REGISTERED NUMBER: 00419883 (England and Wales)

Strategic Report, Report of the Directors and

Financial Statements for the Year Ended 30 April 2018

<u>for</u>

The Downland Bedding Company Limited

Haines Watts Statutory Auditor
3rd Floor Pacific Chambers 11-13 Victoria Street Liverpool Merseyside L2 5QQ

31/01/2019 COMPANIES HOUSE

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Company Information for the Year Ended 30 April 2018

DIRECTORS:

M R Smith G R Smith G O Smith F G Smith

REGISTERED OFFICE:

23 Blackstock Street

Liverpool L3 6ER

REGISTERED NUMBER:

00419883 (England and Wales)

AUDITORS:

Haines Watts Statutory Auditor 3rd Floor Pacific Chambers

11-13 Victoria Street

Liverpool Merseyside L2 5QQ

Strategic Report for the Year Ended 30 April 2018

The directors present their strategic report for the year ended 30 April 2018.

REVIEW OF BUSINESS

The company's product range includes traded goods, pillows and duvets. The key performance indicators are product turnover and profit margins. Growth in 2018 has slowed - turnover has increased by 2.4% whilst operating profit decreased to 2.3%. This is in line with the directors' expectations.

The company faces a number of risks and uncertainties and the directors believe that those that are key to the business are in respect of competition from other UK manufacturers and meeting customer expectations for quality, delivery performance and availability. The directors also recognise that there are a number of trading factors outside their control which may affect the future development of the company.

The directors anticipate that the business environment will remain competitive. However, the company is in a good financial position and the directors are confident that, in spite of the current economic conditions, the company has the ability to continue to grow.

Continued investment in plant and machinery and operations is ongoing and will further promote growth.

PRINCIPAL RISKS AND UNCERTAINTIES

Interest rate risk

The company finances its operations through a mixture of retained profits and bank borrowings. Bank borrowings are in the form of a secured overdraft facility with variable interest rates.

Liquidity risk

The company manages liquidity risk by the careful monitoring of working capital with particular emphasis on stock management and purchasing. Short term flexibility is, as stated above, managed within the existing bank borrowing facility.

Foreign currency risk

The company buys much of its stock from overseas markets and manages its risk to fluctuating exchange rates by using forward exchange rate contracts, primarily in US dollars and the Chinese yuan. The company's policy is to cover much of its exposure to customer and supplier contractual obligations by fixing the rate for when foreign currency will be required.

RESEARCH & DEVELOPMENT

The company has a continuous programme of research and development to drive production innovation, develop manufacturing techniques and processes and to improve performance ensuring we remain a market leader and remain compliant with the latest technologies and legislation

ON BEHALF OF THE BOARD:

F G Smith - Director

Date: 30th January 2019

Report of the Directors for the Year Ended 30 April 2018

The directors present their report with the financial statements of the company for the year ended 30 April 2018.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of Manufacture and sales of pillows and bedding and the importation of textile products

No dividends will be distributed for the year ended 30 April 2018.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 May 2017 to the date of this report.

M R Smith

G R Smith

G O Smith

F G Smith

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, the Report of the Directors and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

AUDITORS

The auditors, Haines Watts, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

FG Smith - Director

Date: 30th January 2019

Report of the Independent Auditors to the Members of The Downland Bedding Company Limited

Opinion

We have audited the financial statements of The Downland Bedding Company Limited (the 'company') for the year ended 30 April 2018 which comprise the Statement of Comprehensive Income, Balance Sheet, Statement of Changes in Equity, Cash Flow Statement and Notes to the Cash Flow Statement, Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 April 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The directors are responsible for the other information. The other information comprises the information in the Strategic Report and the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Report of the Directors have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors to the Members of The Downland Bedding Company Limited

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Report of the Directors.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page three, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

Use of our report

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

Frank Murphy (Senior Statutory Auditor)

for and on behalf of Haines Watts

Statutory Auditor

3rd Floor Pacific Chambers

11-13 Victoria Street

Liverpool

Merseyside

L2 500

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Statement of Comprehensive Income for the Year Ended 30 April 2018

		30.4	4.18	30.4.	17
	Notes	£	£	£	£
TURNOVER	3		14,607,811		14,263,846
Cost of sales			11,690,132		11,094,436
GROSS PROFIT			2,917,679		3,169,410
Distribution costs Administrative expenses		1,286,796 1,301,498		1,191,058 1,186,869	
Administrative expenses			2,588,294	1,180,809	2,377,927
			329,385		791,483
Other operating income			5,542		58,053
OPERATING PROFIT	5	•	334,927		849,536
Interest receivable and similar income			786		2,584
			335,713		852,120
Interest payable and similar expenses	6		26,154		31,897
PROFIT BEFORE TAXATION			309,559		820,223
Tax on profit	7	ŧ	(51,038)		162,915
PROFIT FOR THE FINANCIAL YEAR	1		360,597		657,308
OTHER COMPREHENSIVE INCOME			.		
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			360,597		657,308

The Downland Bedding Company Limited (Registered number: 00419883)

Balance Sheet 30 April 2018

		30.4.	18	30.4.	17
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	8		1,437,562		1,290,895
Investments	9		41,415		41,415
			1,478,977		1,332,310
CURRENT ASSETS					
Stocks	10	1,709,377		1,546,862	
Debtors	11	2,466,622		2,049,334	
Cash at bank and in hand		519,099		1,055,987	
		4,695,098		4,652,183	
CREDITORS					
Amounts falling due within one year	12	2,616,807		2,772,895	
NET CURRENT ASSETS			2,078,291		1,879,288
TOTAL ASSETS LESS CURRENT LIABILITIES			3,557,268		3,211,598
CREDITORS					
Amounts falling due after more than one					
year	13		(445,598)		(477,996)
PROVISIONS FOR LIABILITIES	16		(107,669)		(89,273)
ACCRUALS AND DEFERRED INCOME	E 17		(4,310)		(5,235)
NET ASSETS			2,999,691		2,639,094
CAPITAL AND RESERVES					
Called up share capital	18		3,100		3,100
Capital redemption reserve	19		1,900		1,900
Retained earnings	19		2,994,691		2,634,094
SHAREHOLDERS' FUNDS			2,999,691		2,639,094

The financial statements were approved by the Board of Directors on 30th 2019 and were signed on its behalf by:

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F G Smith - Director

## Statement of Changes in Equity for the Year Ended 30 April 2018

|                                              | Called up<br>share<br>capital<br>£ | Retained<br>earnings<br>£ | Capital redemption reserve | Total<br>equity<br>£ |
|----------------------------------------------|------------------------------------|---------------------------|----------------------------|----------------------|
| Balance at 1 May 2016                        | 3,100                              | 1,976,786                 | 1,900                      | 1,981,786            |
| Changes in equity Total comprehensive income |                                    | 657,308                   | - 1,000                    | 657,308              |
| Balance at 30 April 2017                     | 3,100                              | 2,634,094                 |                            | 2,639,094            |
| Changes in equity Total comprehensive income | · <u>-</u>                         | 360,597                   | <u>-</u>                   | 360,597              |
| Balance at 30 April 2018                     | 3,100                              | 2,994,691                 | 1,900                      | 2,999,691            |

## Cash Flow Statement for the Year Ended 30 April 2018

|                                                                                                                                                                 | T .        | 30.4.18                        | 30.4.17<br>£                         |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|--------------------------------|--------------------------------------|
|                                                                                                                                                                 | lotes      | <b>£</b>                       | r                                    |
| Cash flows from operating activities Cash generated from operations Interest paid Tax paid                                                                      | 1          | (231,572)<br>(26,154)<br>3,703 | 1,113,978<br>(31,897)<br>(17,586)    |
| Net cash from operating activities                                                                                                                              |            | (254,023)                      | 1,064,495                            |
| Cash flows from investing activities Purchase of tangible fixed assets Proceeds from other investments and loan Sale of tangible fixed assets Interest received |            | (267,453)<br>-<br>309<br>786   | (240,851)<br>5,964<br>3,020<br>2,584 |
| Net cash from investing activities                                                                                                                              |            | (266,358)                      | (229,283)                            |
| Cash flows from financing activities Loan repayments in year Capital repayments in year                                                                         |            | (11,067)<br>(5,440)            | (476,273)<br>(4,590)                 |
| Net cash from financing activities                                                                                                                              |            | (16,507)                       | (480,863)                            |
| (Decrease)/increase in cash and cash equiva<br>Cash and cash equivalents at beginning of<br>year                                                                | lents<br>2 | (536,888)<br>1,055,987         | 354,349<br>701,638                   |
| Cash and cash equivalents at end of year                                                                                                                        | 2          | 519,099                        | 1,055,987                            |

Notes to the Cash Flow Statement for the Year Ended 30 April 2018

## 1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

|                                                  | 30.4.18   | 30.4.17   |
|--------------------------------------------------|-----------|-----------|
|                                                  | £         | £         |
| Profit before taxation                           | 309,559   | 820,223   |
| Depreciation charges                             | 119,022   | 92,736    |
| Profit on disposal of fixed assets               | (309)     | (3,020)   |
| (Decrease) in deferred income                    | (925)     | (925)     |
| Finance costs                                    | 26,154    | 31,897    |
| Finance income                                   | (786)     | (2,584)   |
|                                                  | 452,715   | 938,327   |
| Increase in stocks                               | (162,515) | (183,436) |
| (Increase)/decrease in trade and other debtors   | (415,173) | 94,601    |
| (Decrease)/increase in trade and other creditors | (106,599) | 264,486   |
| Cash generated from operations                   | (231,572) | 1,113,978 |

## 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

### Year ended 30 April 2018

| Cash and cash equivalents | 30.4.18<br>£<br>519,099 | 1.5.17<br>£<br>1,055,987 |
|---------------------------|-------------------------|--------------------------|
| Year ended 30 April 2017  | 30.4.17                 | 1.5.16                   |
| Cash and cash equivalents | 1,055,987               | £<br>701,638             |

#### 1. STATUTORY INFORMATION

The Downland Bedding Company Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

#### 2. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

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

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis.

#### Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Freehold land and buildings 2% p.a. on cost
Plant and equipment 15% - 25% p.a. on cost
Motor vehicles 25% p.a. on cost

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset and is credited or charged to the profit or loss.

#### **Government grants**

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance the grant conditions will be met and the grants will be received

A grant that specifies performance conditions is recognised in income when the performance conditions are met. Where a grant does not specify performance conditions it is recognised in income when the proceeds are received or receivable. A grant received before the recognition criteria are satisfied is recognised as a liability

#### Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the stocks to their present location and condition.

Stocks held for distribution at no or nominal consideration are measured at the lower of replacement cost and cost, adjusted where applicable for any loss of service potential.

At each reporting date, an assessment is made for impairment. Any excess of the carrying amount of stocks over it's estimated selling price less costs to complete and sell is recognised as an impairment loss in profit or loss. Reversals of impairment losses are also recognised in profit or loss.

#### 2. ACCOUNTING POLICIES - continued

#### **Taxation**

Taxation for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to profit or loss over the relevant period. The capital element of the future payments is treated as a liability.

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

#### 2. ACCOUNTING POLICIES - continued

#### Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to seel and value in use. In assessing value in use, he estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current markets assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash generating unit) is estimated to be less than the carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount os the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

#### Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with bank, other short term liquid investments with original maturities of three months or less, and bank over drafts. Bank overdrafts are shown within borrowings in current liabilities.

#### Financial instruments

The company has elected to apply the provisions of Section 11 "Basic Financial instruments" and Section 12 "Other Financial Issues£ of FRS 102 to all of it's financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously

### 3. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by class of business is given below:

|               | 30.4.18<br>£ | 30.4.17<br>£ |
|---------------|--------------|--------------|
| Sale of goods | 14,607,811   | 14,263,846   |
|               | 14,607,811   | 14,263,846   |

### 3. TURNOVER - continued

An analysis of turnover by geographical market is given below:

|    |                                                                                     | 30.4.18                   | 30.4.17                   |
|----|-------------------------------------------------------------------------------------|---------------------------|---------------------------|
|    | United Kingdom<br>Europe                                                            | £<br>14,563,956<br>43,855 | £<br>14,202,255<br>61,591 |
|    |                                                                                     | 14,607,811                | 14,263,846                |
| 4. | EMPLOYEES AND DIRECTORS                                                             |                           |                           |
|    |                                                                                     | 30.4.18<br>£              | 30.4.17<br>£              |
|    | Wages and salaries                                                                  | 2,742,821                 | 2,391,906                 |
|    | Social security costs                                                               | 215,918                   | 194,301                   |
|    | Other pension costs                                                                 | 47,009                    | 68,418                    |
|    |                                                                                     | 3,005,748                 | 2,654,625                 |
|    |                                                                                     | •                         |                           |
|    | The average number of employees during the year was as follows:                     | 30.4.18                   | 30.4.17                   |
|    | Manufacturina                                                                       | 90                        | 100                       |
|    | Manufacturing Sales                                                                 | 6                         | 6                         |
|    | Administration & Support                                                            | 19                        | 14                        |
|    |                                                                                     | 115                       | 120                       |
|    |                                                                                     | <del></del>               | <del></del>               |
|    |                                                                                     | 30.4.18                   | 30.4.17                   |
|    |                                                                                     | £                         | £                         |
|    | Directors' remuneration                                                             | 170,640<br>30,000         | 170,640<br>55,000         |
|    | Directors' pension contributions to money purchase schemes                          |                           | ====                      |
| 5. | OPERATING PROFIT                                                                    |                           |                           |
|    | The operating profit is stated after charging/(crediting):                          |                           |                           |
|    |                                                                                     | 30.4.18                   | 30.4.17                   |
|    |                                                                                     | £                         | £                         |
|    | Other operating leases                                                              | 9,383                     | 4,090                     |
|    | Depreciation - owned assets                                                         | 119,021                   | 88,547<br>4,192           |
|    | Depreciation - assets on hire purchase contracts Profit on disposal of fixed assets | (309)                     | (3,020)                   |
|    | Auditors' remuneration                                                              | 13,000                    | 13,000                    |
|    | Foreign exchange differences                                                        | (4,617)                   | (57,128)                  |
|    | Cost of stocks recognised as an expense                                             | 9,465,728                 | 9,142,186                 |
|    |                                                                                     |                           |                           |
| 6. | INTEREST PAYABLE AND SIMILAR EXPENSES                                               | 20.440                    | 20.415                    |
|    |                                                                                     | 30.4.18<br>£              | 30.4.17<br>£              |
|    | Bank interest                                                                       | 26,154                    | 31,897                    |
|    |                                                                                     |                           | ===                       |

### Notes to the Financial Statements - continued for the Year Ended 30 April 2018

#### **TAXATION**

| The tax ( | credit)/char | ge on the n | rofit for the | year was as follows: |
|-----------|--------------|-------------|---------------|----------------------|
|           |              |             |               |                      |

|                                                 | 30.4.18<br>£ | 30.4.17<br>£ |
|-------------------------------------------------|--------------|--------------|
| Current tax:                                    |              | 125 642      |
| UK corporation tax Under/ over provision of tax | (69,434)     | 135,642      |
| Total current tax                               | (69,434)     | 135,642      |
| Deferred tax                                    | 18,396       | 27,273       |
| Tax on profit                                   | (51,038)     | 162,915      |

Reconciliation of total tax (credit)/charge included in profit and loss

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

| Profit before tax                                                                                                                                                                                                                                | 30.4.18<br>£<br>309,559                             | 30.4.17<br>£<br>820,223          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------|----------------------------------|
| Profit multiplied by the standard rate of corporation tax in the UK of 19% (2017 - 20%)                                                                                                                                                          | 58,816                                              | 164,045                          |
| Effects of:  Expenses not deductible for tax purposes Income not taxable for tax purposes Capital allowances in excess of depreciation Other Permanent Differences Research & Development enhanced deduction Effect of prior year over provision | 48<br>(59)<br>(20,525)<br>-<br>(53,216)<br>(36,102) | 788<br>(185)<br>(675)<br>(1,058) |
| Total tax (credit)/charge                                                                                                                                                                                                                        | (51,038)                                            | 162,915                          |

## 8. TANGIBLE FIXED ASSETS

| TAILOIDEE TAIDD AGGETS                 | Freehold<br>property<br>£     | Plant and<br>machinery<br>£ | Motor<br>vehicles<br>£ | Totals<br>£                 |
|----------------------------------------|-------------------------------|-----------------------------|------------------------|-----------------------------|
| COST                                   |                               |                             |                        |                             |
| At 1 May 2017                          | 960,847                       | 1,422,964                   | 15,238                 | 2,399,049                   |
| Additions                              | 6,780                         | 260,673                     | -                      | 267,453<br>(27,950)         |
| Disposals                              | <del></del>                   | (27,950)                    |                        | (27,950)                    |
| At 30 April 2018                       | 967,627                       | 1,655,687                   | 15,238                 | 2,638,552                   |
| DEPRECIATION                           |                               |                             |                        |                             |
| At 1 May 2017                          | 151,715                       | 946,006                     | 10,433                 | 1,108,154                   |
| Charge for year                        | 18,128                        | 98,146                      | 2,747                  | 119,021                     |
| Eliminated on disposal                 | <u> </u>                      | (26,185)                    | -                      | (26,185)                    |
| At 30 April 2018                       | 169,843                       | 1,017,967                   | 13,180                 | 1,200,990                   |
| NET BOOK VALUE                         |                               |                             |                        |                             |
| At 30 April 2018                       | 797,784                       | 637,720                     | 2,058                  | 1,437,562                   |
| At 30 April 2017                       | 809,132                       | 476,958                     | 4,805                  | 1,290,895                   |
| Fixed assets, included in the above, w | vhich are held under hire pur | chase contracts are         | as follows:            | Plant and<br>machinery<br>£ |
| COST                                   |                               |                             |                        | 6,604                       |
| At 1 May 2017 Transfer to ownership    |                               |                             |                        | (6,604)                     |
| At 30 April 2018                       |                               |                             |                        |                             |
| DEPRECIATION                           |                               |                             |                        |                             |
| At 1 May 2017                          |                               |                             |                        | 4,192                       |
| Transfer to ownership                  |                               |                             |                        | (4,192)                     |
| At 30 April 2018                       |                               |                             |                        | -                           |
| NET BOOK VALUE<br>At 30 April 2018     |                               |                             |                        |                             |
| At 30 April 2017                       |                               |                             |                        | 2,412                       |
|                                        |                               |                             |                        |                             |

## 9. FIXED ASSET INVESTMENTS

| 9.  | FIXED ASSET INVESTMENTS                                                                                 |                             | Unlisted investments         |
|-----|---------------------------------------------------------------------------------------------------------|-----------------------------|------------------------------|
|     | COST At 1 May 2017 and 30 April 2018                                                                    |                             | 41,415                       |
|     | NET BOOK VALUE<br>At 30 April 2018                                                                      |                             | 41,415                       |
|     | At 30 April 2017                                                                                        |                             | 41,415                       |
| 10. | STOCKS                                                                                                  | 30.4.18                     | 30.4.17                      |
|     | Stocks                                                                                                  | 1,709,377                   | 1,546,862                    |
| 11. | DEBTORS                                                                                                 | 30.4.18<br>₤                | 30.4.17<br>£                 |
|     | Amounts falling due within one year: Trade debtors Other debtors                                        | 2,270,791<br>70,820         | 1,903,922<br>72,714          |
|     | Prepayments and accrued income                                                                          | 2,446,952                   | 2,020,130                    |
|     | Amounts falling due after more than one year: Other debtors                                             | 19,670                      | 29,204                       |
|     | Aggregate amounts                                                                                       | 2,466,622                   | 2,049,334                    |
| 12. | CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR                                                          |                             | 20.4.5                       |
|     |                                                                                                         | 30.4.18<br>£                | 30.4.17<br>£                 |
|     | Bank loans and overdrafts (see note 14) Other loans (see note 14) Hire purchase contracts (see note 15) | 406,241                     | 422,717<br>12,033<br>1,940   |
|     | Trade creditors Tax                                                                                     | 1,271,570<br>-              | 1,284,381<br>135,642         |
|     | Social security and other taxes VAT Other creditors                                                     | 57,121<br>224,719<br>72,987 | 55,372<br>202,548<br>106,668 |
|     | Accrued expenses Deferred government grants                                                             | 583,244<br>925              | 550,669                      |
|     |                                                                                                         | 2,616,807                   | 2,772,895                    |

# Notes to the Financial Statements - continued for the Year Ended 30 April 2018

| 13. | CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR       |                                     |                   |
|-----|---------------------------------------------------------------|-------------------------------------|-------------------|
|     |                                                               | 30.4.18<br>£                        | 30.4.17<br>£      |
|     | Bank loans (see note 14)                                      | 276,810                             | 308,428           |
|     | Hire purchase contracts (see note 15) Trade creditors         | 3,995                               | 780<br>-          |
|     | Amounts owed to group undertakings Deferred government grants | 161,093<br>3,700                    | 165,088<br>3,700  |
|     | Deterred government grants                                    |                                     | <del></del>       |
|     |                                                               | 445,598                             | 477,996           |
| 14. | LOANS                                                         |                                     |                   |
|     | An analysis of the maturity of loans is given below:          |                                     |                   |
|     |                                                               | 30.4.18                             | 30.4.17           |
|     | Amounts falling due within one year or on demand:             | £                                   | £                 |
|     | Bank loans Other loans                                        | 406,241                             | 422,717<br>12,033 |
|     | Other toans                                                   | 406 241                             | 434,750           |
|     |                                                               | 406,241                             | ====              |
|     | Amounts falling due between two and five years:               |                                     | 202 122           |
|     | Bank loans - 2-5 years                                        | <del>276,810</del>                  | 308,428           |
| 15. | LEASING AGREEMENTS                                            |                                     |                   |
|     | Minimum lease payments fall due as follows:                   |                                     |                   |
|     |                                                               | Hire purchase contracts             |                   |
|     |                                                               | 30.4.18<br>£                        | 30.4.17<br>£      |
|     | Net obligations repayable: Within one year                    | _                                   | 1,940             |
|     | Between one and five years                                    |                                     | 780               |
|     |                                                               |                                     | 2,720             |
|     |                                                               |                                     | <del></del>       |
|     |                                                               | Non-cancellable<br>operating leases |                   |
|     | ·                                                             | 30.4.18<br>£                        | 30.4.17<br>£      |
|     | Within one year                                               | 15,354                              | 19,404            |
|     | Between one and five years                                    | 24,839                              | 39,383            |
|     |                                                               | 40,193                              | 58,787            |

| 16. | PROVISIONS FOR LIABILITIES        |                     |                      | 30.4.18                    | 30.4.17              |
|-----|-----------------------------------|---------------------|----------------------|----------------------------|----------------------|
|     | Deferred tax                      |                     |                      | £<br>107,669               | £<br>89,273          |
|     |                                   |                     |                      |                            | Deferred<br>tax<br>£ |
|     | Balance at 1 M<br>Provided durin  |                     |                      |                            | 89,273<br>18,396     |
|     | Balance at 30 A                   | April 2018          |                      |                            | 107,669              |
| 17. | ACCRUALS                          | AND DEFERRED INCOME |                      | 30.4.18                    | 30.4.17              |
|     | Deferred gover                    | nment grants        | ·                    | £<br>4,310                 | £<br>5,235           |
| 18. | CALLED UP                         | SHARE CAPITAL       |                      |                            |                      |
|     | Allotted, issued                  | i and fully paid:   |                      |                            |                      |
|     | Number:                           | Class:              | Nominal value:       | 30.4.18<br>£               | 30.4.17<br>£         |
|     | 3,100                             | Ordinary            | £1                   | 3,100                      | 3,100                |
| 19. | RESERVES                          |                     |                      | Capital                    |                      |
|     |                                   |                     | Retained earnings    | redemption<br>reserve<br>£ | Totals<br>£          |
|     | At 1 May 2017<br>Profit for the y |                     | 2,634,094<br>360,597 | 1,900                      | 2,635,994<br>360,597 |
|     | At 30 April 20                    | 18                  | 2,994,691            | 1,900                      | 2,996,591            |
|     |                                   |                     |                      |                            |                      |

## 20. **DIRECTORS' ADVANCES, CREDITS AND GUARANTEES**

The following advances and credits to a director subsisted during the years ended 30 April 2018 and 30 April 2017:

|                                      | 30.4.18 | 30.4.17 |
|--------------------------------------|---------|---------|
|                                      | £       | £       |
| F G Smith                            |         |         |
| Balance outstanding at start of year | 72,714  | 72,714  |
| Amounts repaid                       | (1,894) | -       |
| Amounts written off                  |         | -       |
| Amounts waived                       | -       | -       |
| Balance outstanding at end of year   | 70,820  | 72,714  |
| •                                    |         |         |