000	
Net Income/(loss)	(2,224)	(15,385)	
Cumulative Translation Adjustment	(138)	(185)	
Change in fair value of derivative instruments – net of	104	238	
income taxes			
Total Comprehensive Income/(loss)	(2,258)	(15,332)	

Earnings/(loss) Per Share Basic earnings/(loss) per share represents income/(loss) available to common stockholders divided by the weighted average number of common shares outstanding during the year. Diluted earnings/(loss) per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued. Potential common shares that may be issued by the Company relate to outstanding stock options. All common stock equivalents were anti-dilutive at December 31, 2010. Earnings/(loss) per common share have been computed based on the following:

2010	2009
US\$ 000	US\$ 000
(2,224)	(15,385)
56,425,598	45,748,122
-	-
56,425,598	45,748,122
	US\$ 000 (2,224) 56,425,598

Fair Value Measurements The Company uses fair value measurements in areas that include, but are not limited to: impairment testing of goodwill and long-lived asset and share-based compensation arrangements. The carrying values of cash and cash equivalents, accounts receivable, accounts payable, and other current assets and liabilities approximate fair value because of the short-term nature of these instruments. The carrying value of our long-term debt approximates fair value due to the variable nature of the interest rates under our Credit Facility.

The FASB has issued accounting guidance on fair value measurements. This guidance provides a common definition of fair value and a framework for measuring assets and liabilities at fair values when a particular standard prescribes it.

This guidance also specifies a fair value hierarchy based upon the observability of inputs used in valuation techniques. These valuation techniques may be based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect the Company's market assumptions. These two types of inputs create the following fair value hierarchy.

- Level 1 Quoted prices for identical instruments in active markets.
- Level 2 Quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; and model-derived other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets and liabilities.
- Level 3 –Unobservable inputs for the asset or liability which are supported by little or no market activity and reflect the Company's assumptions that a market participant would use in pricing the asset or liability.

Fair Value Measurements at Reporting Date

Assets:	December 31,	Quoted Prices In	Significant Other Observable Inputs	Significant
	2010 and 2009	<b>Active Markets</b>		Unobservable
	US\$000	for Identical	(Level 2)	Inputs
		Assets	US\$000	(Level 3)
		(Level 1)		US\$000
		US\$000		
Goodwill	2,878			2,878

Refer to Footnote 4 for the goodwill impairment impact upon earnings.

#### **New Accounting Pronouncements**

In January 2010, the Financial Accounting Standards Board (FASB) issued guidance to amend the disclosure requirements related to recurring and nonrecurring fair value measurements. The guidance requires new disclosures on the transfers of assets and liabilities between Level 1 (quoted prices in active market for identical assets or liabilities) and Level 2 (significant other observable inputs) of the fair value measurement hierarchy, including the reasons and timing of the transfers. Additionally, the guidance requires a roll forward of activities on purchase, sales, issuance, and settlements of the assets and liabilities measured using significant unobservable inputs (Level 3 fair value measurements). The guidance became effective for periods beginning January 1, 2010. This guidance had no material impact upon the 2010 consolidated financial statements.

#### 3. Inventories

Inventories consisted of the following at December 31, 2010 and 2009:

	2010	2009
	US\$ 000	US\$ 000
Raw materials	1,713	1,547
Finished goods and work in process	2,094	2,486
Refurbished	2,586	2,144
Total	6,393	6,177

#### 4. Goodwill and Intangible Assets

Goodwill represents the excess of the cost of a business combination over the fair value of the net assets acquired. The Company is required to test goodwill for impairment, at the reporting unit level, annually and when events or circumstances indicate the fair value of a unit may be below its carrying value.

As required, the Company performed its annual goodwill impairment analysis by comparing the fair value of the reporting unit with its carrying amount. The Company has one reporting unit which is defined as the consolidated reporting entity. As part of the test under Step 1, the Company computed fair value by preparing a discounted cash flow analysis, a market capitalization analysis and a comparison of its market capitalization to that of other comparable companies.

Under the discounted cash flow analysis, the cash flows were determined based on assumptions for revenue, expenses, working capital requirements, capital expenditures and were discounted at a weighted average cost of capital. These estimates were based on historical results and the available information as of December 31, 2010 and 2009.

The Company calculated fair value by obtaining market data of comparable companies with similar assets and liabilities. The companies selected for comparison included comparable companies with proprietary technology and similar gross margins to that of the Company.

The results of Step 1 indicated that Goodwill was not impaired as of December 31, 2010 and that the value of intangible assets including customer relationships and technology was not impaired as of December 31, 2010 and 2009. Prior to December 31, 2010, there were US\$13.5m in accumulated impairment losses, which were recorded as of December 31, 2009 in the accompanying consolidated statement of operations.

The following table reflects Other intangible assets:

	Weighted		
	average		
	amortization	2010	2009
	period	US\$000	US\$000
Capitalized cost			
Customer relationships	8 years	6,300	6,300
Patents	12 years	18,538	18,538
Other intangibles	3 years	4	4
		24,842	24,842
Accumulated amortization			
Customer relationships	8 years	4,266	3,479
Patents	12 years	8,368	6,823
Other intangibles	3 years	3	2
		12,637	10,304
Net carrying costs			
Customer relationships	8 years	2,034	2,821
Patents	12 years	10,170	11,715
Other intangibles	3 years	1	2
		12,205	14,538

Weighted

Amortization expense associated with the intangible assets for the years ended December 31, 2010 and 2009 was approximately US\$2,332,000 and US\$2,333,000, respectively. Future amortization on intangible assets is expected to be as follows for the years ended:

	December 31
	US\$ 000
2011	2,332
2012	2,332
2013	2,004
2014	1,545
2015	1,545
	9,758
Thereafter	2,447
	12,205

#### 5. Property, Plant and Equipment

Property, plant and equipment consist of the following at December 31:

2010	2009
US\$ 000	US\$ 000
207	207
3,572	3,572
1,450	1,423
5,229	5,202
(1,528)	(1,248)
3,701	3,954
	US\$ 000 207 3,572 1,450 5,229 (1,528)

Depreciation expense for the years ended December 31, 2010 and 2009, was approximately US\$288,000 and US\$339,000, respectively.

#### 6. Notes Payable

The Company's debt obligations consisted of the following at December 31:

	2010	2009
	US\$ 000	US\$ 000
Bank debt:		
Five year secured reducing revolving line of credit	3,515	3,883
Five year secured term loan	1,610	2,070
Less debt obligations due within one year	(460)	(460)
Obligations due after one year	4,665	5,493

**Credit Facility** The Company has a credit facility with a bank dated March 16, 2007 that has been amended multiple times and composed of the following at December 31, 2010:

- US\$5,750,000 five year secured reducing revolving line of credit
- US\$1,610,000 five year secured reducing term loan

The interest rates on the revolver and term loan are Libor 1-month and Libor 3-month plus 4.75%, respectively. The interest rates on the revolver and term loan at December 31, 2010 were 5.01% and 5.04%, respectively. The credit facilities are secured by substantially all of the Company's assets and contain a number of restrictive covenants that among other things limit the ability of the Company to incur debt, issue capital stock, change ownership and dispose of certain assets.

**Amended Credit Facility** The company failed its covenants and received a waiver from its bank for the third quarter of 2010 and completed the amendment of its loan agreement in early 2011. The new agreement is valid until July 2013.

- US\$3,500,000 July 2013 amended, secured revolving line of credit
- US\$1,540,000 July 2013 amended, secured reducing term loan
- US\$2,500,000 July 2013 new, secured revolving line of credit
- US\$1,900,000 July 2013 new, secured reducing term loan

The Company restructured its original revolving loan up to a maximum of US\$3,500,000. The interest rate on this loan will be adjusted Libor plus 4.0%. The Company restructured its original term loan equal to US\$1,540,000. The interest rate on this loan will be adjusted Libor plus 4.0%. The Company has a new maximum revolving loan facility equal to US\$2,500,000 secured by substantially all of its assets and supported by the Export-Import Bank of the United States. The interest rate on this loan will be adjusted Libor plus 4.0%. The Company has a new term loan facility equal to US\$1,900,000 secured by substantially by all of its business assets and a mortgage. The interest rate on this loan will be adjusted Libor plus 4.5%. The change fee paid to the bank was US\$25,000 and the fee paid to the Export-Import Bank of the United States was US\$37,500.

Future Payments The future payments by year under the Company's amended loan facility are as follows:

	December 31 US\$ 000
2011	460
2011 2012	460 4,665
2013	-
2014	-
2015	-
Total payments	5,125

**Interest** Interest expense on the credit facility for the years ended December 31, 2010 and 2009, was approximately US\$477,000 and US\$949,000, respectively, related to the debt obligation. Interest expense includes US\$104,000 and US\$380,000 in 2010 and 2009, respectively, related to the loss on cash flow hedges as a result of paying off interest rate swaps that were recognized in the statement of operations as interest expense and removed from other comprehensive income/(loss).

#### 7. Retirement Program

The Company has a savings and retirement plan for its employees, which is intended to qualify under Section 401(k) of the Internal Revenue Code ("IRC"). This savings and retirement plan provides for voluntary contributions by participating employees, not to exceed maximum limits set forth by the IRC. The Company match vests after one year of service with the Company. The Company matched 100% of the employee's contribution up to the first 6% of the employee's compensation through June 30, 2009. Since then, the Company suspended the match. The Board of Directors at their discretion and within plan limitations may make a discretionary match at a future date to supplement the changes incurred. The Company contributed approximately US\$0 and US\$113,000 to the savings and retirement plan during the years ended December 31, 2010 and 2009, respectively.

#### 8. Operating Leases

The Company leases property, vehicles and office equipment under leases accounted for as operating leases without renewal options. Future minimum payments by year under non-cancellable operating leases with initial terms in excess of one year were as follows:

	December 31	
	US\$ 000	
2011	281	
2012	211	
2013	103	
2014	3	
Total	598	

#### 9. Supplemental Cash Flow and Non-Cash Financing Disclosures

	2010	2009	
	US\$ 000	US\$ 000	
Cash paid for interest	332	543	
Cash paid for taxes	(1,176)	(206)	
Non-cash financing activities – Change in fair value of derivative instruments			
Inventory received in lieu of payment	(104)	(238)	
	274	196	

#### 10. Business and Credit Concentration

The Company's line of business could be significantly impacted by, among other things, the state of the general economy, the Company's ability to continue to protect its intellectual property rights, and the potential future growth of competitors. Any of the foregoing may significantly affect management's estimates and the Company's performance. At December 31, 2010 and December 31, 2009, the Company had two customers which represented 40% and 30% of total accounts receivables; respectively.

#### 11. Commitments and Contingencies

The Company has entered into employment agreements with certain members of senior management. The terms of these are for renewable one year periods and include non-compete and nondisclosure provisions as well as providing for defined severance payments in the event of termination or change in control.

The Company is subject to various unresolved legal actions which arise in the normal course of its business. Although it is not possible to predict with certainty the outcome of these unresolved legal actions or the range of possible losses, the Company believes these unresolved legal actions will not have a material effect on its consolidated financial statements.

#### 12. Income Taxes

The Company adopted guidance from the FASB in 2007 which clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements. The guidance also prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. This pronouncement also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition.

At December 31, 2010, the Company had a gross unrecognized tax benefit (including interest and penalties) of US\$5,000.

The Company is subject to U.S. federal income tax as well as income tax of multiple state jurisdictions. The Company began business in 2005. The statute of limitations for all federal, foreign and state income tax matters for tax years from 2008 forward are still open. The Company has no federal, foreign or state income tax returns currently under examination.

	2010 US\$ 000	2009 US\$ 000
Current Income Tax	US\$ 000	0.99 000
Current income 1 ax Federal	(121)	(951)
State	(121)	23
Foreign	(59)	(247)
Total current income tax provision/(benefit)	(180)	(1,175)
1	(130)	(-,-,-)
Deferred tax expense		
Federal	(23)	(119)
State	7	(20)
Foreign	16	100
Total deferred tax provision/(benefit)	(0)	(39)
Total provision/(benefit)	(180)	(1,214)
The components of the not deferred income tay asset at December 31, 2010 a	and 2000 ware as follows:	
The components of the net deferred income tax asset at December 31, 2010 a	2010 and 2009 were as follows:	2009
	US\$ 000	US\$ 000
Deferred Tax Asset	254 000	224 000
Intangibles	1,310	1,101
Intangibles - Foreign	106	102
Goodwill	2,733	3,188
Share-based compensation	443	435
Net Operating Loss – State	72	71
Net Operating Loss - Foreign	381	89
Net Operating Loss - Federal	75	-
Foreign Tax Credit Carryover	261	-
Other	264	276
Gross deferred tax asset	5,645	5,263
Valuation Allowance	(5,285)	(4,823)
Deferred tax asset	360	440
Deferred Tax Liability		
Depreciation	(253)	(279)
Prepaids	(103)	(157)
Net deferred tax asset	4	4
Current	-	-
Non-current	4	4
Net deferred tax asset	4	4
Rate Reconciliation		(16,599)
	(2,404)	
Consolidated income/(loss) before tax	(2,404) 34%	
Rate Reconciliation Consolidated income/(loss) before tax Statutory rate Statutory tax expense	34%	34%
Consolidated income/(loss) before tax Statutory rate Statutory tax expense	34% (817)	34% (5,643)
Consolidated income/(loss) before tax Statutory rate Statutory tax expense State taxes	34% (817) 5	34% (5,643) (8)
Consolidated income/(loss) before tax Statutory rate Statutory tax expense State taxes Revaluation of Deferred Tax Assets	34% (817) 5 134	34% (5,643) (8)
Consolidated income/(loss) before tax Statutory rate Statutory tax expense State taxes Revaluation of Deferred Tax Assets Meals and Entertainment	34% (817) 5 134	34% (5,643) (8) - 28
Consolidated income/(loss) before tax Statutory rate Statutory tax expense State taxes Revaluation of Deferred Tax Assets Meals and Entertainment Foreign Tax Items	34% (817) 5 134 19 (4)	34% (5,643) (8) - 28 19
Consolidated income/(loss) before tax Statutory rate Statutory tax expense State taxes Revaluation of Deferred Tax Assets Meals and Entertainment	34% (817) 5 134	34% (5,643) (8) - 28

At December 31, 2010, the Company had a net deferred tax asset. In assessing the realizability of deferred tax assets, management considers whether it is more likely than not that some portion or all of the deferred tax assets will not be realized. The ultimate realization of the deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Since realization of any future tax benefit at December 31, 2010 and December 31, 2009 was not sufficiently assured, a valuation allowance for the amount of the 2010 and 2009 net deferred tax asset was provided for.

The Company has filed its US Federal Tax Return for the year ended December 31, 2010, which reflected the carryback of the 2010 loss to prior years. Included in income tax receivable on the consolidated balance sheet is US\$315,000 reflecting the amount of the tax refund intended to be filed by the Company.

The Company has US\$4,977,000 in state loss carry forwards with varying expiration dates, US\$221,000 of federal net operating losses that will expire in 2031 and US\$1,361,000 in foreign loss carry forwards with indefinite expiration dates.

#### 13. Revenues by Geographic Region

The Company sells its product to customers throughout the world. The breakdown by location is as follows:

	2010	2009	
	US\$ 000	US\$ 000	
United States and U.S. possessions	8,664	12,368	
Canada	1,089	579	
Rest of world	11,282	11,280	
Total	21,035	24,227	

A significant portion of the Company's long-lived assets are located in the United States.

#### 14. Stock Based Compensation

The Company has one share-based compensation plan, which is described below. The compensation cost that has been charged against income/(loss) for the plan was approximately US\$50,000 and US\$373,000 for the years ended December 31 2010 and 2009, respectively. The income tax effect recognized for share based compensation was approximately a benefit of US\$18,000 and an expense of US\$148,000 for the years ended December 31, 2010 and 2009, respectively.

The board felt it was critical to have a meaningful retention/incentive program for key employees while being fair to the shareholders. The Remuneration Committee has developed a substitute Stock Option plan for management retention and incentivizing. This is not expected to have a material impact upon the Company's financial position or operations. The plan was authorized by the Board of Directors on January 20, 2010 and implemented February 17, 2010.

There are 5.6 million shares available to be granted under the new plan which is 10% of the 56 million shares that are authorized. The initial grant was for 2.3 million shares as replacements for grants under the old option plan which were cancelled and the old plan was abandoned. The grants have a 3 year vesting and a strike price of 30P, a 100% premium over the market price on the date of grant. The remaining shares will only be issued for new key employees and superior performance.

Options granted under the Plan have a term of up to ten years and generally vest over a three-year period beginning on the date of the grant. Options under the Plan must be granted at a price not less than the fair market value at the date of grant. The fair value of each option award is estimated on the date of grant using the Black-Scholes-Merton option pricing model. The risk-free interest rate is based on the U.S. Treasury rate for the expected term at the time of grant, volatility is based on the average long-term implied volatilities of peer companies as our Company has limited trading history and the expected life is based on the average of the life of the options of 10 years and an average vesting period of 3 years. The following table illustrates the assumptions for the Black-Scholes model used in determining the fair value of options granted to employees for the years ended December 31, 2010 and 2009.

	2010	2009	
Dividend yield	0.00%	0.00%	
Risk-free interest rate	2.11%	1.40%	
Volatility	48.8%	47.3%	
Expected term	4.4 yrs	4.6 yrs	

A summary of option activity under the stock option plan as of December 31, 2010, and changes during the year then ended is presented below:

Options	Shares	Weighted- Average Exercise Price US\$	Weighted- Average Remaining Contractual Term (yrs)	Aggregate Intrinsic Value
Outstanding at	2,828,895	2.24	-	-
January 1,2009	(02.005	0.24		
Granted	602,885	0.24	-	-
Exercised	- (24 - 42)	-	-	-
Forfeited	(81,542)	2.04	-	-
Outstanding at				
December 31, 2009	3,350,238	1.88	7.44	-
Granted	2,333,711	0.47	9.14	
Exercised	-	-	-	-
Forfeited	(2,679,319)	2.14	-	-
Outstanding at				
December 31, 2010	3,004,630	0.56	8.73	-
Exercisable at				
December 31, 2010	372,194	1.40	6.83	-

The weighted-average grant-date fair value of options granted was US\$0.05 and US\$0.09 for the years ended December 31, 2010 and 2009, respectively.

A summary of the status of the Company's non-vested shares as of December 31, 2010, and changes during the year then ended is presented below:

		Weighted Average Grant-Date Fair Value
		US\$
	Share	200
Non-vested shares as of December 31, 2009	937,799	0.10
Granted	2,333,711	0.05
Vested	2,040,245	0.31
Forfeited	(2,679,319)	0.43
Non-vested shares as of December 31, 2010	2,632,436	0.06

As of December 31, 2010, there was US\$104,000 of total unrecognized compensation cost related to non-vested share-based compensation arrangements granted under the Company's stock option plan. Stock option expense will be recognized over 2.1 years which is the weighted average remaining vesting period. The fair value of options vested in 2010 and 2009 was US\$15,000 and US\$345,000, respectively.

#### 15. Subsequent Events

As discussed in Note 12 the Company has filed its 2010 US Federal Tax Return and expects a refund of US\$315,000 due to the ability to carry the 2010 loss back to previous tax years which is included in income tax receivable on the consolidated balance sheet.

As discussed in Note 6, in early 2011 the Company amended and extended its loan facility out until July 2013. The extension, along with simplified covenants, allowed management to focus on implementation of its strategic plan, successfully introduce new products into the market and maximize opportunities from investments in emerging markets.

# **Advisers and Corporate Information**

#### **Directors**

Lawrence Horsch Chairman and Non-Executive Director John T. Cooney President and Chief Executive Officer Michael F. Niemela Chief Financial Officer and Secretary Ron Maskalunas Non-Executive Director Thomas M. Anderson Non-Executive Director

### Registered and Head Office

Somero Enterprises, Inc 16831 Link Court Fort Myers, Florida 33912 USA

Registered Number

Incorporated in the State of Delaware, USA under the Delaware General Corporation Law with registered number 3589295

Registrars

Computershare Investor Services (Jersey) Limited Queensway House Hilgrove Street St Helier Jersey

JE1 1ES Channel Islands

Nomad

Hawkpoint Partners Limited 41 Lothbury London EC2R 7AE UK

**Broker** 

Collins Stewart Limited 9th Floor 88 Wood Street London EC2V 7QR UK 8 Clifford Street London W1S 2LQ

UK

**Auditors** 

Whitley Penn LLP Suite 1440 5420 LBJ Freeway Dallas, TX 75240

### **Notice of Annual General Meeting of Stockholders**

SOMERO ENTERPRISES, INC. (the "Company")

(Incorporated in the State of Delaware, USA under the Delaware General Corporation Law (the "DGCL") with registered number 3589295)

Notice is given that the Annual General Meeting of Stockholders (the "AGM") of the Company will be held at the offices of Collins Stewart Limited, 88 Wood Street, London EC2V 7QR on 28 June 2011 at 11:00 am local time for the following purposes:

To consider and, if thought fit, to pass the following resolutions:

- 1. To ratify the Directors' Report and the Annual Report and the Company audited financial statements for the year ended 31 December 2010.
- 2. To ratify the Directors' Remuneration Report for the year ended 31 December 2010.
- 3. To re-elect Lawrence Horsch as a Class II Director.
- 4. To re-elect Thomas Anderson as a Class II Director.
- 5. To ratify the appointment of Whitley Penn LLP as the auditors of the Company for the fiscal year ending 31 December 2011.
- 6. To consider and act upon any matters incidental to the foregoing purposes and any other matters which may properly come before the AGM or any adjourned session thereof.

Please refer to the Annual Report and form of proxy, which forms a part of this Notice and is incorporated in this Notice by reference, for further information with respect to the business to be transacted at the AGM.

Stockholders of record at the close of business on 18 May 2011 are entitled to receive notice of, and vote at, the AGM or any adjournment or postponement of the AGM.

Whether or not you expect to attend the AGM, please complete, date and return the enclosed proxy as promptly as possible in order to ensure your representation at the AGM. To be effective, proxies must be sent to or deposited at the office of the Company's registrars (ComputerShare Investors Services (Jersey) Limited, Queensway House, Hilgrove Street, St. Helier, Jersey JE4 1ES, Channel Islands) so as to be received not later than 48 hours before the time for the AGM (provided that the Company may waive such requirement in its sole discretion). Even if you have given your proxy, you may still vote in person if you attend the AGM.

You may inspect a complete list of the stockholders eligible to vote at the AGM during normal business hours at our offices located at 16831 Link Court, Fort Myers, Florida 33912, USA, during the ten days prior to the date of the AGM and also at the location indicated above during the AGM.

The Board of Directors unanimously recommends a vote "FOR" each of the proposed resolutions.

All stockholders are cordially invited to attend the AGM.

By order of the Board of Directors.

Michael Niemela, Secretary 17 May 2010

#### Notes:

- 1. The Company's Board of Directors has approved the Annual Report (including the Director's Report and the Directors' Remuneration Report contained therein) and the Company's audited financial statements for the year ended 31 December 2010. Stockholder ratification of the Annual Report (including the Director's Report and the Directors' Remuneration Report contained therein) and the Company's audited financial statements for the year ended December 31, 2010 is not mandatory under Delaware law. However, the Board is submitting the Annual Report (including the Director's Report and the Directors' Remuneration Report contained therein) and the Company's audited financial statements for the year ended December 31, 2010 to the stockholders for ratification as a matter of good corporate practice. If ratification is not approved a majority of the shares of common stock voting at the AGM in person or by proxy, the Board will reconsider its approval thereof.
- 2. The Company's Board of Directors has selected Whitley Penn LLP to serve as the Company's auditors until the next Annual AGM of Stockholders. Stockholders ratification of the selection of Whitley Penn LLP as the Company's auditors is not mandatory under Delaware law. However, the Board is submitting the selection of Whitley Penn LLP to the stockholders for ratification as a matter of good corporate practice. If ratification is not approved a majority of the shares of common stock voting at the AGM in person or by proxy, the Board will reconsider its approval thereof.
- 3. In accordance with the Company's Bylaws, the holders of one-third in voting power of all issued and outstanding stock entitled to vote at the AGM, present in person or presented by proxy, shall constitute a quorum for the transaction of business.





## Somero Enterprises, Inc.

16831 Link Court, Fort Myers, Florida, 33912, USA www.somero.com