Registration number: 587618

Leeds Commercial Limited

Directors' Report and Financial Statements

for the Year Ended 30 September 2013

Fullertons Accountants
Chartered Accountants & Registered Auditors
Westbourne House
60 Bagley Lane
Farsley
Leeds
West Yorkshire
LS28 5LY





A38 25/06/2014
COMPANIES HOUSE

#116

Leeds Commercial Limited Contents

Company Information	
Directors' Report	2 to 3
Statement of Directors' Responsibilities	4
Independent Auditor's Report	5 to 6
Profit and Loss Account	7
Balance Sheet	8
Cash Flow Statement	9 to 10
Notes to the Financial Statements	11 to 20
The following pages do not form part of the statutory financial statement	ats:
Detailed Profit and Loss Account	21 to 24

Company Information

Directors Mr C J Miller

Mr P J Graham Mr P R Bumford Mr A Baggley

Registered office

The Roundhouse Wellington Road

Leeds

West Yorkshire LS12 1DR

Auditors

Fullertons Accountants

Chartered Accountants & Registered Auditors

Westbourne House 60 Bagley Lane

Farsley Leeds

West Yorkshire LS28 5LY

Directors' Report for the Year Ended 30 September 2013

The directors present their report and the financial statements for the year ended 30 September 2013.

Directors of the company

The directors who held office during the year were as follows:

Mr C J Miller

Mr P J Graham

Mr P R Bumford

Mr A Baggley

Principal activity

The principal activity of the company is vehicle hire.

Business review

Fair review of the business

The company has continued to maintain six operating depots: Leeds, Bradford, Barnsley, Sherburn, Manchester and Bristol. All depots have been fully operational during the year and have contributed positively to the result for the year. During March 2014 new premises were purchased in Bristol for development into a fully operational depot by the end of the year.

As expected turnover increased due to the rise in the size of the fleet and the improvement in utilisation levels. This has resulted in a 10% increase on the previous year's figure. Profit before tax increased to £1,863,584 due to the effect of reduced costs, increased turnover and improved profits from vehicle disposals. measures to cut costs and dispose of surplus vehicles have continued during the year. These will continue to be reviewed and challenged in the following year for further savings.

The current year is expected to show a further increase to the year's results due to continuing efforts on reducing costs and improvements in utilisation.

Whilst the company continues to invest only where necessary to maintain it's rental fleet, the introduction of "Euro 6" vehicles has distorted the buying pattern with vehicle purchases brought forward in time. Current indications are that 2014 vehicle prices will be 10% more expensive, with residual values remaining very strong.

The company's key financial and other performance indicators during the year were as follows:

	Unit	2013	2012
Turnover growth	%	10	9
Gross profit margin	%	28	26

Principal risks and uncertainties

The commercial vehicle hire market continues to suffer from increased competition with many projects due for review. Current indications are that rates will remain under pressure for at least the next twelve months. We anticipate that 2014 will be a difficult trading year but profits achieved from vehicle disposals will be at a similar level to last year.

The company's customer base is changing to be more widely spread and whilst still construction industry based we are now better positioned to gain from any upturn in the general economy. Competition for business will be fierce during the next year; cost control and cash flow management are the main issues facing the company as we act to counter the effect of any bad debts and the continuing economic uncertainty. Turnover for 2014 is expected to show a modest increase.

Leeds Commercial Limited Directors' Report for the Year Ended 30 September 2013

..... continued

Financial instruments

Objectives and policies

The business' principal financial instruments comprise bank balances, trade debtors, trade creditors, loans to the company and finance lease agreements. The main purpose of these instruments is to finance the buisness operations.

Price risk, credit risk, liquidity risk and cash flow risk

In respect of bank balances the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at floating rates of interest. All the business' cash balances are held in such a way that achieves a competitive rate of interest. The business makes use of money market facilities where funds are available.

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. The amounts presented in the balance sheet are net of allowances for doubtful debtors.

Trade creditors' liquidity risk is managed by ensuring sufficient funds are available to meet amounts due and comply with agreed payment terms.

Loans comprise of funds from various institutions. The interest rate and monthly repayments on the loans from these institutions are variable. The business manages the liquidity risk by ensuring that there are sufficient funds to meet the repayments as they fall due.

The business is a lessee in respect of finance leased assets. The liquidity risk in respect of these is manged by ensuring there are sufficient funds to meet the repayments as they fall due.

Disclosure of information to the auditors

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditors are unaware of.

Approved by the Board on 4 June 2014 and signed on its behalf by:

Mr C J Miller Director

Page 3

Statement of Directors' Responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors 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 apply them consistently;
- · make judgements and accounting estimates that are reasonable and prudent; 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 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.

Independent Auditor's Report to the Members of Leeds Commercial Limited

We have audited the financial statements of Leeds Commercial Limited for the year ended 30 September 2013, set out on pages 7 to 20. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

Respective responsibilities of directors and auditor

As explained more fully in the Statement of Directors' Responsibilities (set out on page 4), the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

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

Opinion on the financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 September 2013 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.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Independent Auditor's Report to the Members of Leeds Commercial Limited

..... continued

Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, 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.

John Fullerton Msc FCA (Senior Statutory Auditor)

For and on behalf of Fullertons Accountants, Statutory Auditor

Westbourne House 60 Bagley Lane Farsley Leeds West Yorkshire LS28 5LY

4 June 2014

Leeds Commercial Limited Profit and Loss Account for the Year Ended 30 September 2013

	Note	2013 £	2012 £
Turnover		24,742,092	22,435,538
Cost of sales		(17,595,572)	(16,589,744)
Gross profit		7,146,520	5,845,794
Administrative expenses		(4,085,855)	(3,248,364)
Other operating income		13,227	103,513
Operating profit	2	3,073,892	2,700,943
Other interest receivable and similar income	5	7,015	7,171
Interest payable and similar charges	6	(1,217,323)	(967,318)
Profit on ordinary activities before taxation		1,863,584	1,740,796
Tax on profit on ordinary activities	7	(375,945)	(367,120)
Profit for the financial year	15	1,487,639	1,373,676

Turnover and operating profit derive wholly from continuing operations.

The company has no recognised gains or losses for the year other than the results above.

(Registration number: 587618)

Balance Sheet at 30 September 2013

	Note	2013 £	2012 £
Fixed assets			
Tangible fixed assets	8	42,902,004	38,215,608
Current assets			
Stocks	9	54,026	104,026
Debtors	10	4,587,962	4,781,496
Cash at bank and in hand		803,525	2,043,382
		5,445,513	6,928,904
Creditors: Amounts falling due within one year	11	(16,413,364)	(15,814,092)
Net current liabilities		(10,967,851)	(8,885,188)
Total assets less current liabilities		31,934,153	29,330,420
Creditors: Amounts falling due after more than one year	12	(20,742,270)	(19,661,121)
Provisions for liabilities	13	(71,517)	(36,572)
Net assets		11,120,366	9,632,727
Capital and reserves			
Called up share capital	14	255,150	255,150
Other reserves	15	2,975	2,975
Profit and loss account	15	10,862,241	9,374,602
Shareholders' funds	16	11,120,366	9,632,727

Approved by the Board on 4 June 2014 and signed on its behalf by:

Mr C J Miller Director

Leeds Commercial Limited Cash Flow Statement for the Year Ended 30 September 2013

Reconciliation of operating profit to net cash flow from operating activities

013 £	2012 £
073,892 071,854 858,348) 50,000 193,534 637,552) 893,380	2,700,943 9,904,783 (1,896,962) (10,852) (607,898) 1,101,478
013 £	2012 £
893,380	11,191,492
7,015 ,184,633) (32,690)	7,171 (921,965) (45,353)
210,308) 367,119)	(960,147)
,022,098) ,122,196 ,899,902)	(20,480,235) 5,158,415 (15,321,820)
583,949)	(5,480,917)
(205,245) ,549,337 ,344,092	(176,506) 6,601,507 6,425,001 944,084
	\$893,380 7,015 184,633) (32,690) 210,308) 367,119) 022,098) 122,196 899,902) 583,949) 205,245) 549,337

Leeds Commercial Limited Cash Flow Statement for the Year Ended 30 September 2013

..... continued

Reconciliation of net cash flow to movement in net debt

	Note	2013 £	2012 £
(Decrease)/increase in cash		(1,239,857)	944,084
Cash outflow from repayment of loans		205,245	176,506
Cash outflow from repayment of capital element of finance leases and hire purchase contracts		(3,549,337)	(6,601,507)
Change in net debt resulting from cash flows	19	(4,583,949)	(5,480,917)
Movement in net debt	19	(4,583,949)	(5,480,917)
Net debt at 1 October	19	(28,718,736)	(23,237,822)
Net debt at 30 September	19	(33,302,685)	(28,718,739)

Notes to the Financial Statements for the Year Ended 30 September 2013

1 Accounting policies

Basis of preparation

The financial statements have been prepared under the historical cost convention.

Turnover

Turnover represents amounts chargeable, net of value added tax, in respect of the sale of goods and services to customers.

Depreciation

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation, less any estimated residual value, over their expected useful economic life as follows:

Asset class

Land and buildings Motor vehicles

Fixtures and fittings

Depreciation method and rate

2% straight line basis

20% to 25% reducing balance basis

25% reducing balance basis

Stock

Stock is valued at the lower of cost and net realisable value, after due regard for obsolete and slow moving stocks. Net realisable value is based on selling price less anticipated costs to completion and selling costs.

Deferred tax

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19.

Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date.

Hire purchase and leasing

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

Assets held under finance leases, which are leases where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital elements of future obligations under the leases are included as liabilities in the balance sheet. The interest element of the rental obligation is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. Assets held under hire purchase agreements are capitalised as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital element of future finance payments is included within creditors. Finance charges are allocated to accounting periods over the length of the contract and represent a constant proportion of the balance of capital repayments outstanding.

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities. Where shares are issued, any component that creates a financial liability of the company is presented as a liability in the balance sheet. The corresponding dividends relating to the liability component are charged as interest expense in the profit and loss account.

Pensions

The company operates a defined contribution pension scheme. Contributions are recognised in the profit and loss account in the period in which they become payable in accordance with the rules of the scheme.

2 Operating profit

Operating profit is stated after charging:

	2013 £	2012 £
		= 000
Operating leases - plant and machinery Operating leases - other assets	5,647 14,604	7,930 8,263
Auditor's remuneration - The audit of the company's annual accounts	8,600	8,600
Profit on sale of tangible fixed assets	(2,858,348)	(1,896,962)
Depreciation of owned assets	11,071,854	9,904,783

3 Particulars of employees

The average number of persons employed by the company (including directors) during the year, analysed by category was as follows:

	2013 No.	2012 No.
Administration and support	20	18
Sales	14	13
Other departments	85	79
•	119	110

The aggregate payroll costs were as follows:

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued 2013 2012 £ £ Wages and salaries 4,740,117 4,061,780 Staff pensions 86,385 68,923 4,826,502 4,130,703 4 Directors' remuneration The directors' remuneration for the year was as follows: 2013 2012 £ £ Remuneration (including benefits in kind) 820,271 658,792 In respect of the highest paid director: 2013 2012 £ £ Remuneration 493,207 376,943 5 Other interest receivable and similar income 2013 2012 £ £ Bank interest receivable 4,342 7,171 Other interest receivable 2,673 7,171 7,015 6 Interest payable and similar charges 2013 2012 £ £ Interest on bank borrowings 10,410 4,640

28,050

1,184,633

1,217,323

34,943

921,965

967,318

Other interest payable

Finance charges

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

7 Taxation

Tax on	profit	on	ordinary	activities
1 ax VII	pront	on	Ul Ulliai y	activitie

•	2013 £	2012 £
Current tax Corporation tax charge	341,000	367,120
Deferred tax Origination and reversal of timing differences	34,945	<u>-</u>
Total tax on profit on ordinary activities	375,945	367,120

Factors affecting current tax charge for the year

Tax on profit on ordinary activities for the year is lower than (2012 - lower than) the standard rate of corporation tax in the UK of 23.49% (2012 - 25%).

The differences are reconciled below:

	2013 £	2012 £
Profit on ordinary activities before taxation	1,863,584	1,740,796
Corporation tax at standard rate	437,756	435,199
Effect of main rate change	(1,145)	(899)
Disallowable expenses	20,873	20,254
Depreciation in excess of capital allowances	(81,539)	(87,434)
Total current tax	375,945	367,120

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

8 Tangible fixed assets

	Freehold land and buildings £	Fixtures and fittings	Motor vehicles £	Total £
Cost or valuation				
At 1 October 2012	2,744,436	870,781	66,879,697	70,494,914
Additions	103,417	133,829	19,784,852	20,022,098
Disposals			(14,786,086)	(14,786,086)
At 30 September 2013	2,847,853	1,004,610	71,878,463	75,730,926
Depreciation				
At 1 October 2012	306,653	618,427	31,354,226	32,279,306
Charge for the year	39,367	88,907	10,943,580	11,071,854
Eliminated on disposals	<u>.</u>		(10,522,238)	(10,522,238)
At 30 September 2013	346,020	707,334	31,775,568	32,828,922
Net book value				
At 30 September 2013	2,501,833	297,276	40,102,895	42,902,004
At 30 September 2012	2,437,783	252,354	35,525,471	38,215,608

Leased assets

Included within the net book value of tangible fixed assets is £33,985,922 (2012 - £26,362,970) in respect of assets held under finance leases and similar hire purchase contracts. Depreciation for the year on these assets was £11,328,640 (2012 - £8,787,656).

9 Stocks

	2013 £	2012 £
Stocks	54,026	104,026

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

10 Debtors

To Debiols		
	2013 £	2012 £
Trade debtors	4,275,433	4,016,814
Other debtors	84,127	497,137
Prepayments and accrued income	228,402	267,545
	4,587,962	4,781,496
11 Creditors: Amounts falling due within one year		
	2013 £	2012 £
Trade creditors	863,513	2,676,741
Bank loans and overdrafts	62,287	142,608
Obligations under finance lease and hire purchase contracts	13,301,653	10,958,389
Corporation tax	354,174	380,293
Other taxes and social security	292,636	105,046
Other creditors	158,064	229,155
Directors' current accounts	87,813	232,580
Accruals and deferred income	1,293,224	1,089,280
	16,413,364	15,814,092
Creditors amounts falling due within one year includes the following iven by the company:	ng liabilities, on which s	security has been
	2013 £	2012 £
Hire purchase and finance leases	13,301,653	10,958,389
Bank loans and overdrafts	62,287	142,608
	13,363,940	11,100,997

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

12 Creditors: Amounts falling due after more than one year

	2013 £	2012 £
Bank loans and overdrafts Obligations under finance lease and hire purchase contracts	58,000 20,684,270	182,924 19,478,197
	20,742,270	19,661,121
Creditors amounts falling due after more than one year includes the follow been given by the company:	ing liabilities, on v	which security has
	2013 £	2012 £
Hire purchase and finance leases Bank loans and overdfrafts	20,684,270	19,478,197
Bank loans and overdirants	20,742,270	182,924
Obligations under finance leases and HP contracts		
Amounts repayable:		
	2013 £	2012 £
In one year or less on demand	13,301,653	10,958,389
Between one and two years Between two and five years	10,494,989 10,189,281	9,297,182 10,181,015
·	33,985,923	30,436,586
13 Provisions		
	Deferred tax £	Total £
At 1 October 2012	36,572	36,572
Charged to the profit and loss account	34,945	34,945
At 30 September 2013	71,517	71,517

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

Analysis of deferred tax

	2013 £	2012 £
Difference between accumulated depreciation and amortisation and capital allowances	71,517	53,795
Other timing differences	<u> </u>	(17,223)

71,517

36,572

14 Share capital

Allotted, called up and fully paid shares

	2013		2012	
	No.	£	No.	£
Ordinary shares of £1 each	255,150	255,150	255,150	255,150

15 Reserves

	Other reserves £	Profit and loss account £	Total £
At 1 October 2012	2,975	9,374,602	9,377,577
Profit for the year		1,487,639	1,487,639
At 30 September 2013	2,975	10,862,241	10,865,216

16 Reconciliation of movement in shareholders' funds

	2013 £	2012 £
Profit attributable to the members of the company	1,487,639	1,373,676
Net addition to shareholders' funds	1,487,639	1,373,676
Shareholders' funds at 1 October	9,632,727	8,259,051
Shareholders' funds at 30 September	11,120,366	9,632,727

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

17 Pension schemes

Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £86,385 (2012 - £68,923).

18 Commitments

Capital commitments

Amounts contracted for but not provided in the financial statements amounted to £2,888,731 (2012 -£1,211,492).

Operating lease commitments

As at 30 September 2013 the company had annual commitments under non-cancellable operating leases as follows:

Operating leases which expire:

	2013 £	2012 £
Land and buildings		
Within one year	10,000	10,000
Within two and five years	240,750	240,750
	250,750	250,750
Other		
Within two and five years	•	269,066

19 Analysis of net debt

	At 1 October 2012 £	Cash flow	At 30 September 2013 £
Cash at bank and in hand	2,043,382	(1,239,857	803,525
Debt due within one year	(142,608)	80,321	(62,287)
Debt due after more than one year	(182,924)	124,924	(58,000)
Finance leases and hire purchase contracts	(30,436,586)	(3,549,337) (33,985,923)
Net debt	(28,718,736)	(4,583,949	(33,302,685)

Notes to the Financial Statements for the Year Ended 30 September 2013

..... continued

20 Related party transactions

Other related party transactions

During the year the company made the following related party transactions:

CJ Miller

(Directors current account)

. At the balance sheet date the amount due to CJ Miller was £87,813 (2012 - £232,580).

Earnstone Developments (Wakefield) Limited

(A company 50% owned by Christopher Miller a director and majority shareholder in Leeds Commercial Limited)

The company charged interest of £2,673 (2012:£nil) on the amount due from Earnstone Developments (Wakefield) Limited during the year, at a commercial rate of interest. At the balance sheet date the amount due from/(to) Earnstone Developments (Wakefield) Limited was £77,348 (2012 - £nil).

21 Control

The company is controlled by the directors who own 53% of the called up share capital.